

# NEWS.

THE SCHWANOG NEWS FOR CUSTOMERS,  
EMPLOYEES, AND FRIENDS OF THE COMPANY.

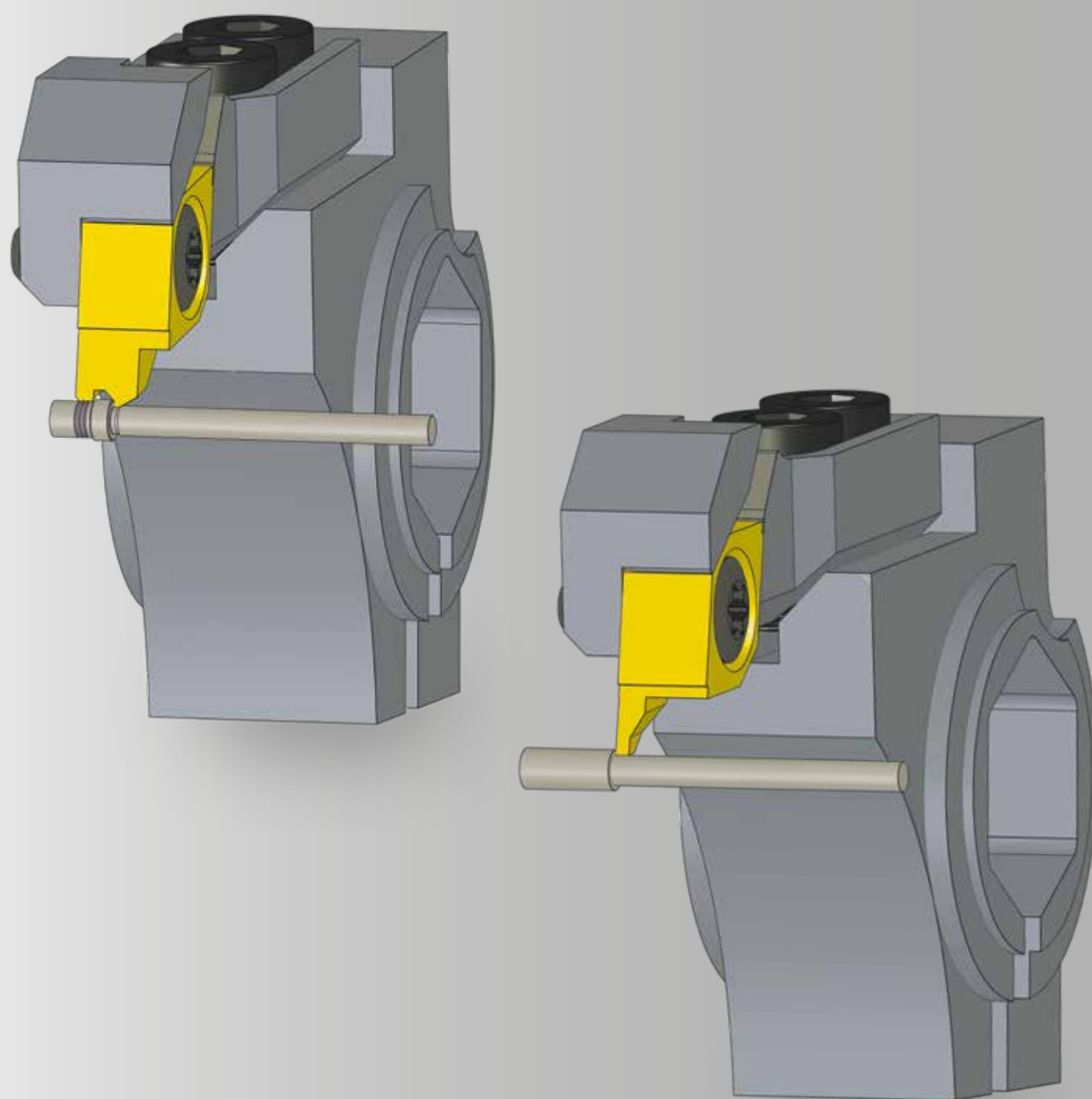
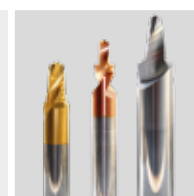
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### EDITORIAL:

**Dear Business Partners,**

In our first news edition of 2023, we are once again presenting you with exciting topics related to technical solutions and news from the world of Schwanog.

