

SEPTEMBER 2023

# REPORT

## ISSUE 39

THE MAGAZINE FOR CUSTOMERS,  
EMPLOYEES, AND FRIENDS



**SUPPORT IN  
ALL AREAS**

MORE THAN »JUST«  
A SUPPLIER OF  
CLAMPING DEVICES

## FACTS & FIGURES

**5** GERMAN LOCATIONS

**11** INTERNATIONAL SUBSIDIARIES

WORLDWIDE MORE THAN **850** EMPLOYEES

OVER **1000** SPECIAL CLAMPING SOLUTIONS PER YEAR

**15** YEARS EXPERIENCE IN AUTOMATION

FOUNDED IN **1951**

INDUSTRY **4.0** DIGITAL FUTURE SOLUTIONS

OVER **55** DESIGN ENGINEERS

SPANNTOP INVENTED IN **1977**

**IQ** CLAMPING DEVICES WITH INTELLIGENCE

LIGHTWEIGHT CLAMPING DEVICES **CFRP** MADE OF CARBON FIBER

MORE THAN **150** PATENTS

MEASURING DEVICES SINCE **2008**

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Although the masculine form is used throughout, this is only to make the text easier to read and is not meant to exclude the feminine gender or others.

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New building for HAINBUCH Slovakia



### Dear customers, dear employees, and dear friends,

HAINBUCH also makes measuring solutions?  
And HAINBUCH can even do automation?

In the past, you have probably known us as a manufacturer of clamping devices and a specialist for set-up optimization. Correct. That is where our roots are. Meanwhile, for more than 50 years, and with about 1,000 custom solutions per year and more than 8,000 standard products, it gives us a treasure chest overflowing with solutions.

But those who know us also know that we have quite a few sharp employees with great ideas. The challenges we face in our in-house production regularly lead to ideas for new products

and solutions for our customers. And that is how we have acquired expertise for the entire process. For several years now, our product range also includes measuring solutions and clamping devices with integrated electronics. These are all modules of elementary importance in automation and the smart factory. Speaking of the smart factories – together with WTO, we successfully completed this truly exciting and challenging project [automated clamping device change-over with 3 µm tolerance on the workpiece]. Read more about it on page 12 of this issue.

Let yourself be inspired.

Sincerely,  
HAINBUCH Executive Board

Sylvia Rall

Gerhard Rall

Dr. Achim Feinauer



# FOR MORE **CONVENIENCE** AND **ENJOYMENT** DURING THE **WORKDAY**



Do you want  
carefree & profitable production  
processes for your company?

But also be able to withstand cost pressure and achieve a high level of process reliability? And introduce more convenience in the workday – especially in respect to the shortage of skilled labor? We can understand that very well.

That is why we constantly strive to create perfect unity between our products and your processes. The starting point for us in this endeavor is almost always the workpiece – your workpiece. Because, what is the most important thing for you at the end of the day? Your customer's satisfaction, which is the case when the workpiece is perfect.

# HAINBUCH – we support you in all aspects of **change-over, clamping, measurement & automation**

## CHANGE-OVER with our products and your set-up time will be drastically reduced.

Because no matter whether you use the **HAINBUCH SYSTEM** or the **zero-point clamping systems**, they all have one thing in common: They give you valuable production time.

With the **HAINBUCH SYSTEM** you have a basic clamping device, which remains on the machine. That can be a turning chuck or a stationary chuck. For O.D., I.D., jaw or magnetic clamping, or clamping between centers you only have to change the adaptation.

The zero-point clamping systems **centroteX** [for turning] and **DockLock** [for milling] allow change-over of entire clamping devices in no time at all.

## MEASURE with our products to minimize scrap and boost process reliability.

The **TESTit** force gauge is used for measurements before starting production. IQ clamping devices with integrated smart measuring functions monitor the production process.

Your employees use the **TESTit** to measure the draw-in force in quick change-over systems, the clamping force for O.D./ I.D. clamping, and the holding power of tool holders. Any parameters that are not within tolerance can be adjusted before starting production.

The **IQ clamping devices**, on the other hand, clamp and measure simultaneously whether in-line or off-line. In case of any deviations in the process, a message is sent to the machine and a correction is initiated.

## CHANGE-OVER Expert since 2003

## CLAMPING Pioneer since 1977

## CLAMP with us and your workpieces will become real masterworks.

When you use our clamping devices, you can count on reliable and precise processes. The result is properly machined workpieces and employees who appreciate the user-friendly design. No matter if turning at high speeds or if grinding, you can rely on high holding power and precision. And what they all have in common: They are robust and durable.

If you have special requirements, then we will also be glad to develop a custom tailored clamping device for you. With more than 1,000 custom solutions per year, that is no problem for us.

## MEASURE- MENT Competence since 2008

## AUTOMATION Experience since 2007

## AUTOMATE with our products to achieve unattended one-off manufacturing.

We define three levels of automation solutions: Beginners, Advanced and Experts. There is a solution for every requirement – whether you are just getting started or already have experience with unattended production.

