

# NEWS

ISSUE #  
**02**  
2017



## **SERVICE & MAINTENANCE: WHEREVER YOU NEED US**

OTEC's service network

## **SHOP FLOOR MANAGEMENT & LINE ASSEMBLY**

Improving processes with Staufen.AG



## 100 FACELIFTS PER HOUR



### OTECH Precision Finishing: Added value for the toolmaking industry.

Non-stop perfection. That is exactly what manufacturers of forming and cutting tools worldwide can expect from OTEC precision finishing machines. Whether for smoothing, polishing, deburring, removing droplets or rounding cutting edges, with the drag finishing or stream finishing process, wet or dry – the end result is always a product in perfect quality which not only delivers optimized performance, but also looks perfect.

[More at otec.de/toolmaking-industry](http://otec.de/toolmaking-industry)



**EMO**  
Hannover  
18-23-9-2017  
Hall 11,  
Stand E56



OTECH SF1-Automation  
Stream finishing machine  
with chain loader

# EDITORIAL



OTEC SF2 RLS

## Dear readers,

For us at OTEC, 2017 has so far been a year of new developments and innovations. We are working hard to improve internal processes in all areas. Lean processes and our innovative spirit will help us retain our leading position. This is our aim.

Customer satisfaction is our number one priority. We take great interest in your needs and challenges, as it is they that drive our innovation. We are delighted to present our new machines for the toolmaking industry: the SF1 ILS (Integrated Loading System) and the SF3 RLS (Robot Loading System).

The SF1 ILS was specially developed for medium-sized businesses, where it automatically loads tools in small to medium series.

The SF3 RLS, with its automatic robot loading system, is designed for larger batches and increases tool processing output.

Both machines feature automatic collet changing systems that remove the need for manual interventions.

In the coming months, we will be presenting both machines at a series of trade fairs, where we will be happy to show them to you in person.

We hope you enjoy reading.

Yours sincerely,

Helmut Gegenheimer,  
Managing Director

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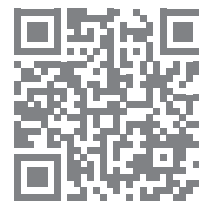
## 11 NEW OTEC SOLUTIONS FOR THE TOOLMAKING INDUSTRY AT EMO 2017

Manufacturers rely on OTEC processes and machinery

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# SERVICE & MAINTENANCE: WHEREVER YOU NEED US





**O TEC takes care of its customers around the world with a wide network of service experts who provide preventative servicing, inspections and all-round service. The support from our trained specialists, combined with our well-stocked warehouse, ensures continuous flexibility and process reliability for customers.**

When it comes to making sure that machines run smoothly and to the best of their ability, maintenance plays a vital role. Being able to detect the need for spare parts quickly and reliably, make procurement recommendations, and prevent machine parts from failing can reduce or even eliminate downtimes.

## **O TEC remote maintenance and control system**

Both of these new applications aim to significantly reduce downtimes and repair costs, while also making troubleshooting quick and easy. These future-ready systems can be directly installed on new machines as an optional extra, and can also be retrofitted if necessary.

Our service team provides additional, individually tailored services in the following areas:

-  Tailored training sessions to ensure the best use of machine and abrasive
-  O TEC service-Hotline
-  24/7 service in Europe. Anywhere you need us within 24 hours
-  Remote maintenance with the O TEC teleservice

### External access in the event of a fault

The OTEC remote maintenance system offers convenient external support from our highly qualified service staff. Customers can decide on a case-by-case basis whether to allow support at the press of a button. They can also contact OTEC service staff by telephone in the event of a machine standstill, faults and problems, or if they have any questions about the process or operating the machine. The service staff provide support to help the customer get their machine back up and running as quickly as possible.

For security reasons, setting up remote maintenance always requires the customer's permission. They can grant this via the machine's control panel, for example.

To protect data against third-party access, the OTEC remote maintenance server remains under the control and ownership of OTEC. Existing firewalls remain unchanged and protect the corresponding participants against attacks on IT systems as usual.

