

Newspaper for customers and friends
of HAINBUCH GmbH
WORKHOLDING TECHNOLOGY
Marbach, Germany

22
August 2007



That has future:

Mandrel type T212 – without draw bolt, and now starting at Ø 8 mm

Precise change-over, full flexibility

The MANDO T212 segmented mandrel has long been in use for customer-specific solutions. Now the proven mandrel principle is also available as a stock item in a standard series. The T212 is particularly impressive with »short distances« – for blind bores and small components. Since it works without draw bolt, you do not lose any clamping length and can grasp the work piece with the pull-back effect in the secure manner to which you are accustomed. Now available even with the smallest Ø; a sensational 8 mm. In this regard the new mini mandrel in XXS size naturally has the typical HAINBUCH segmented clamping bushing with the vulcanized rubber-metal connection. The T212 offers high accuracy and holding power in the clamping range of Ø 8 to 100. And change-over times are also minimal due to the easy-to-operate coupling on the segmented clamping bushing. Thus, you now enjoy full flexibility where I.D. clamping is concerned.

Segmented mandrels from HAINBUCH – changed over in minutes



Quick change-over



Remove end-stop



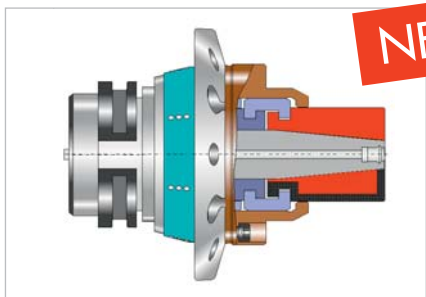
Take off the coupling ring



Pull off the segmented clamping bushing



MANDO Adapt T211 – with draw bolt from Ø 20 mm



MANDO Adapt T212 – mandrel-in-the-chuck version without draw bolt from Ø 8 mm, ideal for blind bores

MANDO Adapt T212 mandrel-in-the-chuck without draw bolt

Change-over from O.D. to I.D. clamping in just 2 minutes

With the T212 clamping principle, now the MANDO Adapt mandrel-in-the-chuck also has a variant without draw bolt to offer. Thus, in less than 2 minutes your O.D. clamping device is transformed into a mandrel with which you can even securely clamp in short blind bores.

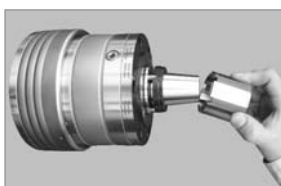
3-2-1 changed over from O.D. clamping to I.D. clamping: MANDO Adapt mandrel-in-the-chuck



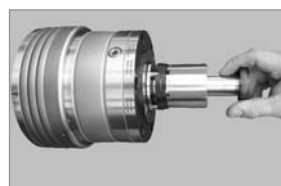
Take off clamping head



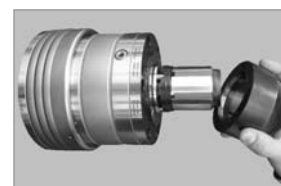
Install MANDO Adapt



Mount segmented clamping bushing Precisely centered – without adjusting



Screw in draw bolt



Place the end-stop in position

Dear customers,
dear friends of the company,

The number of our employees has more than doubled over the last seven years. Presently, approximately 450 employees work for HAINBUCH WORKHOLDING TECHNOLOGY around the world. The number is indeed an indicator, but what I am really proud of is the commitment, the creativity, and the joy that our employees bring to their work on a daily basis. And in the process consistently take on new challenges and develop something new, such as our brand new service portfolio »service & more«. Its four components make your production even more efficient.

That is the power of innovation »made by HAINBUCH«. This is what visitors to our technology forums always experience face-to-face and what they evaluate as decidedly positive. One participant hit the nail on the head with his comment, »It's clear that the employees are committed to the company, heart and soul«. But that's not all: What we do is always in your interest, and aims at making you even more successful in your markets.



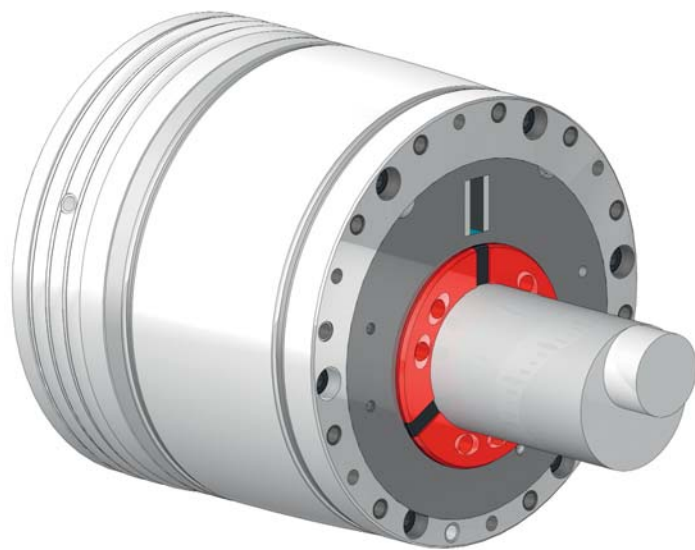
Sincerely,
Gerhard Rall
CEO

Eccentric chuck:

