



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.