Tell us what you want to start with and your basic requirements. **We will provide the support you need for your automation project!**



### Beginners:

First steps toward automation with **automated workpiece loading**.



### Advanced:

Expansion of automation to **automated clamping device change-over**.



### Experts:

Implementation of an entire automation project for milling, turning or grinding with our subsidiary Vischer & Bolli Automation **as general contractor**.

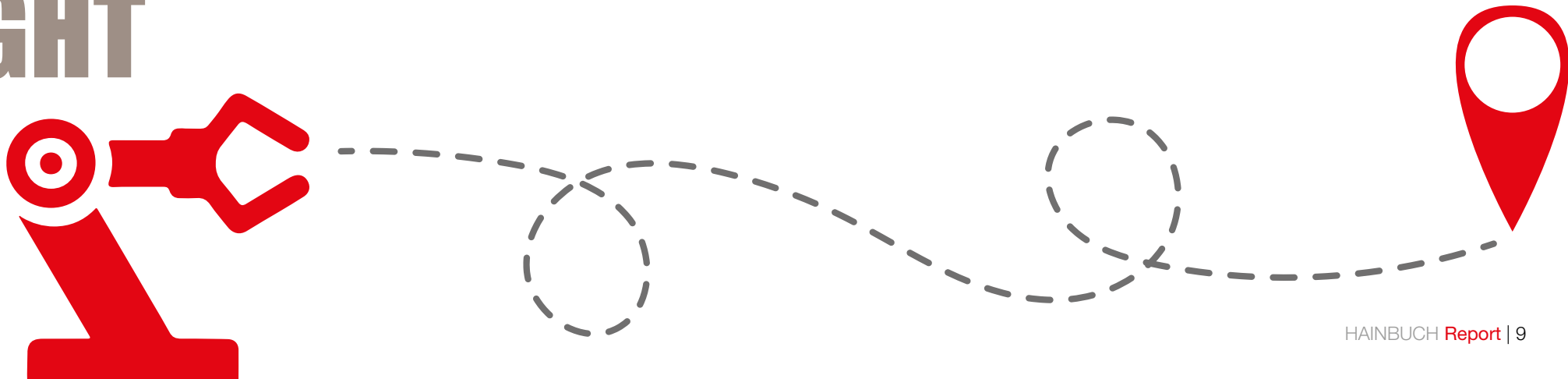




# OUR ROBOT LOADERS BRING YOUR WORK- PIECES TO THE RIGHT DESTINATION

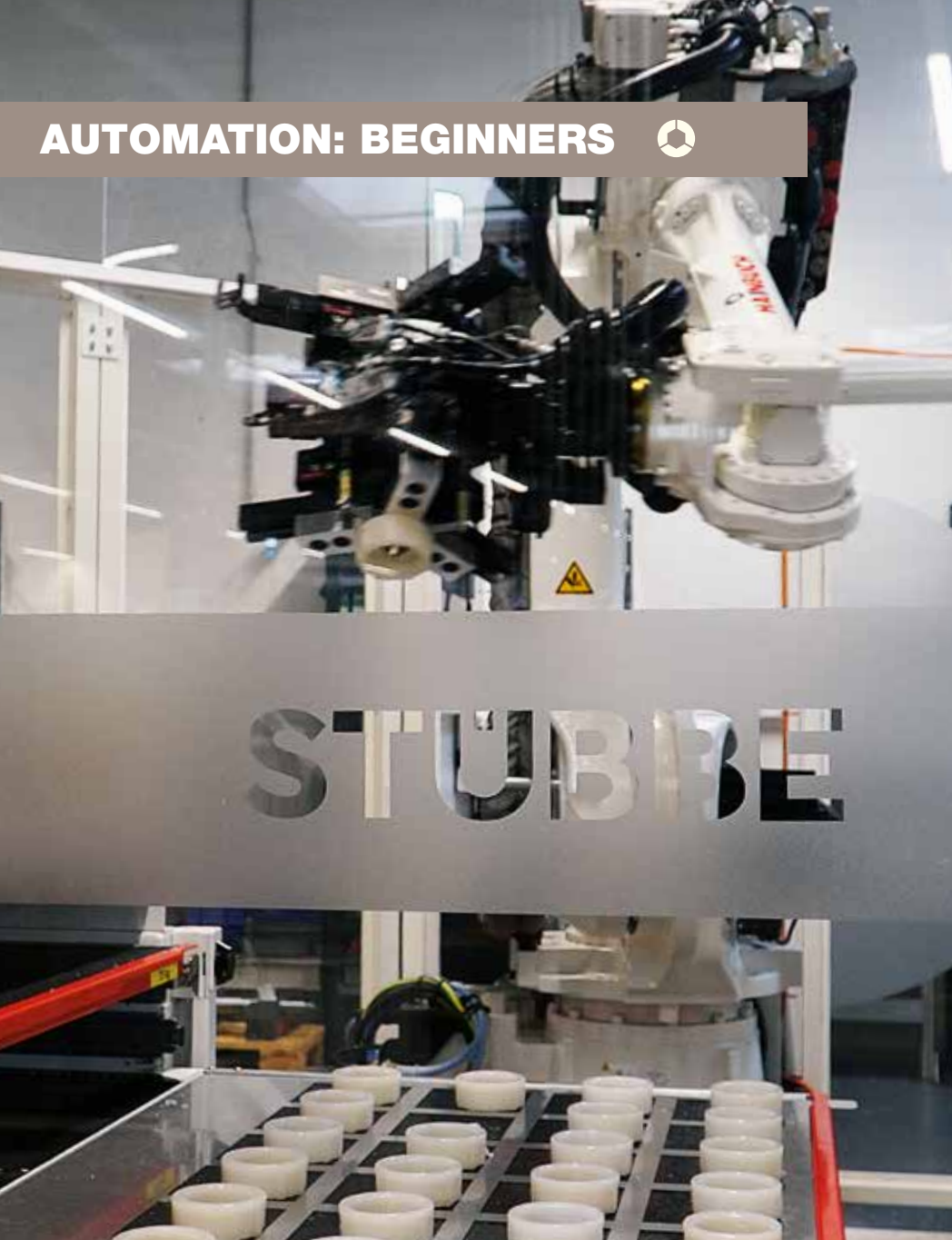
Once the goal of automation has been determined, how does one achieve it?  
When driving, we trust the navigation system – you can trust us when getting  
started with automation.