This service offers two major advantages: it significantly reduces downtimes whilst also eliminating the time and cost it would take for an OTEC service technician to travel to the customer.

The new feature can also be retrofitted on older machines, depending on the hardware and software versions. To determine whether a retrofit is possible, OTEC only requires the machine series number. If a retrofit is possible, the customer receives an individual offer that can also include installation by an OTEC technician.

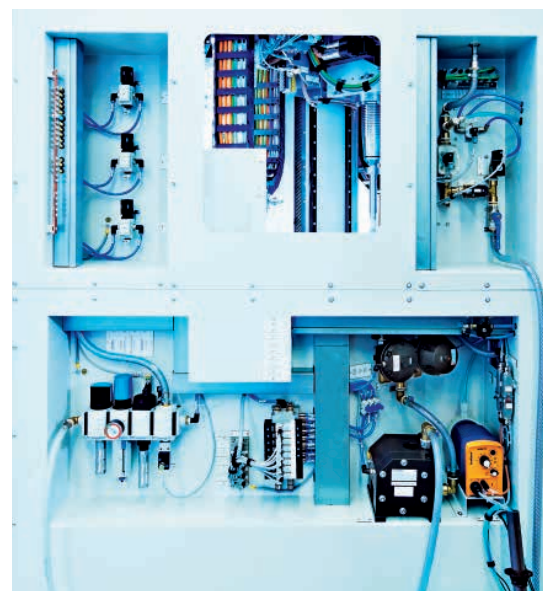
### Internal access in the event of a fault

Unlike the remote maintenance system, access to the machine's HMI using the remote control system is only possible within the company network. This additional option aims to make remotely visualising the machine HMI easier in the event of a fault.



If a fault is detected, the company's trained experts can access the HMI remotely via the company network. This allows them to provide telephone support to local staff performing troubleshooting, or perform it themselves.

This system also helps prevent increased downtimes and costs, as the OTEC software package makes reading and rectifying faults easy. ■



# OTEC – COOPERATION IN JAPAN

**Founded in 1953, the CKB Corporation is one of Japan's leading trading companies. It specialises in selling and repairing machine tools, presses, production machinery for aluminium cans, measuring devices and other precision machines. Since the start of this year, CKB has also been representing OTEC in Japan.**



Mr Shun Kawashima (left), who began his career at CKB straight after university, and Mr Takao Nakagawa (right), president of CKB, in the reception area of the company headquarters.

With a history stretching back almost 65 years, CKB has made a major contribution to Japan's impressive industrialisation through the machines it sells and services. Against a backdrop of rapid technological development and ever more demanding customer needs, this job is becoming more important every day.

CKB therefore aims to continue providing its customers in all industrial fields with high-quality, powerful and

precise technology that meets their requirements.

The company is based in the Shibuya district of Tokyo. This area is among the Japanese capital's liveliest and most colourful, and is also one of the biggest hotspots for youth culture in Japan. The company also has seven branches and two exhibition spaces in Japan, along with its Hamburg-based subsidiary CKB-ERUCO GmbH.

This grants our partner both deep insights into the German market and many important contacts. Here, they were able to judge the benefits and quality of German mechanical engineering for themselves, and are convinced of the prowess that OTEC products offer.

CKB is therefore all the more pleased to be able to represent OTEC and its premium machines in Japan.

“We have already set up an OTEC project team for sales and business development, which also acts as a connection point between OTEC and Japanese customers. The team members will cooperate closely and exchange information to illustrate the benefits of OTEC technology”, said CKB president Mr Nakagawa.

