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Hatebur, the Swiss **Robust Bull for Fastener** Forming by Gang Hao Chang, Fastener World



Thomas Christoffel. CEO of Hatebur

Hatebur Metalforming Equipment Ltd, headquartered in Switzerland, is a global leader in the development and marketing of high-quality forming machines and tools used to manufacture precision

metal parts in large quantities. The family-owned company was founded in 1930 with the invention of the revolutionary turrettype hot forging press, which has later become a value partner for numerous forging manufacturers around the world. With 85 years of experience in the industry and modern technological processes, Hatebur is now not only able to offer innovative solutions to customers, who mainly supply to automotive, roller bearing and fastener industries, but is also a leading source of fully automatic horizontal part formers.

Hatebur, with a team of professional specialists, designs, produces and tests tools of its own right. Hatebur offers five service packages according to customers' requirements, which include support in simulation, design, production, testing and training. Hatebur has released many series of machines with impressive performance and efficient functions. One of these examples is its Hotmatic AMP 30 S three-station hot former with an efficient shearing system for medium-sized forgings, used to produce parts for the fastener industry. Another one is its new AMP 50-9 part hotformer with enhanced productivity, flexibility, and reliability for the automotive industry, suitable for the production of a broad bandwidth of hot-forged parts with diameters of up to 108 mm and a max. weight of 2,000 g.





In April 2016, Hatebur made a progressive step to merge with Italian Carlo Salvi, which CEO Thomas Christoffel of Hatebur believes "is a perfect geographical market expansion that will strengthen the position of both companies and make the current product portfolios and service in cold/warm/hot forming to a wider and more complete range." Both companies have customers from around the world, with main markets in Germany and Japan in automotive business. However, USA, China, and India are also important markets.

In order to better understand customers' demand and get a clearer insight into local market needs. Hatebur has subsidiaries in Germany, Japan, and China as well as subsidiaries of Carlo Salvi in USA, UK and China and agencies of both companies in more than 30 countries all over the world. It has also recently opened a 2nd subsidiary in China for establishing its own tool factory and step up its customer service in the local market. CEO Thomas Christoffel said with confidence, "Hatebur offers strategic partnership in achieving efficient output of forming machines and can offer customers the very best service in all areas."

Hatebur always has spare parts available for customers, performs quick on-site and off-site repairs, and provides necessary inspection to make sure their machines are within required tolerances or subject to overhaul, greately shortening customers' downtime. The constantly expanding range of repair & maintenance service and the effort in cultivating more well-trained technical specialists significantly show Hatebur's commitment to its customers.

As a leading brand dedicated to helping customers grow further, Hatebur, considering challenges to be opportunities, will continue to offer necessary machines and provide intime support to its customers from around the world for various applications.

Lantech- the Highly Precise and Efficient Induction Heaters & Tapping Machines Expert

by Konnor Lee, Fastener World

Xiao-Wei Lan, General Manager of Lantech

Lantech Industrial Co., Ltd. founded in 1986 has been offering services to the industry for more than 30 years. It manufactures and provides a variety of induction heaters and pneumatic/electric tapping machines for several applications in the Taiwanese metal industry. All of its products can be used to fully meet customers' requirements.

Lantech is capable of satisfying the demand for "high efficiency" and shows stable growth in domestic and foreign markets. The proportions of its domestic and overseas sales are in a perfect balance. So, it was our pleasure to have General Manager Xiao-Wei Lan, who set "sustainable operation" as his topmost principle, joining us this time to share with the industry his know-how in surviving the fierce competition.

When we walked into the plant of Lantech located in Wuri (Taichung), we saw the smiling General Manager Lan coming toward us. When the interview was just started for a while, General Manager Lan said, "The current machine manufacturing industry is much more different than it was 30 years ago. Companies in early times considered honesty and loyalty to be the most important parts. However, it was a story long time ago. Companies at the present times put their own interests before everything, and in order to achieve fast growth in sales they may try to survive by offering prices lower than the market prices. As a result, it is not that easy for any company to survive the competition.

Lan added, "Lantech was a trader and was a sales representative for many foreign machine brands, and it has also more than a decade of experience in sales of tapping machines made in Sweden. Owing to the fierce competition in Taiwan in later years, we began the production of pneumatic tapping machines on our own (with the tapping range of M2-M24 and the applicable limit up to 2m). In 1995, Lantech started to replace the traditional vacuum tube induction heaters with transistor induction heaters. What surprised us were its heating efficiency increased by 30-40% and its extended service life by two times, but the weight and size were both reduced by 50%. Such a milestone with lower electricity consumption and high efficiency is what Lantech is always proud of and is also the benefit for customers.