My name is Rudolf, and I am one of the experts for our robot loaders.





AUTOMATION: BEGINNERS



»HAINBUCH promises to get you started with automation the easy way, with no risks. I can only say: Absolutely!«  
Marc Henne, STÜBBE



Are you still using conventional production processes – without the assistance of robots? Do you often have machine downtime due to lack of employees? Have you been thinking about investing in automation, but don't quite know how to go about it?

A good way to get started is to automate the tedious task of workpiece loading. Maybe it seems unusual to rely on just a robot for weekend shifts, for example. For now! But we are certain: One day, it will be just as common as navigation systems. **Because no robot is not a solution, either.**

*Your Support: Rudolf*

*I am glad that I was able to help STÜBBE with the first step toward automation. And once the first step has been taken...*



One company that already relies on the new standard is STÜBBE. They decided to purchase even two of our robot loaders. Marc Henne, Head of Production Machining at STÜBBE, explains why investing in automation was the right decision.

»HAINBUCH robot loaders have numerous features that other robots do not offer.

We produce about 6,000 different parts – primarily injection molded or solid plastic parts for fittings or valves. In other words, everything that is needed for valves used in acid pump systems. We have a total of twelve machines, and we could work in three shifts and on weekends, too. The machine capacity is there, but what is lacking – as is probably the case with most companies – are the skilled workers.

The idea: To automate workpiece loading. That allows one employee to operate two machines at the same time. The plan was good. But after two machine breakdowns last year, we had to act on very short notice, and the solution was useful only in the short term. We purchased two DMG lathes: a CLX 350 and a CLX 450. They were quickly available, but also only »off the shelf«, i.e. without robot interface or any extras.

**We needed a long-term solution that could be retrofitted.**

Since we already use HAINBUCH clamping devices, we became aware of the ROBILO robot loader. Coincidentally, the HAINBUCH Technology Forum was upcoming, where we were able to learn more about the robot loader: Retrofitting of the machine interface and automated door opening are included in the HAINBUCH bundle. We were impressed with the overall system. The two robot loaders have been in operation since the end of 2022.

FOR US, THIS HAINBUCH SOLUTION HAS TWO DECISIVE ADVANTAGES OVER THE COMPETITION:

**Our gain is maximum flexibility in the case of very small quantities:** This is ensured by the integrated camera, which can scan parts, and the mobile workpiece storage unit with ten drawers. The workpiece storage unit can be stocked with whatever parts are needed. And rough positioning of the parts is sufficient, since they are detected by the camera. Other solutions cannot do this. Most of them have a tower or a fixed mechanism, where I can only place certain parts or a pallet with limited storage space. This allows me to produce maybe twelve parts, which is not enough to make it through a night shift.

**The software is user-friendly, even for employees with no knowledge of robots:** My employees can operate the robot loader without difficulty. The intuitive user interface makes it easy to create a new job order. And the robot itself is the simplest part of the whole system. The software allows the robot to move to three different positions: jaw change position, home position and transport position. My employees like to use the teach pendant – basically, a remote control unit – which is even faster and easier with a little practice. The only thing we need specialists for is to set up the machining programs.

We are truly satisfied!«





# SMART FACTORY: FULLY AUTOMATED FLEXIBLE PRODUCTION, EVEN FOR SMALL BATCHES

24/7 production with automated clamping device  
change-over from HAINBUCH, even for batch size 1

For years, production costs have been heading in only one direction – steeply upward. While the demand is for lower manufacturing prices. Also, there is a lack of skilled workers. Quite some challenges for manufacturers. The solution: a fully automated production hall.





