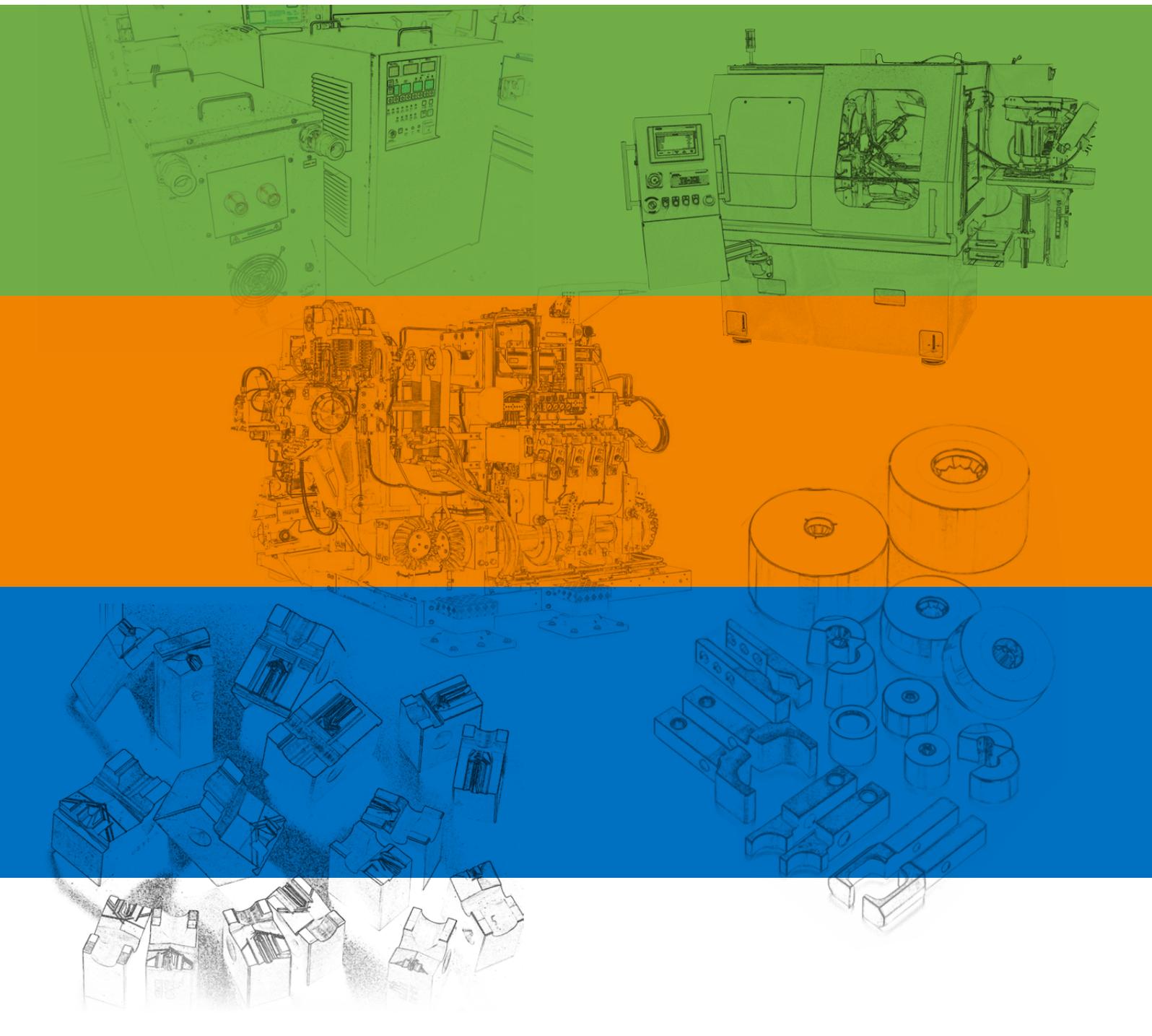


FASTENER MACHINERY

扣件機械專輯 (p.41~p.61)



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 turret-type 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, greatly 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 in-time 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.