Better and approximately 30 % lower in price

With the compact eccentric chuck, in just one clamping set-up you can turn an eccentric position on the work piece – on one machine without having to re-clamp. You can convert from concentric to eccentric in moments via the C-axis. And this all functions with every standard clamping

cylinder. With our new version you can now profit from even greater accuracy on the work piece, due to the improved clamp gear mechanism – and from an approximately 30 % lower price. Thus, even faster return on your investment.



On board: New head of design



Where stationary clamping is concerned there is not much that escapes Alfred Hillinger's attention.

Our new head of design is an old hand in this area with a vast amount of experience. We are pleased to have him on our team and are looking forward to what he brings to his new responsibility in terms of innovation, ideas, and impetus. We wish him all the best for the future!

Outstanding: TOPlus chuck



INNOVATIONSPREIS
2007
initiative
mittelstand
2007
AUSZEICHNUNG

The TOPlus mineral-cast chuck has been making headlines ever since HAINBUCH introduced it to the market. Recently the trend-setting clamping concept has also been honored with an award: The 2007 Innovation Prize in the machine tool category. Initiative Mittelstand [Initiative for mid-sized companies] awards this prize to companies with the most innovative products.

service & more

Your service plus

NEW in Germany

Consulting, engineering, product service, or training – you will now find it all at »service & more«; the new comprehensive service organization at the German location.

Are you striving for heights of achievement that leave the competition behind? Discover new peaks of productivity with the four »service & more« modules: Our consulting brings a fresh breeze into your production and helps you to sustainably improve your processes. The creative engineering team develops the best clamping solution for your work pieces; product service ensures that downtime is an anomaly. Our training makes your team fit for the fight against these downtimes. We have experience in all of these areas since we are confronted with these issues every day.

Convincing results

Product manager Anke Reichenecker, responsible for »service & more« since the beginning of 2006 is particularly proud of the success that has been achieved in the process optimization area. »50 % less

change-over time, 30 % less machining time, or even dispensing with entire work steps – it's really incredible what our R&D experts can do in this area. And naturally we test the solutions first in practical application before we give them to our customers.«

Best prerequisites

In addition to the quality of the products at HAINBUCH we also work meticulously on our service offering. Thus, with »service & more« for example, we offer assembly and start-up so that your production runs smoothly. The HAINBUCH experts are primarily in demand for complicated clamping fixtures, and in addition to ensuring minimum machine downtime, they also ensure professional instruction for personnel. This assures you of a strong starting position for long-term success. You can be sure that one thing is not standing still: The competition.

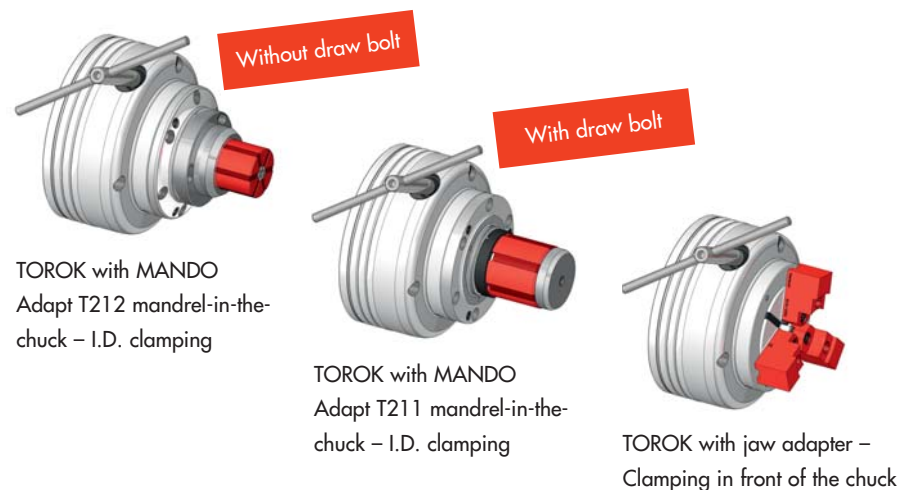
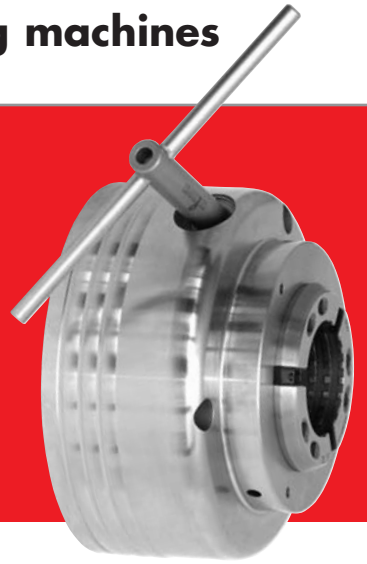
Always at your service: service & more product manager Anke Reichenecker [left] and her colleague Ines Pache