Hello, I'm Björn. At HAINBUCH, I started my dual studies in the design department for special and main products. In 2020, a new door opened for me – the move to the Automation Unit. This meant that I took on a very special project for HAINBUCH: precision-fit clamping solutions for the Smart Factory of WTO GmbH in Ohlsbach, manufacturer of static and driven precision toolholders.

The result is impressive: In WTO's new Smart Factory, all processes are automated, with robots inserting the components, changing the clamping devices, and driverless transport systems bringing everything from A to B. Since the end of 2022, production of one of the components of the driven tools has been running autonomously 24/7 in batch sizes from 1 to 100. What part did HAINBUCH play in the implementation of the smart factory, and how were we able to support our customer?

I am happy to tell you about this in a little more detail.

**Your Support: Björn**

***Designing the clamping devices so cleverly that everything, and I mean everything, can be automated – that was a challenge. I am proud that we were able to exceed the customer's expectations.***

**Partner for workholding technology sought – and found**

Once the smart factory concept was in place, WTO wanted an exclusive partner for the clamping equipment, with the commitment and expertise to contribute with suitable technology. Sascha Tschiggfrei, Managing Director of WTO, had clear ideas: the machines executing change-overs completely autonomously. This required clamping devices that are capable of doing this. A particular requirement: high accuracy in the grinding process with a tolerance range of no more than 3 µm. The higher the requirement, the more appealing the task. In any case, we put our backs into it right away.

**Many discussions in advance: clarify exactly what is important**

The initial discussions to define the clamping device requirements took place at the end of 2019. To en-

sure that the process also runs reliably in automated form, everything that would otherwise be done by the employee must be mapped by an automated process. That starts with the cleaning concept to ensure accuracy. Then there are the safety checks: Is the spindle allowed to rotate? Is the clamping device firmly and correctly tensioned on the interface? Is the workpiece securely clamped? Of course, we also had to work out with the machine manufacturer how this could be implemented in terms of control technology by monitoring the stroke position. The design proposals we developed were convincing. Together with WTO and the other project participants, we mastered all hurdles with closely coordinated series of measurements and tests.

**The first project: recognizing and avoiding the pitfalls**

The first completely unmanned manufacturing process to be implemented in the Smart Factory was to

produce a housing, with soft machining followed by hard machining. It involved four new machines. Two turning/milling centers in one cell with I.D. clamping on the counter spindle and two cylindrical grinding machines in another cell, one with O.D. and one with I.D. clamping.

To clamp externally for grinding, we already had a standard chuck, the TOPlus AC 100 with axial pull-back. For the various housings, there are now 18 clamping sets, consisting of a clamping head with end-stop, which are automatically changed over in the chuck.

For I.D. clamping, HAINBUCH also considered changing over the segmented clamping bushings and end-stops individually. After evaluating the aspects of safety, accuracy and contamination, and comparing different approaches, it was clear that a safe process could only be achieved with pre-equipped mandrels.

**Set-up time reduced by 25 percent**

Now, the grinding cell and the turning/milling cell each have ten MAXXOS mandrels with a centroteX AC quick change-over interface. These are kept in stock for the different housings with the appropriate set-up and are changed over automatically by the robot. The automated manufacturing process has reduced the set-up time by 25 percent compared to the old method, when jaw chucks had to be changed over, aligned by hand and jaws ground for accuracy.

**We more than met the customer's requirements**

In the end, there was a lot of praise from the customer. The conclusion of Philipp Wußler, Grinding Division Manager at WTO, made me really proud: »The clamping devices meet all the requirements, be it cleanliness, accuracy and what is very important, repeatability. With every mandrel change-over, we are within the required 3 µm. Scrap has also been significantly reduced or is almost zero. This is because clamping used to be less accurate. Now we clamp with axial pull-back on the end-stop and it's much more accurate. Once I have run-in the workpiece, I know the next set-up process will work fine. This means I no longer have any clamping device worries.«

That motivates us enormously. The next project can start. Perhaps with you?



**»We are very satisfied – from my point of view, it even went better than expected. We wanted a partner with whom we could pull off this project. And HAINBUCH delivered.«**

**Sascha Tschiggfrei, Managing Director WTO**



centroteX AC in action





# FITS LIKE A GLOVE

**You have ideas for the future –  
we have the solutions. Ask our experts.**

Does this sound familiar? Anyone who is thinking about automating a production process has plenty of questions. How do I get started? What do I need? Which solution is suitable? Who is the right supplier for the cell, the robot, the software, etc.?

How wonderful it would be to have a personal adviser at your side who understands your concerns and who puts together the best solutions for you, so you only have to make your choice. Our experts can do that for you!



# AUTOMATION: EXPERTS

My name is Marcel, and I am an automation expert at Vischer & Bolli Automation [VBA] – a HAINBUCH subsidiary.

