HAIMER® i4.0
Connected to the future

more on page 4
Dear customers, prospective customers, business partners, friends, colleagues and readers,

We are very pleased that you are holding the first edition of our new customer magazine PROGRESS in your hands. With PROGRESS we would like to inform our customers, prospective customers, business partners, friends and HAIMER employees about the current topics, developments, highlights and trends within the HAIMER Group.

According to the principle “stagnation is regression” we named our magazine PROGRESS to express our own ambition, to always be better and to always take further steps. The development and progress at HAIMER has never stopped. On the contrary, our continuous drive for improvement and optimization is a core element that has been driving our company for almost 42 years now.

After celebrating our 40 Year Anniversary in 2017, HAIMER once again had a lot to offer in 2018. At the beginning of 2018, for example, we moved our soft machining department (turning and milling operations) and raw material storage to the new plant in Motzenhofen. By largely investing in automated machines and with over 4,000 m² more production space we were able to double the capacity for our core segment “tool holders”. As a result this created more space for fine machining at the headquarters in Igenhausen. You can read more about the new production facility in Motzenhofen on page 30–31.

The exhibition season with shows like IMTS in Chicago, AMB in Stuttgart or JIMTOF in Tokyo was once again very lively and moreover a major success for HAIMER. Our approach to connect all components in the area of tool management was met with great interest at all three events. All impressions regarding our booths and the cover story “Process-secure tooling” can be found on the pages 4–13.

Accordingly, this first edition is also dedicated to our slogan “HAIMER i4.0 - Connected to the future”. We introduce you to our practical approach of connecting the Tool Management of the future and show you how to be ready for the challenges of Industry 4.0. Also here we stick to our corporate philosophy: Quality wins.

We hope you will enjoy our first edition of PROGRESS and wish you all the best for the year 2019.

Best regards,

Claudia Haimer  
Franz Haimer  
Andreas Haimer

“IT IS TIME TO INITIATE AND IMPLEMENT A SPECIFIC ACTION PLAN OF CONNECTIVITY IN THE SHOPFLOOR.”

Claudia Haimer  
Managing Director and Founder of Haimer GmbH

From left to right: Andreas Haimer, Kathrin Haimer, Claudia Haimer, Franz-Josef Haimer
With the slogan "HAIMER i4.0 – Connected to the future" the HAIMER Group demonstrated at AMB 2018 how medium-sized companies can set up their tool management for the future. Digitization plays a key role and runs through the entire product program, ranging from tool holders, tool presetters, shrinking and balancing technology to solid carbide end mills and sensors.

The HAIMER Group, world market leader in tool shrinking and balancing technology, has recently become a system provider for the entire tool management process. Therefore, the company did not only use its two-story booth at AMB to present the latest products in cutting tools, tool holders, shrinking, balancing and presetting devices, but also to introduce the HAIMER Tool & Data Management system. This solution is particularly suitable for medium-sized companies, where large, complex tool management systems would be too demanding and expensive.

In six stations, HAIMER demonstrated live how the HAIMER Tool & Data Management system can be implemented:

Imitating the workshop processes the first station shows how a generated job for a complete tool assembly gets transferred from the CAD/CAM system to the tool management and vending system. Here, the needed components (tool holder, cutting tool, etc.) get commissioned and, by means of a job-instruction, assembled to a complete tool assembly on a HAIMER Power Clamp i4.0. Once the complete tool assembly has been created, the job is sent to the Microset VIO linear presetter and the TD Comfort Plus i4.0 balancing machine, where tool measurement and balancing can take place. Finally, the actual tool values are transmitted to the machine tool control via the central interface all hardware components communicate with – the HAIMER DAC (Data Analyzer & Controller).

Tool-Management-Solutions for medium-sized companies

At the center of this process chain is the HAIMER DAC (Data Analyzer & Controller), a software solution that enables and manages the exchange of target and actual values and other tool data between the individual stations and the corporate network. The DAC enables a one-to-one identification of the tool using a RFID data chip, which HAIMER tool holders can optionally be equipped with, or alternatively a QR or Data Matrix code, which can be read by scanners and evaluated by several systems.
Through the network connection, the DAC also provides additional tool data: assembly instruction, part numbers, stock adjustment, and 3D models. In addition, it supports the user in the analysis of production data and process optimization. Another software, the HAIMER Smart Tool Data Exchange 4.0, processes all relevant tool data so that they can be transferred to common external software solutions.