For manufacturing companies with Escomatic machines, we would like to draw your attention to the project report on page 2 with our customer TechnoContact, which is benefiting from significant increases in productivity thanks to our recommended manufacturing strategy.

Our solid carbide drills, which are always ground according to customer drawings, offer another important solution to achieve maximum unit cost reductions. Read the report on page 3 and profit from our expertise in form drilling.

We round off this edition with other interesting topics about the anniversaries of long-standing employees, our new territory manager for Sweden, Henrik Solberg, congratulations on successfully completing apprenticeships as metal-cutting mechanics and a first trade show review and outlook.

**We wish you a successful spring and look forward to numerous projects with you.**

  
Clemens Güntert  
Managing Director

# SCHWANOG

Complex challenge masterfully solved on Escomatic machine:

## TECHNOCONTACT INCREASES ITS PRODUCTIVITY WITH SCHWANOG!

TechnoContact was founded in 1963. TechnoContact's core competencies are connectors and electronic contacts. With around 70 employees, more than 120 million units are manufactured every year.

A team of specialists works passionately every day on solutions that require maximum precision with an average diameter of 3 mm. Production takes place at around 100 CNC and cam-controlled machines.

Characterized by the pursuit of maximum quality, investments are made in new technologies every year, but also in the continuous optimization of processes. This is the only way for TechnoContact, based in Cluses, France to ensure its future competitiveness on the world market.

### Schwanog as a Tool Partner since 2019

The cooperation with Schwanog as a tool supplier has gone on for over 3 years and focuses primarily on applications with Escomatic machines. The current example makes it clear how well and how professionally this collaboration between David Brasier, Production Manager, and Schwanog account manager Gregory Carnevale works.

Gregory Carnevale was brought in to propose an alternative to the production strategy previously planned by TechnoContact. Because the increase in order volume led to a decision to manufacture the parts on an ESCO D5 TWIN machine instead on a swiss-type lathe as originally planned.

### Current situation

The ESCO D5 TWIN machine uses only two tools, with the original single-point tool breaking due to its small width of 0.2 mm.

The economic prospects for this order were therefore rather difficult. With an annual volume of 150,000 pieces, the only reliable alternative would have been to manufacture the parts on a CNC swiss-type lathe, but this solution would have increased the manufacturing costs significantly.



Left to right: Technician Yann Lenoir, Schwanog account manager, Gregory Carnevale, Machine Setter, Robin Brasier, Production Manager David Brasier