I provide you with individual advice on your automation project – so that in the end, everything fits just like your favorite shirt.



### Your Support: Marcel

**The decisive expertise in automation projects is in smart workholding technology, and not in robot handling. This is what sets us apart from the competition.**

### Allow us to introduce a current project for one of our customers in the machining technology sector

Our customer has been using HAINBUCH workholding technology for many years, and some processes are already automated. For example, fixture automation is achieved by using a Fastems system. The system consists of shelves with different fixtures, which are currently set up manually at a set-up station. A shuttle transports the fixtures into the machine.

### The task: to increase the efficiency of the processes

Our customer had a clear vision: more efficient manufacturing! In addition to the fixtures, 170 different workpieces in batches from 1 to 20 and the clamping devices had to be automated. All with the goal of being able to achieve unattended production for at least 72 hours over the weekend and to operate the

system with just one employee in 2-shift operations. Our job was to develop the concept for this requirement.

### The procedure: to start with the workholding technology

For us, the workholding technology is definitely the most important part of a successful automation project. That is our starting point – and this approach is what sets us apart from the competition. Because the decisive expertise in automation projects is in smart workholding technology – not in robot handling.

Smart workholding technology guarantees the high precision that is crucial in the automated process. Often, it is even possible to reduce the number of clamping set-ups. Once the clamping devices are in place, we can assess the size and weight. The cell and the robot are then designed based on

this key data. In addition, a process control software controls and coordinates all processes in the cell.

For the definition of the workholding technology and the cell, we start with two checklists and a requirement specification [stating the required level of autonomous production and required capabilities: risk/environmental analysis, specifications for components, etc.].

On this basis, we design a detailed workholding technology concept in coordination with the customer. The same procedure is followed for the cell layout. Once we have the go-ahead, we prepare estimates of the costs for the workholding technology and for the cell with the process control software. Afterward, details are worked out and, following the order process, the project is implemented.

### Checklist 1

All workpiece data

### Checklist 2

Machine & cell  
[if hardware already exists]

### Specification

with all requirements



# THE WORKHOLDING TECHNOLOGY DETERMINES THE CELL & THE ROBOT



## The implementation: three steps to success

Successful implementation requires that the manual process of machining exists – without the cell and without the robot. Once this process works, the focus turns to the cell. The cell builder constructs the cell in advance or during set-up of the manual process, and the automation process is simulated.

01

Set-up of the  
workholding  
technology at the  
customer's location  
=  
Manual process  
without cell & robot

02

Set-up of the cell  
by the cell builder  
=  
Simulation of  
the process

03

Delivery of  
the cell  
=  
Convergence of  
workpiece  
process & cell



## The result: maximum flexibility, precision, savings, and process reliability

The result is impressive: automated change-over of the workpieces, fixtures, and jaws. Every requirement is fulfilled with ease. In the final version, there are four systems, each of which is operated by one employee [in 2-shift operation]. On weekends, the systems operate fully unattended.

Without automation, one employee per machine would always be needed for each shift. Each VBA cell has the potential to save at least € 200,000 per year. The automated process gives our customer maximum flexibility. Even in one-off production, with less scrap and higher precision.



**Customer statement:**  
»The experts at VBA quickly developed a feeling for what is important to us and what we need for our project. The cooperation was a gain for us from the very start!«

## The scope of the project: two years to the desired result

From the first vision discussion to full integration of all processes took about two years: one year until the order was placed and another year to successfully complete the project. In between was a time of intensive planning and constructive exchange. The good thing for our customers: We are thoroughly familiar with every aspect of the industry. We are workholding technology experts – both for rotating and stationary applications. And we know the automation sector. In our capacity as consultants, we take up the customer's requirements, match them with the contractors and add ideas to the mix. Once our customer makes his decision, we prepare the detailed concept and implement it in coordination with the customer. A complete, no-hassle solution from the vision through to implementation.



# NEW PRODUCTS

with real added value for you

## NEXT LEVEL: NOW WITH ELECTRIC DRIVE

### Our battery-powered changing fixture

In the case of smaller sizes, the manual changing fixture allows fast and easy change-over of clamping heads in the chuck. But what about a size 80 clamping head, for example? That's going to be strenuous. You really have to press. For convenient and effortless change-over of larger clamping heads, use the eq changing fixture.

Wait a minute, you will say – that's what the pneumatic changing fixture is for. Correct. But it needs compressed air, and in some machines there is no connection. Besides, the battery powered changing fixture is quickly taken along to another machine.