TOROK:

The expert on grinding machines

The TOROK manual chuck is particularly popular with tool manufacturers, in training centers, and schools – and now it is completely adapted to the HAINBUCH modular system. Now with the new improved version you can use all clamping device adaptations, such as the MANDO Adapt mandrel-in-the-chuck or the jaw adapter. And you have changed it over in just 2 minutes.



»We have been able to reduce our change-over time by approximately 50 % since we changed to a HAINBUCH solution.«

[A machine component manufacturer, USA]

»Thanks to the clamping solution from HAINBUCH we have been able to reduce machining time by 13%.«

[A supplier to the automotive industry]

»The number of worksteps could be reduced from 14 to 4 due to the eccentric chuck from HAINBUCH!«

[A supplier to the automotive industry]

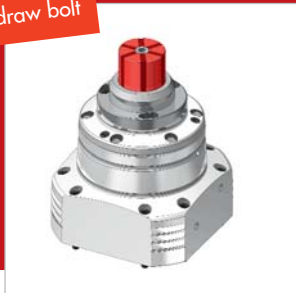
»With the CENTREX interface from HAINBUCH change-over time has been reduced from 40 minutes to 10 minutes.«

[An electrical engineering group]

New: HYDROK

The cost-effective hydraulic stationary chuck

Without draw bolt



HYDROK with MANDO Adapt T212 mandrel-in-the-stationary chuck

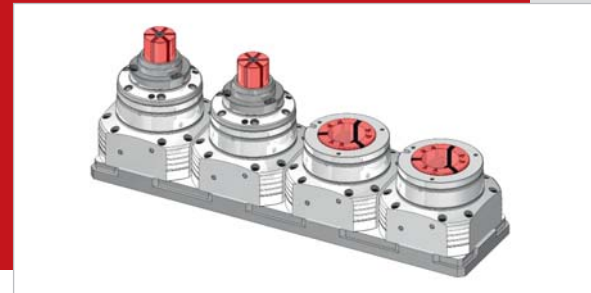
With draw bolt



HYDROK with MANDO Adapt T211 mandrel-in-the-stationary chuck



HYDROK with jaw adapter



With HYDROK you save in series: multiple clamping pallets



HYDROK with SPANNTOP clamping head

Variable stationary chucks that clamp and release both hydraulically and via springs have been available from HAINBUCH for some time. But it gets even better: With the HYDROK we now offer you an hydraulically actuated stationary chuck with which you can clamp in series and save: On our multiple clamping pallets you can now place multiple HYDROKS and thus produce more rationally. And at a sensational price. Since the price for the HYDROK has a decidedly good relationship to performance. With this product you can also use the adaptations such as the MANDO Adapt mandrel-in-the-stationary chuck and thus extend the implementation possibilities in a matter of minutes.

New: Employees in the sales department



Rainer Bürkle
Area Manager USA,
Northern Europe and
Eastern Europe



Jörg Fedtke
Sales representative
North-Rhine Westphalia



Andreas Holzwarth
Standard pro-active



Henry Miersch
Sales representative Berlin,
Brandenburg, Mecklenburg-
Western Pomerania



Jochen Schneider
Export Manager,
with focus on Asia

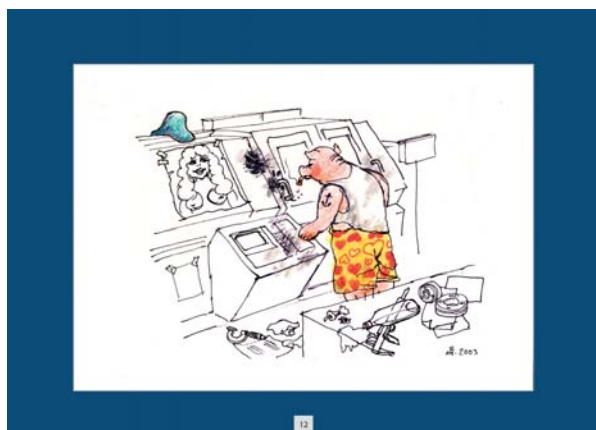
Exemplary: Rules of the game for manufacturing

Instructions for machine operators rarely make the bestseller list. However, our »Rules of the game for manufacturing« makes »reading« fun.