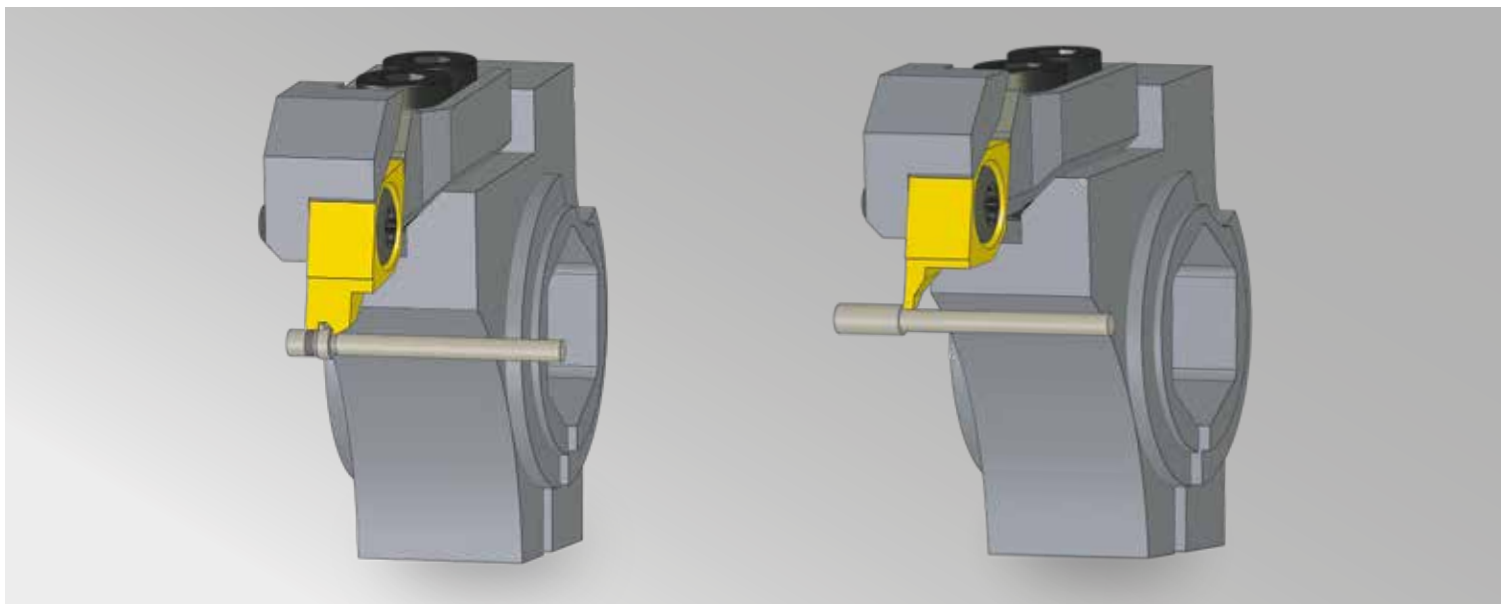
### The Schwanog Solution

Production manager David Brasier is very impressed by the Schwanog solution and services for this complex situation.

Schwanog recommended as the first tool the use of a form tool with identification grooves and as a second tool a single-point turning/cut-off tool. Before the Schwanog tools were used, the Escomatic rotary head was converted to a rotary head with a hexagonal shaft.

Being able to machine an entire part with as few tools as possible is the goal of many machining companies. However, for demanding application several work steps are necessary and each one poses specific challenges. Because of using a Schwanog form tool the proposed production strategy

eliminated several processing steps, and the manufacturing processes could be reduced to 2 stations compared to the previous 3 stations on the swiss-type lathe, resulting in TechnoContact achieving a significant increase in productivity for its part production, as these are now successfully produced on an ESCO D5 TWIN machine. In addition, TechnoContact has an economical edge due to the cost of Schwanog's indexable inserts being 20% lower per cutting edge.



Tool on the left: Form tool with identification grooves, tool on the right: Single-point turning/cut-off tool

**Davis Brasier, Production Manager for small and medium-sized series, is enthusiastic:**

'With Schwanog, we have once again succeeded in implementing a complex challenge in production quickly, efficiently and with an enormous cost advantage. I look forward to many more joint projects.'

Offensive on the Italian Market:

## SCHWANOG INCREASES ITS SHAREHOLDING IN UBR IN ITALY

With a further investment, Schwanog, together with its partner UBR, is also going on the offensive in the Italian market.

With the signing of a contract in October of 2022, Schwanog's share in UBR was initially increased to 40.5% to be able to jointly exploit the great potential in Italy even more effectively in the future.

In addition, a new company location is currently being built, which will offer the ideal conditions for further growth and the most modern infrastructure.

The move is planned for the beginning of April and of course we will keep you informed about the developments on the Italian market.





Productivity and Precision at the highest level:

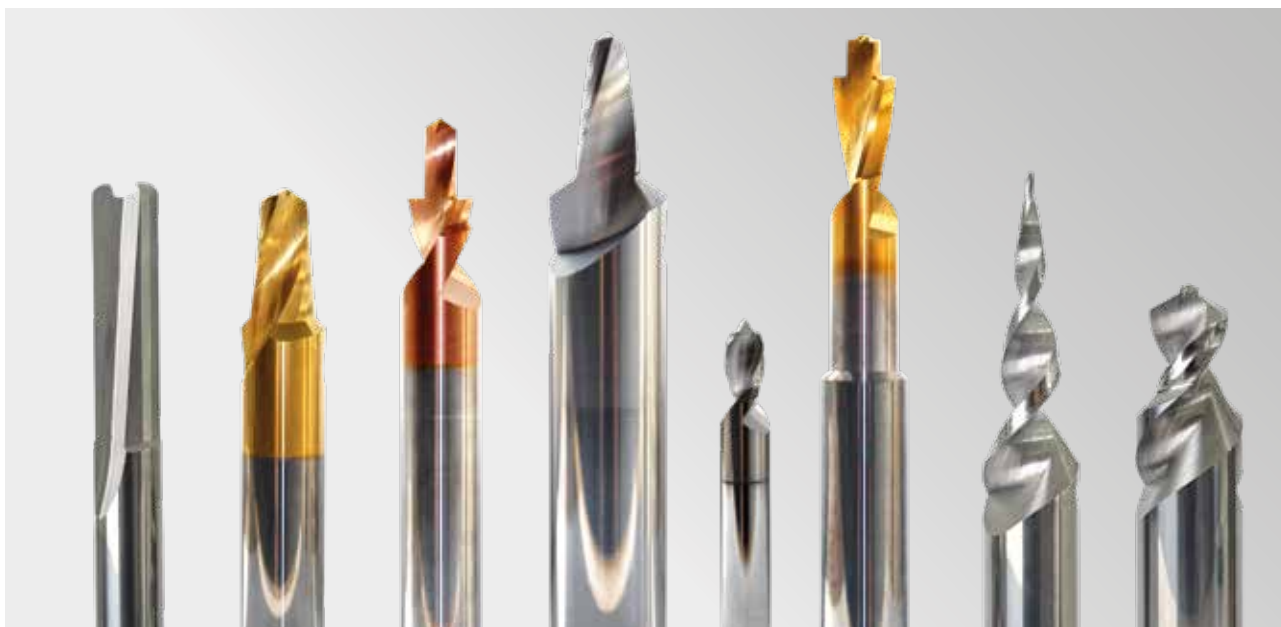
## SOLID CARBIDE DRILL, GROUND ACCORDING TO CUSTOMER DRAWING!

Insertable form drills are one of Schwanog's core competencies. But when the insertable form drill system reaches its technological limits in terms of stability and accuracy, Schwanog solid carbide drills offer the perfect solution.

We also remain true to our philosophy when it comes to solid carbide drills and only offer solutions in which the profiles are ground according to customer drawings. According to Sales Manager Peter Schoeninger, this is how we ensure maximum productivity and precision.

Schwanog solid carbide drills are available in all common carbide grades and coatings. All precision parameters can be reliably displayed and checked using the latest measuring equipment.

Take advantage of Schwanog's expertise in form drilling. We look forward to your challenges.



Successfully Completed Apprenticeships:

## CONGRATULATIONS TO ALEXANDER WOLF AND MALCOLM TROST!



From left to right: CEO Clemens Guentert, Malcolm Trost, Alexander Wolf and Apprenticeship Instructor Patrick Faller

CEO Clemens Guentert and apprenticeship instructor Patrick Feller were happy to congratulate our apprentices Alexander Wolf and Malcom Trost on successfully passing their exams.

With Alexander and Malcolm, after 3 ½ years of training, we now have two more perfectly trained metal-cutting mechanics.

### Alexander Wolf

Alexander strengthens the team at the Schwanog wire cutting center, where he ensures the highest precision with the latest technology. His favorite hobbies are the popular sport Parkour and Freerunning, and as a contrast he likes to tinker with technical equipment in his free time.

### Malcolm Trost

Malcolm will be employed immediately in the Schwanog grinding center, where he will make a valuable contribution to Haas grinding machines and can further deepen the knowledge he has acquired. His hobbies are playing basketball and playing music with friends.

The entire Schwanog team congratulates both on successfully completing their apprenticeship and wishes them lots of success for the future.

New Territory Manager in Sweden

## HENRIK SOLBERG IS OFF TO A SUCCESSFUL START

We are delighted that in Henrik Solberg we have been able to recruit a competent expert for our Swedish market. Henrik Solberg brings everything required for qualified advice to our customers.

After his training as a metal-cutting mechanic, Henrik successfully continued his training as a production technician. After 8 years as a production engineer, Henrik switched to sales.

For the past 10 years he has worked in technical sales, selling cutting tools both in Sweden and in other Nordic countries. And thus, it is not surprising that Henrik has already gotten off to a good start with our customers.

Henrik Solberg looks forward to your projects. Find below his contact information:

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## Trade Shows in 2023:

## THE YEAR IN REVIEW AND OUTLOOK!

With the pandemic largely over, trade shows can now be held once again without restrictions. We were pleased to see a high number of visitors and solid inquiries at the Fornitore Offresi, Italy, the Global Industry, France, and Intec in Leipzig.