CLAMPING HEAD  
CHANGE-OVER  
MADE EASY

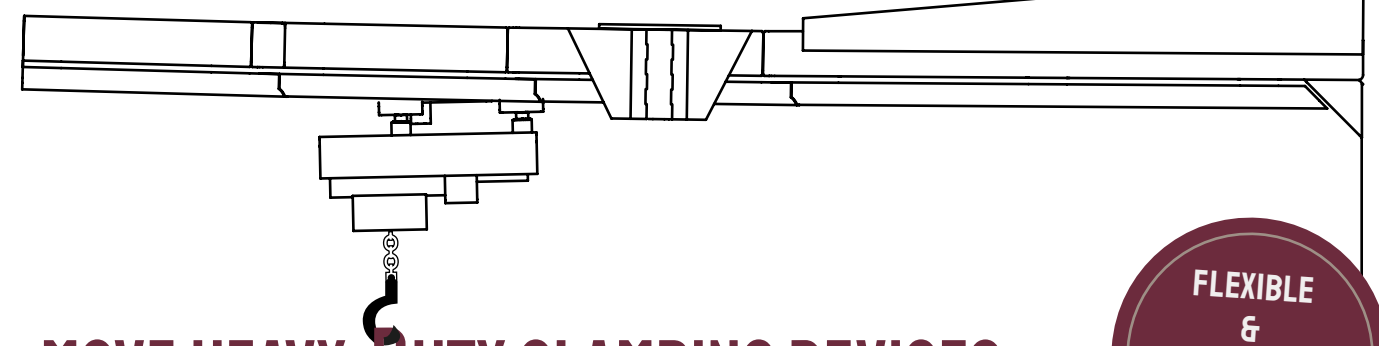
## SHORT & CRISP

### New 3-jaw chuck with quick change-over interface

With our centroteX quick change-over interface, you can change over in <5 min without aligning. No matter whether O.D. clamping, I.D. clamping or jaw clamping – suitable clamping devices for centroteX are available for every application. Every application? Yes!

For machines with small work area, the workpieces were often limited by the length of the clamping devices. We now provide a remedy: with our new 3-jaw chuck B-teX.

It was specially developed for our quick change-over system – thanks to the integrated clamping device adapter, it has a particularly short installation height. This means you can also machine longer workpieces with large diameters in machines with a small work area.



## MOVE HEAVY-DUTY CLAMPING DEVICES EFFORTLESSLY FROM A TO B

FLEXIBLE  
&  
EASY ON  
THE BACK

**The set-up hoist eliminates the need for a crane and relieves the strain on your employees' backs.**

If the clamping device is especially heavy, manual clamping device change-over is not recommended for reasons of occupational safety and health. A crane is needed in this case. But what if the crane does not reach as far as the spindle, or if it is already in use?

Wouldn't it be nice to have the flexibility of a mobile crane that can be used on different machines? No problem! It is attractively priced and requires no construction.

The set-up hoist has a compact design, which makes it maneuverable and convenient to use. All you have to do is raise the set-up hoist, move it to the machine, lower it and position the swivel arm on the spindle.

The integrated safety query gives you a »start signal« for set-up of the clamping device as soon as the set-up hoist is stable.

The set-up hoist has room for up to three clamping devices, so you have everything at hand that is needed for the set-up process. A practical feature is the integrated battery in the electric lifting mechanism, which holds a charge for about 1 week.



## A REAL POWER PACKAGE

### New hexagonal mandrel without draw bolt

Compared to the round mandrel, the MAXXOS offers 155% more transmissible torque and 57% higher rigidity – perfect for highest cutting performance.

Now our clamping mandrel family has a new addition: the new MAXXOS T212. Like its round brother MANDO T212, it does not require a draw bolt and clamps with axial tension against the workpiece end-stop. What's in it for you? You lose no clamping length and can thus benefit from the maximum transmission forces even with short blind bores.





# DR. ACHIM FEINAUER

~

»Automation is clearly  
a growing field  
of application for us.«

In November 2022, Dr. Achim Feinauer joined the HAINBUCH management team with Sylvia Rall and Gerhard Rall. In the following interview, he talks about what he considers to be interesting growth areas and what motivates him.

**Mr. Feinauer, you have now been at our company for a few months. What makes HAINBUCH special for you?**

I have known HAINBUCH for many years, since I work in machining production. The entire staff is united by great enthusiasm for excellent products and services and is open to new impulses. That is contagious.

**Every member of Management has a different focus. Where is your focus, and what goals have you set?**

My focus is on technology, sales, and our cost structure – in other words, on the processes. My motivation is defined and driven by the question: How to manage or reduce complexity within our production. We offer 8,000 different standard products, but our batch size is clearly in the single-digit range. That, of course, is a challenge.

Currently, we have four production sites in Germany and another in Slovakia. We also operate smaller local production facilities at other locations around the world. We are in the process of identifying what we can do to speed up local response times for custom applications at these sites.

**Where is HAINBUCH heading, from your perspective?**

HAINBUCH delivers to more than 40 countries, although some of them on a relatively small scale. Our best market penetration is in Europe, and especially Germany.

We see significant opportunities for growth, especially in the USA, China and Southeast Asia, and we are working to develop these regions. We expect a further boost by applying the smart factory concept from large-scale production to small batches. This requires automated clamping device change-over – in a reliable process with excellent repeatability. Automation is clearly a growing area of application for us.