Lantech's major product "High Frequency Induction Heater" is mainly applicable to the secondary processing in hot forging. With the operating way similar to electromagnetics, it does not need to

contact with the part but is able to heat any materials. It is able to heat iron, steel, alloy steel, stainless steel, titanium, aluminum, copper, bronze, brass, graphite to name a few and has been widely used in hardening, annealing, tempering, forging, silver brazing, soldering, meltdown, pyrocondensation, iron tube welding, PVC, ABC plastics embedded into metals and other applications. Lan added, "In order to create a more competitive Lantech, we are currently going toward the R&D of laser-type machines. We not only have a wealth of knowledge in electric engineering, but also have done a lot to improve the multi-functionality of the new machine model. This is why it can outstand from other rival products." Facing the price-cutting competition from China and Southeast Asia, Lan has his own solution. He thinks that being nervous will only lead to disastrous results and the attitude to strive for sustainable operation must be taken into account at all times. He also encourages employees to have their own creative thoughts and offers them the best workplace, in order to achieve reciprocal results to both employers and employees. Concluding the interview, he suggests Taiwanese companies should always do business in customers' standpoint, as victory is not necessarily permanent and price cutting will only get a vicious circle in return. As a result, the formation of value is very important from the very beginning. With the value, the manufacturing industry can continue to get better day after day.



Earlsdon Technology, the Power for Fastener Manufacturing

by Gang Hao Chang, Fastener World

The Coventry, England-based Earlsdon Technology Ltd has been designing and building innovative special-purpose machines for manufacturing high-performance aerospace and automotive fasteners such as bolts, screws, pins, studs, and nuts since 1993. With more than 20 years of experience in this industry, it has now become a world recognized leader in Fillet rolling machines, Drilling/broaching machines and Automated CNC lathes. In addition, it shows excellent manufacturing capabilities in Grinding, Cut-off and Tapping machines as well. Its annual sales in 2015 were US\$5.5 million.

Offering service not only to the local customers in England, Earlsdon Technology is also able to provide optimal products and solutions to meet the requirements from customers around the world. Leading brands such as Alcoa Fastening Systems, Lisi Aerospace, SPS Technologies, and many other independent fastener manufacturers are all loyal customers of Earlsdon Technology. Approximately 80% of its machines are for export and many of these machines have been used in the fastener plants based in North and South America, Europe, China, India, South East Asia and South Africa. Among these regions, N. America and China, representing nearly 50% of the total sales of Earlsdon, are its biggest two markets. It is also currently keen to expand sales to emerging economies, especially India and Asian countries.

E-Tech CEO Simon West said "Our main strength is the deep knowledge and experience of our dedicated team of engineers, technicians and support staff, and their very strong design and software skills. We like to get to know our customers and build lasting relationships. Many of our customers have been buying E-Tech machines for nearly 20 years and many of them have 10 or more E-Tech machines in operation."

Having established the position for itself as a reliable and trustworthy partner, Earlsdon's passion to continue to



Simon West (2nd from right), CEO of E-Tech

develop more machines that can help customers reduce costs, improve quality, increase sales & profit, and delivery lead times never ends. It has recently introduced the FRH-A1 Automated Heavy-Duty Fillet Rolling Machine, which has a rolling capacity of up to 2,000 kg and can roll parts up to 25 mm dia. x 300 mm long. This model has a load-cell incorporated into the spindle for 100% in-process checking of rolling force during each cycle ensuring that each part is rolled within the programmed limits of force, rpm and time. Moreover, it can switch from fully-automatic to semiautomatic mode, making it suitable for small and large batch/lot quantities. Despite so many challenges ahead, Earlsdon always tries to make 'the world's best machine' for any application, using the correct mixture of proven technology and new innovations. "We are constantly improving our machines based on customer feedback and we also aim to develop one or two completely new machines every year to make sure that we stay No. 1 in our specialist fields," CEO Simon West added.

The ability to offer personal service and high-quality machines worldwide, without doubts, demonstrates the flexibility and expertise of Earlsdon in this industry. But being always humble, CEO Simon West said, "We look forward to hearing from new and existing customers, to building new relationships and friendships, and strengthening existing ones."

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