Our team's appearance at Jobs for the Future, an important regional trade show for recruiting new apprentices and students, was very positive as well.

But the trade show year has just begun, so we cordially invite you to the upcoming trade shows:

**Dreh- und Spantage**  
29.–31.03.2023  
Villingen-Schwenningen



**PMTS**  
18.–20.04.2023  
Cleveland, Ohio



**EASTEC**  
16.–18.05.2023  
West Springfield, MA



**FITMA**  
20.–22.06.2023  
Mexico City



**EMO**  
18.–23.09.2023  
Hannover



**CMTS Canadian Manufacturing Technology Show**  
25.–28.09.2023  
Toronto Congress Centre - Kanada



**SOUTHTEC**  
24.–26.10.2023  
Greenville SC



Global Industry, France



Fornitore Offresi, Italy



Intec, Germany



Jobs for Future, Germany

## Long-standing Employees as a Success Factor:

## CONGRATULATIONS TO CRYSTINA PETERSEN AND MARKUS SCHUETZ!

For us, long-serving employees are decisive success factors and at the same time important initiators in day-to-day teamwork. We are happy to have them on board at Schwanog and we will briefly introduce them to you.



10 JAHRE

**Crystina Petersen**  
Schwanog USA

After graduating with a degree in social studies, Crystina worked at her profession for 4 years before joining Schwanog on January 1, 2013, as an administrative assistant.

Her social studies background quickly paid off as she progressed rapidly in customer service and provided exceptional support for Schwanog's customers.

During her first few years, she got to know the company processes and the ERP system and quickly became an expert through courses and training at Schwanog's German headquarters.

In 2018, due to her experience and professionalism, Crystina was promoted to "Team Leader - Customer Service" and provides training and guidance to new and existing team members.

Since 2019, Crystina has also been part of Schwanog USA's marketing team and is responsible for trade shows, advertising, and social media.

In her free time, Crystina finds balance and relaxation by spending time with her family, her two German shepherds, and by travelling. We are grateful to Crystina for her excellent work and wish her continued success and pleasure in her work at Schwanog.

Managing Director Holger Johannsen and the entire Schwanog team worldwide congratulate Crystina on her 10th anniversary.

25 JAHRE

**Markus Schuetz**  
Schwanog  
Germany



Left to right: Deputy Production Manager Carsten Schwabe, Team Leader Grinding Markus Schuetz, Production Manager Franz Hummel, CEO Clemens Guentert

Markus Schuetz is 45 years old and has been with the company for 25 years. He is a genuine Schwanog veteran with an enormous wealth of experience.

His apprenticeship from 1992 to 1996 as an industrial mechanic specializing in machines and system technology was followed by two years of practical experience in a turning shop.

On 1 March 1998 he started his career at Schwanog, where he first worked for two years on an EWAG machine and then switched to a Haas machine as a machine operator. The assignment ab-

road at Schwanog LLC in the USA was a significant milestone in his professional development. From February 2005 until May 2007, Markus Schuetz helped setting up US production and was the first employee to work on a grinding machine at Schwanog USA. Due to his high level of competence, Markus Schuetz was appointed Team Leader of the grinding center at Schwanog's headquarters in 2017.

Markus Schuetz is married and is the father of two children. His hobby is motorcycling. He also performs various services at the volunteer fire brigade.

## Christmas Fundraiser 2022:

## A POSITIVE INITIATIVE FOR THE PALLIATIVE CENTER IN VILLINGEN-SCHWENNINGEN!

It is a long-standing tradition at Schwanog headquarters that the employees have a fundraiser for charitable purposes at Christmas. On this occasion, 1,026 euros were donated by the employees, which Mr. Clemens Guentert, also in keeping with tradition, doubled to the amount of 2,100 euros.

The Palliative Centre in Villingen-Schwenningen is part of an acute care clinic and therefore has a variety of diagnostic and therapeutic options

at its disposal. An interdisciplinary team consisting of doctors, nurses, physiotherapists, psychologists, social workers, pastors, and art therapists work closely together to provide the best possible care and treatment for patients and their families.

We are pleased that we were able to support the local Palliative Care Centre effectively with our contribution.



SCHWANOG

75 years

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