**Actually, we are already doing quite well in this area...**

Exactly. On the one hand, we have the centroteX quick change-over interface, which still has to be operated manually, but guarantees fast change-over with high accuracy. If unattended clamping device change-over is necessary, this requires automation – and the first solutions for this requirement have already proven themselves in practice.

**Can you provide an example?**

A workpiece has to be changed much less frequently than a tool. An automation solution therefore does not necessarily have to be designed for a single machine – automated operation of multiple machines is possible, for example in a cell. We can implement such solutions, with the expertise of Vischer & Bolli Automation.






# A GLOBAL BRAND WE HAVE COME HERE TO STAY INTERNATIONAL „

From Marbach to Singapore it is almost 10,000 kilometers. And 10,000 days. That's how much time has passed since we launched our international business operations in 1995 with a representative office in Singapore. Today, there are subsidiaries in 10 countries worldwide.

Jens Johannsen and Peter Müller, our two »German boys« in the international team, travel with us through time and the ever-growing HAINBUCH world.

Peter, which milestones in the international business do you remember?



**Peter:** Well, of course, the births of our »daughters«. To establish a subsidiary, that is always something special. It was already that way 25 years ago when we opened our first international companies in France and Sweden. But the founding of all the other subsidiaries was also a highlight. We are also very proud of our »latest« subsidiary in Japan. It exists since 2016.

**Jens:** Yes, and to follow through with Peter's metaphor: It is great to see how the subsidiaries become more and more independent, processing orders locally or designing small applications that were developed in Marbach in the past.

**Peter:** The major milestone in recent years is that we have established our brand at the international level. A few years ago, hardly anyone outside of Germany had ever heard of HAINBUCH. Now, our reputation is also growing internationally and customers are specifically requesting our solutions.

**Jens** [nods]: At the trade fair in Taiwan, for example. We only recently started serving the Taiwanese market with two employees. But at the trade fair, our chucks were already installed on numerous machines, and the machine manufacturers we visited were really hooked on our products.



## PETER

*has been with the company since 1991 as Director of Strategic Sales.*

*He establishes new fields of business, develops markets, searches for new partners [dealers] and assists with the development of the subsidiaries.*



## JENS

*joined us in 2000, and since 2017 has been Head of International Sales for export operations. He and his team are the link to the subsidiaries and dealers around the world.*

This proves that news about our innovations and our quality is spreading. Also in regions where we didn't really expect it.

**Peter:** Of course, this has something to do with the fact that we have installed retailers in numerous markets. For us and our colleagues at the local level, that means meeting the specific national expectations and optimally utilizing the potential offered by each country. Even if we are already well positioned in this respect, there is still plenty of potential here.

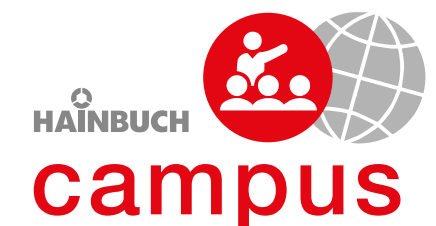
**What do you consider to be the greatest challenges in the international business?**

**Peter:** In Germany, our home market, we have a strong presence, numerous OEMs, and also quite a few reference customers. That makes it easier to show customers the advantages of our products. References and experience are the key to success: Once customers have seen our solutions in use and experienced the many advantages, they will continue to prefer our products.

In large high-volume markets or large countries such as the USA and China, it is more difficult to present our products to potential customers, due to the sheer size of the countries.

**Jens:** Communication in these countries often takes place via digital channels. That is definitely a hurdle that we will overcome in the future. We strive to ensure that our employees in other countries have the same technical expertise as their colleagues in Germany. The transfer of knowledge is also a major challenge, especially because we are constantly growing, which means we first have to train new employees and also new retailers.

We take two approaches to training: some is digital, and some face-to-face, here at our in-house campus academy in Marbach.





## Are there concrete goals for the future?

**Peter:** Worldwide, there is enormous potential for our solutions. The important thing is to understand the requirements and expectations of the particular markets. But at the same time, we are aware that a market can collapse. A market that is lucrative today can lose importance for us due to future geopolitical situations. To remain stable in times of crisis, we therefore need different revenue mainstays. That is why we continue to develop both the European market and, successively, the markets in Asia and North America. New opportunities are also arising in regions that have been beyond our focus in the past, such as North Africa.

**Jens:** Diversification of our markets is one factor. But we also continue to diversify the industries where we are active: For example, we are expanding into the aerospace industry, which has developed immensely. That is where we have made the most progress in recent years. Another sector that is gaining in importance is medical technology, where we support exciting projects for hip joints and sockets. We got our start in this market in Germany, but we are receiving more and more inquiries from other countries, also for larger-scale projects.

**Peter:** Another goal is to increase automation in the subsidiaries. Once our automation solutions are firmly established in the German-speaking countries, we will take them overseas. China is already very active and successful in this area.