In the city of Kofu, 100 km to the west of central Tokyo, CKB opened an exhibition space specifically for OTEC products. Here, customers can see for themselves why businesses all over the world use OTEC machines, with three systems on display. This year, CKB has

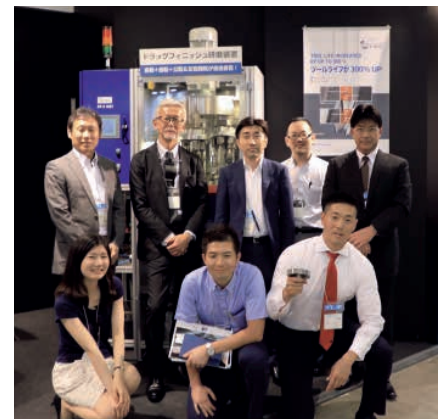


Exhibition space in Kofu



already presented a DF-3 drag finishing machine with samples from OTEC at two trade fairs in Japan. The machine will be presented at two more exhibitions by the end of the year.

By cooperating with CKB, we at OTEC hope to make as many successful business contacts as possible and take advantage of new opportunities.



CKB Staff



Mr Nakagawa at a trade fair in Nagoya with Mr Petri from OTEC.

Picture right:  
Mr. Tsubaki (right), CKB-Director,  
Eastern Japan, Mr. Petri (center), OTEC,  
Mr. Shishido (left),  
CKB/OTEC project manager





# SHOP FLOOR MANAGEMENT AND LINE ASSEMBLY

Improving processes with Staufen.AG

Good cooperation with suppliers is essential for keeping production running smoothly. This is why OTEC regularly invites suppliers to discuss new developments in production and coordinate cooperation.

This year, particular focus was on the ongoing implementation of line assembly in SF production, where a reliable supply chain is essential.

20 participating companies were invited to discuss topics including the current implementation of the SF line assembly, its goals and conditions as regards supplier activities and potential kanban contracts. Other issues included areas for improvement in cooperation between suppliers and OTEC's product design division, and ways to improve deliveries and load carriers.

The first highlight was of course a tour through the new OTEC building. The main attractions here were the kanban goods storage and the new SF line assembly spaces.

OTEC began implementing lean principles in 2012, first in production and then in administration. Since then, the company has marked a number of milestones and introduced many new elements. One of these is the line assembly system for SF systems, which began operation in April 2017. Together with our consulting partner Staufen.AG, we analysed both the production processes and the connection with logistics processes before creating a strategy with the aim of reducing waste. This strategy was implemented using standardised assembly processes and improvements to internal material and equipment







## STAUFEN.

INSIDE EVERY COMPANY  
THERE IS AN EVEN BETTER ONE.

provision, with short reaction times and communication paths. We also identified a large number of parts that could be better provided with as little stock and as few containers as possible. Such an ambitious process cannot be accomplished without support from an agreement with our suppliers. After the suppliers had seen the current stage of lean implementation at OTEC, the discussion turned to their role in future. Good supplier relations depend on quality and reliability.

One option is to agree kanban contracts with the aim of reducing inventories while increasing flexibility as required quantities vary. The two significant factors for kanban classification are an item's turnover rate and the size of its components.

The aim is to create a two-bin kanban system, in which OTEC staff automatically send an order to the kanban supplier by scanning the empty storage bin. As agreed in the contract, items are delivered in the agreed quantity and at the agreed replacement time. Preventing interruptions and downtimes in production like this helps ensure that the line assembly of SF systems runs smoothly. >>>





» GOOD SUPPLIER RELATIONS DEPEND ON QUALITY AND RELIABILITY «

Using the right load carriers makes processing and integrating the delivered items in production easier and faster. This is illustrated by the delivery of a lifting unit and rotary table mounted on a special metal plate, which can then be installed immediately. Another option is to commission certain items such as sheet metal parts and frames.

Protected load carriers should be used in order to prevent damage in the supply chain.

In cooperation with Staufen.AG, OTEC set up a shop floor management system to improve internal communication between production, sales, purchasing, development and product design. The lean management experts from Stau-



fen.AG provided inspiration and coaching, and acted as a sounding board for ideas. Shop floor management creates transparency, accelerates decision making, and takes communication to a whole new level characterised by commitment.