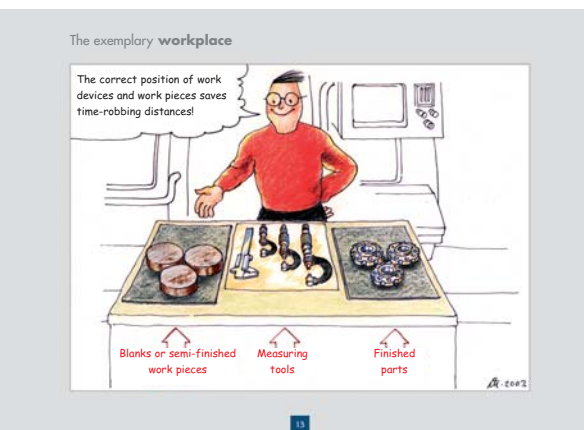
The comic book with close to 50 pages describes daily situations in production. The main roles are played by Heini and Mr. Smart. One of the two does everything wrong that can be done wrong, the other is cooperative, committed and thinks ahead. The way you would want the employees to be. And because the true/false presentation that was originally designed for our own production has been consistently requested at various technology symposium, HAINBUCH offers the handy guide as a neutral print version or PDF version. If you desire we can even provide it with your logo, in your CI, or even with additional pages.



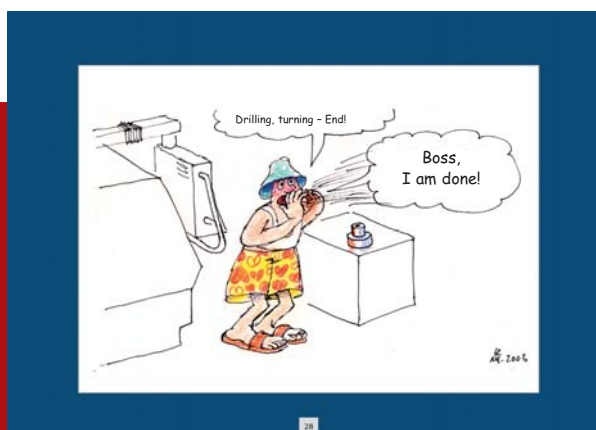
Manual in comic book form – now available for your production.



12



13



28



29

For more details contact
ines.pache@hainbuch.de

40 years at HAINBUCH



Gisela Hainbuch
sales department



Siegfried Bauer
manufacturing

40 years with one and the same company – that's a rarity these days. And anything other than self-evident. Forty years of company service is a positive reflection on the company as well and shows us that the corporate culture is right on track. At HAINBUCH we place a high value on continuity, on long-term business relationships, and ensuring an optimum corporate environment for our employees. We also invest in these areas: for example in professional development offerings or athletic activities. Thus we certainly anticipate celebrating many such milestones of company service in the future. We extend a sincere thank you and congratulations for the four decades of commitment!

Overdimensional: Giant mandrels for China

Nothing is impossible, at HAINBUCH this also applies in terms of size. To clamp gears that are dimensioned in meters HAINBUCH engineers developed the largest segmented mandrel ever manufactured by the company. With imposing visual dimensions, a clamping range of up to 420 mm and weighing an impressive 1.3 tons. The patented CENTREX system ensures centering accuracy under 5 µm, in spite of the enormous weight.



The largest HAINBUCH mandrel so far: Clamping range to 420 mm, weighing in at 1.3 tons.

Give us a challenge!

Support: Checks for volunteer service

Volunteer service and civic engagement; the State Government is not alone in considering these efforts »real good!«. HAINBUCH also recognizes employees' volunteer engagement in clubs, institutions, and social organizations. The company expressed its appreciation to all those who tirelessly work for others, who pitch in, and thus ensure that the community functions. 24 employees received a contribution for the respective organization. This is a point of honor for HAINBUCH as the largest employer in the city of Marbach, Germany; here our corporate culture enjoys the highest priority internally as well as externally.



A new position! Sylvia Rall in corporate management

The granddaughter of the company founder Wilhelm Hainbuch joined the company in 2001 and took over responsibility for marketing and public relations. Now Sylvia Rall is also active in corporate management – with full executive power, it's understood. In the future she will increasingly take on executive management responsibilities. Sylvia Rall represents the 3rd generation of the proprietor family Rall that is active in the company.



Sylvia Rall – now part of the executive management team



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I want more exciting technology!

Fill out. Copy. Fax.

- Brochure »stationary clamping systems«
- Brochure »rotating clamping systems«
- Brochure »innovation«
- Catalogue

- I would like a consultation. Please call me.
- Please contact me to set up a meeting.

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