



Henrik Minnich (left), managing director Schwarz Werkzeugbau discusses the PowerMax[®] assembly with Ludger Müller (right), technical manager STRACK NORMA.

Schwarz Werkzeugbau: Champions League of the suppliers

Premium supplier relies on PowerMax[®] cam units

The technicians act with largest care when the tool is hanging in the crane system; 5 x 3 meters measuring- and up to 50 tons heavy precision on the hook. Even visitors dealing daily with modern technology are amazed concerning this impressive sight. In the company of "Schwarz Werkzeugbau" the production of large sized and highly complex punching- and forming tools of this kind is an everyday business.

"We don't have a mass production here in our company," explains Henrik Minnich, managing director of "Schwarz Werkzeugbau." Each of these tools is unique, is generally produced only one-time; mostly for the automotive industry, which provides for the greatest business volume. For decades the know-how of Schwarz has been appreciated in the scene. Thus the company has the right to be premium supplier for structural components; parts with filigree geometries. "With an ongoing project we are actually on the way to become an A-supplier in the range of exterior skin dies," Minnich wants to climp up

in the Champions League of the suppliers, the breakthrough in the matter of tool competence.

In order to achieve this, all things have to be adjusted perfectly in the production. Correspondingly the heart chamber of the toolmaking is aimed at efficiency. Sales representative Thomas Wessel sums up with a few words: "The delivery situation must be right – price, quality and delivery times." With STRACK NORMA Schwarz has found a reliable supplier of standard parts for the punching- and forming technology, here the right delivery situation in the every- day practice is reached.

"Actually we receive a large quantity of PowerMax[®] cam units out of Lüdenscheid," explains Thomas Wessel. "It's a product which simply suits." The cam units ensure the necessary flexibility in the production. Partly these products are already prescribed by Volkswagen.

>> Editorial <<



There are situations where even today the own expectations are exceeded. This applies for the market launch of our PowerMax[®] series. The unbroken demand for this innovative cam system requires now a corresponding step for the future.

After the extensive reconstruction of our production, we now react to the strong increase in demand from the market by also investing millions in a new machining center. Besides the rational and economic production, we can continue to respond to customer requests with delivery times being in line with the market.

Our cover story, which arose in the company of "Schwarz Werkzeugbau" shows the advantages of this system. What can be more beautiful for a premium manufacturer than the fact that the customer praises the own products and the service.

Have fun while reading!

Dag Friedrich

Managing Director

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“A must in the business is to maintain a partnership relationship with the suppliers,” like Wessel assures. Wessel: “The know-how of STRACK NORMA helps us in different areas in the tool production.”

The young and competent employee is a grown-up of the company Schwarz - like many of his colleagues. In Preußisch Oldendorf, a structurally weak area in the north-eastern part of North Rhine-Westfalia it says that somebody has achieved everything, when he gets an apprenticeship at Schwarz. The training rate by which they want to meet the growing scarcity of qualified specialists amounts to 16 %. “In a top company you need top employees with know-how,” Henrik Minnich is proud of this rate. The professional competence is the capital of the company. Therefore they are prepared for the future.



Employee of Schwarz when turning an upper part of a tool which has a length of 5 meters

Lightweight construction is the subject of the future. More and more aluminum sheets are processed. In addition to that high-strength and extremely high-strength sheets for which forming it is also relied on STRACK products.

In future the processing of those sheets is not only limited to the luxury-class segment in the automotive industry but will also continue its triumph in the lower classes. “Each gram less counts concerning constantly increasing fuel prices and simultaneously decreasing emission limit values,” says Wessel. The company Schwarz should know it, for here actually the tools for the cars are produced which only drive in 2 years on the roads. The future even begins just today. ■

STRACK - gas springs for the maintenance-free long-term operation

In all situations where in tools, devices and in the mechanical engineering, pressure springs, disc springs, elastomer springs are no longer sufficient or cannot be placed because of lack of space, gas springs would be an alternative.

Now STRACK NORMA has developed an active security system for its gas springs, which guarantees a controlled discharging when the permissible stroke is exceeded. The gas spring discharges automatically at an abrupt release or a strong overload pressure. This protects against damages and thus against the resulting costs. Also the risk of personal injury is reduced.

Moreover the standard part specialist from Lüdenscheid has developed a stripper cap, which avoids the entering of substances in the cylinder. Fluids, metal particles or other impurities can reduce the running life of the gas springs considerably. The stripper cap has an over-dimensional diameter which guarantees a secure fit on the cylinder body. The polyurethane stripper ensures a technical accurate press fit on the piston rod. In addition the cleaning lip guarantees the out-flow of unnecessary lubricants. This device can be mounted in VDI/ISO and MICRO gas springs to guarantee a longer running life.

Gas springs of STRACK are particularly robust and long-living. Pistons and piston rod are made from one piece. Furthermore the gas springs are partially equipped with double seals and an integrated self-lubrication and are thus designed for a maintenance-free long-term operation. A complete constant

stroke is guaranteed by a mechanical stop. The STRACK gas springs achieve a high guiding accuracy of the piston rod because of the long self-centering guide bushing. ■

robust and long-living: the new series of gas springs



STRACK NORMA invests in production line

New machining center for successful PowerMax® production

Since its market launch the unique cam unit program PowerMax® of the standard part specialist STRACK NORMA from Lüdenscheid equally enthralls constructing engineers and users. Increasing sales figures, particularly for the brand producers in the automotive sector, document the success of the program.