Our support is there for you in 10 countries around the world:

**America**  
**HAINBUCH**  
WORKHOLDING TECHNOLOGY

**Svenska**  
**HAINBUCH**  
SPÄNNANDE TEKNIK

**Slovakia**  
**HAINBUCH**  
UPÍNACIA TECHNIKA

**UK**  
**HAINBUCH**  
WORKHOLDING TECHNOLOGY

**Austria**  
**HAINBUCH**  
SPANNENDE TECHNIK

**China**  
**HAINBUCH**  
WORKHOLDING TECHNOLOGY

**México**  
**HAINBUCH**  
TECNOLOGÍA EN SUJECIÓN

**Italia**  
**HAINBUCH**  
TECNICA DEL SERRAGGIO

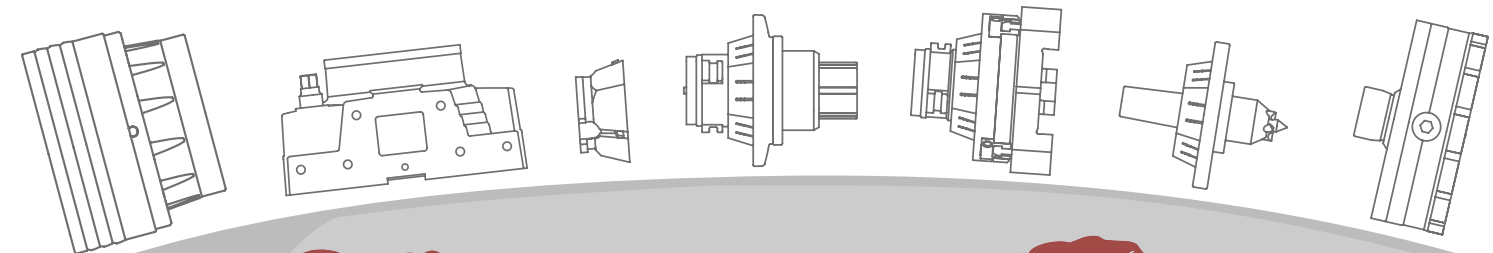
**France**  
**HAINBUCH**  
TECHNIQUE DE SERRAGE

**Japan**  
**HAINBUCH**  
WORKHOLDING SOLUTIONS



# A SYSTEM GOES AROUND THE WORLD

POPULAR AMONG SUBSIDIARIES, DEALERS AND CUSTOMERS,  
AND AN ESSENTIAL EXHIBIT AT EVERY TRADE FAIR!





# A REASON TO CELEBRATE!

## »AT HOME« SINCE MAY

Do you want to know who is really looking forward to autumn? Our employees in Slovakia, of course! Because that is the target for the official opening of our new building in Dubnica, after a 12-month construction phase. We therefore have every reason to celebrate.

In the past, the production in Slovakia was split into two locations, Trenčín and Banovce. The facilities there were meanwhile somewhat cramped, and expansion of the production areas has become impossible. We therefore promptly decided to create more production space, more synergies, and more sustainability.

The new building was designed not only with production in mind, but also with a major focus on sustainability. For example, the entire building is equipped with heat pumps so that it can be heated and cooled without having to rely on gas. And the vulcanizing presses have a closed circuit, which substantially reduces water consumption.

The new production area, which totals about 6,000 m<sup>2</sup>, was planned not only for optimization of the production processes, but also delivery and dispatch. And transport between the two locations has been eliminated, which also simplifies coordination and teamwork. Since spring, HAINBUCH Slovakia has been connected to the parent company's ERP system. This allows maximum efficiency of processes, planning, and utilization of capacities.

There will be a big opening ceremony in September. We look forward to celebrating the event together with the employees, and thank them for their support. It's remarkable what can be accomplished when everyone pulls together!

### Sustainability:

- The entire building is equipped with air heat pumps for heating and air conditioning
- Closed cooling circuit for the vulcanizing presses reduces water consumption
- Photovoltaic system and battery storage system
- Green roof on the administration building: protects the building from extreme weather, heat and cold, and helps to recover part of the nature lost in the construction of the new building
- Parking lots with special subsoil that retains rainwater and slows evaporation. The clean water is valuable for recharging the groundwater
- Several charging stations for electric cars

### Facts & figures:

- 6,000 m<sup>2</sup> production area
- 1,300 m<sup>2</sup> administration building, thereof 500 m<sup>2</sup> for offices
- 85 machines and systems
- Currently, 220 employees



**Slovakia**  
**HAINBUCH**  
UPÍNACIA TECHNIKA







## The position on my right is open!

We can't do it without you because we need great employees to provide fantastic support.

If you know what you can do and what you want, and have understood what we stand for, then join our support team. It makes no difference whether you have just finished an apprenticeship or degree, or whether you already have a few years of work experience. We also welcome people coming from a different background – the main thing is the right attitude.

Apply so you can soon be part of the HAINBUCH team!

For more insight into our HAINBUCH world, follow us on our social media channels:



Open positions:  
<https://www.hainbuch.com/en/career>