Clear communication between development and design divisions on the one hand, and suppliers on the other, is particularly important when producing machines tailored to individual customers. The supplier day provided plenty of time to discuss and agree on potential improvements here, too. ■

# NEW OTEC SOLUTIONS FOR THE TOOLMAKING INDUSTRY AT EMO 2017

**Leading manufacturers of forming and machining tools from around the world, along with re-grinding and re-sharpening specialists, rely on processes and machinery from OTEC to improve tool performance and quality.**

OTEC machinery is suitable for a variety of processes, from smoothing, polishing and rounding to deburring and removing droplets following PVD or DLC coatings. They can more than triple the service lives of machining tools, reduce friction forces and wear on coated tools, and achieve Ra values of up to 0.02  $\mu\text{m}$  on forming tools. Re-grinding and re-sharpening specialists particularly value the fast and efficient reproduction of precise cutting geometries. OTEC offers high-performance machines for both drag finishing and DF-3 HD stream finishing, specially tailored to the needs of the toolmaking



industry. Combined with customised OTEC process parameters, customers can process tools at reduced cost. At EMO, OTEC will unveil three machines that were specially developed for the toolmaking industry. The first is the DF-3 HD from the DF series, which features a lifting door for quick and flexible manual fitting. OTEC will also present two newly developed systems from the SF Automation series: the SF1 ILS with chain loader and the SF3 RLS.

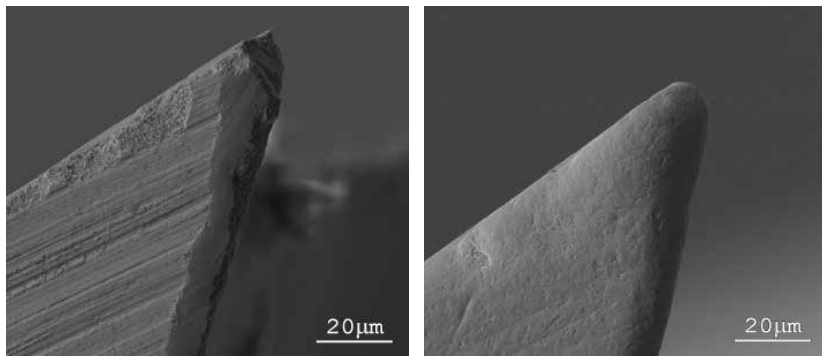
The SF1 ILS with chain loader is the new standard for processing small batch sizes and frequently changing series in an automated precision finishing process. The machine requires no expertise in robotics, and is designed for maximum user-friendliness. It features a chain loader with 64 positions, and can process different workpieces measuring between 3 and 18 mm in diameter and up to 150 mm in length in a single batch (further diameters planned, additional lengths upon request). Workpieces and collets can be changed automatically as required. This requires around 14.5 seconds. Processing times range from 30 to 300 seconds, depending on the process and workpiece geometry.

The OTEC SF3 RLS has 3 independent lifting units. Combined with tool holders and a fitting robot, it is perfect for handling large quantities. Its intelligent control system ensures that a tool

**Milling tools**  
Rounding cutting edges can increase service life



can be changed on one station while the other two are involved in processing. This leads to a further reduction in changeover times and an extremely high output. >>>



Example: Cutting edge before and after processing

The machine can process workpieces measuring between 3 and 26 mm in diameter and up to 250 mm in length (further diameters planned). With an average processing time of 45 seconds per workpiece and edge rounding values of 6–30 μm, the OTEC SF3 RLS can process around 100 workpieces per hour. This makes it the ideal choice for handling even the highest quantities.

**Visit OTEC at EMO and find out more about our new technical developments for surface processing.**



SF1 ILS

SF3 RLS



### Trade fairs autumn/winter 2017:

In autumn and winter 2017, we and our distributors will attend several national and international trade fairs. For an overview of all events, please visit: [www.otec.de](http://www.otec.de).

## IMPRINT

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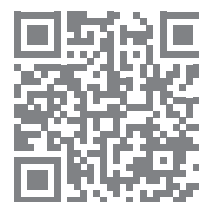
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