Now STRACK NORMA has invested about one million Euros in a machining center to be able to react flexibly to the requirements of the market. The cam unit series PowerMax®, worldwide registered as trademark and patented, is actually the success product at the standard part specialist STRACK NORMA. The cam unit series is used in the punching- and forming technology.

Thereby unique is the differentiation of the construction variants in a Basis-, Medium- and Premium version. These three variants, being identical in the respective external dimensions, exclusively differ in their performance values and in equipment details, which make it specifically possible for the user to choose the optimal product for his production. Now the success product required a new investment in a machining center of more than 1 million Euros. "Now, with the new machine we are able to react flexibly to the number of pieces required from us and to the extremely increased demand," explains the shareholder Andreas Geyer.

The "DMC 100 U duoBlock®" makes it possible to master the production of the PowerMax® with a hundred percent production depth in the own company. This guarantees a high flexibility in the availability and a high degree of efficiency in the production of the cams. The 5-axis machining center disposes of a ten-fold, quick and space-saving pallet changer which, for a maximal productivity, allows a setting up parallel to the essential operation time.

The decisive attributes of the machine are great processing ways and a high loading of the workbench. Short non-productive times can be realized by using the most modern pallet changer- and tool changer technology. The 5-axis simultaneous milling machine with NC-rotary table and NC-controlled



B-axis disposes of a quick rotating pallet changer for setting up parallel to the essential operation time during the processing of small- till large series. The manual input at a monitor workstation, as well as best accessibility to the working space, the setup station and maintenance facilities allow a quick and ergonomic setting and adjustment.

Because of the great demand an own store for the innovative cam series was built up at STRACK. This ensures that all parts in sufficient number are available and that thus the delivery capabilities can be guaranteed. ■

STRACK NORMA primarily in the region

Exhibition in Hohenweststedt and Augsburg

This year, for the first time in its company history, STRACK NORMA presents itself to critical experts on two regional fairs and shows its total product range for the tool- and mould making. The application engineers present many technological innovations.

On 31st May from 10.00 to 18.00 o'clock the Hohenweststedt Technology Day takes place in Schleswig-Holstein. This fair was founded in 2009 and STRACK visits it for the fourth time.

The meeting of numerous domestic and foreign companies, as well as the technical college Lübeck and its plastics competence centre provides the basis for creative discussions in the far North.



STRACK-technicians during the product presentation at the third Technology Day in Hohenweststedt

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While in the year 2011 numerous national and international exhibitors presented their innovations, this year the trade fair organizer reckons with a repeated increase in the number of exhibitors.

In a pleasant atmosphere, innovative specialist lectures of the participating companies concerning design, product development, tool- and mould making as well as injection moulding, constitute the main part of the event. Intensive technical discussions and an active exchange of know-how of the companies are a further focus of the fair.

The premiere of the first (wfb) trade fair takes place from 13th to 14th June in the exhibition centre Augsburg. This fair is following the trend to organize trade fairs in those regions where the respective sectors are at home. Exhibitors have the possibility to participate in free presentations and workshops. In the forum "PraxisNah", practitioners and professionals with experience in the sector report about actual, sector-specific topics.

[wfb]

Fachmesse für Werkzeug- und Formenbau

13. und 14. Juni 2012

Messezentrum Augsburg

Trade fair for tool- and mouldmaking
13th and 14th June 2012
Exhibition Centre Augsburg

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STRACK® internal

Markus Steinhilber and Tino Heisel new in the team



Since the 1st January the team of STRACK NORMA has been reinforced in the range - pressing-drawing-punching. The new man for the key account management is called Markus Steinhilber and comes from Reutlingen, "the gate to the Swabian Alps". Now he responded to the call of the standard part specialist from Lüdenscheid and is now at home in the "Märkischer Kreis". The engineer for mechanical engineering (FH) is married and has a child. In addition to his diversified activities at STRACK, he passionately plays handball.

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The sales areas Rhineland-Palatinate and Saarland are attended by Tino Heisel. Since November of last year the 45 years old father Tino Heisel operates in these regions. There, the trained toolmaker and studied business economist is the contact person for the customers concerning punching- and forming tools as well as for injections moulds and die-casting moulds.

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Anniversaries

STRACK NORMA congratulates the employees who have belonged to the STRACK family for ten years:

Daniel Drews January 2012

Ludger Müller January 2012

Congratulations!

More compact and more clearly: Catalogues 2012 have a new layout

For reasons of clarity STRACK NORMA has now redesigned its catalogues. More compact and clearer with a format of 17 x 24 centimeters they present themselves to the customers. The catalogues for form- and punching standard parts, being separated up to now, have been summarized. The motto is: lateral thinking is allowed. Now components of the respective range are no longer withhold to the constructing engineer. In two books instead of formerly 4 books, in band 1, on more than 600 pages all mould assemblies, die sets and plates are presented.

We are now showing numerous possible combinations to our customers. Here all kinds of mould assemblies can be selected and can be freely composed according to the case of application. Also new is

the concept to combine die sets freely. In doing so, all guide elements, pairings and positions can be selected freely.

While so far there was only one accessories catalogue for the form standard part- and only one for the punching standard part range, both product groups are now presented in a common accessories catalogue, band 2, on 1200 pages.