Network-compatible shrinking, balancing and presetting devices

In order to install such a digital tool management system, the shrinking, balancing and presetting devices have to be network compatible - a requirement that all new HAIMER machines fulfill, as it was demonstrated at AMB. Not only can they communicate with the tools or their RFID chips, but they can also exchange important data bi-directionally with external management systems in the customer’s network or via the cloud.

In addition, the shrink fit devices of the new HAIMER Power Clamp i4.0 series have a new, intuitive software that makes the operation easier, as well as a workshop-ready 7” touch display that can even be operated with thin work gloves. On request, the Power Clamp i4.0 devices can be equipped with a scanner that reads shrinking parameters of data matrix codes. This makes automated shrinking very simple.

New cutting tools and tool holders

In addition to digital enhancements, HAIMER presented a multitude of useful new products in the field of metal cutting in the booth. Along with high-performance products for tool holding in the CNC milling machine, HAIMER now also offers clamping options for turning machines. The new shrink fit collets are available in ER 16 and ER 25 and they are compatible with all common clamping nuts. They can also be used with driven tool holders. The optional Cool Jet slots ensure even more process reliability and maximum cooling.

Regarding HAIMER endmills, there were also many new products to discover at AMB, altogether more than 25 new geometries. In the field of Duo-Lock – the modular tool interface for highest demands – the range has been extended by new geometries as well as special combinations (including solid carbide and heavy metal extensions) for die & mold. They are perfectly suitable for all conventional ER collet chucks for milling and they can also be used with driven tool holders and rotary transfer machines.

HAIMER OFFERS NEW SOLUTIONS FOR TURNING MACHINES

The AMB 2018 took place in Stuttgart from the 18th to the 22nd of September with around 91,000 visitors and 1,553 exhibitors. In 10 halls with a total of over 120,000 m² they showed innovations and further developments for metal cutting and machine tools, precision tools, measuring technology and quality assurance as well as robotics, tuning technology, industrial software engineering, components, sets and accessories. The AMB is supported by the sponsoring associations VDMA precision tools, VDMA component software and digitization as well as VDW (association of German machine tool builders).

The complete system program for tool management also includes so called tool room solutions. As an example, HAIMER showed at the booth how such a functionally and ergonomically designed workplace can look like.

Even though all HAIMER products stand for highest quality, the machines in particular require a certain care and maintenance. In order to guarantee maximum process reliability, accuracy and performance in the long term, HAIMER developed a new service concept consisting of three packages (Single, Premium and Quality Wins maintenance) which was presented at AMB for the first time.

ABOUT Tool Room Solutions and Service Offers

On Thursday we said cheers to around 600 customers and partners at our HAIMER booth party. Thereby, the cocktail menu names was HAIMER-branded and the cocktail creations “Tool Dynamic” and “Microsoft” were strongly demanded.

The traditional HAIMER Oktoberfest gingerbread heart was decorated with the slogan “Beim HAIMER do bleim ma!” (Bavarian for: We stick to HAIMER.) A lot of guests spent a pleasant and amusing evening.
Process-secure tooling through HAIMER DAC (Data Analyzer & Controller)

Data is the power of tomorrow

If you want to take advantage of digitization in the production environment, you have to ensure the continuity of data, a seamless data flow. HAIMER, system provider for high-precision products around the machine tool, addressed this issue and designed all of its products industry 4.0 ready, guaranteeing data-continuity. And HAIMER developed the HAIMER DAC (Data Analyzer & Controller) with suitable software for connecting all components of the tool management.

As another option, the chucks are available with a lasered QR or Data Matrix code, which can be read by scanners and evaluated by several systems. It contains the serial number of the tool, which allows a cross-software solution, e.g. the HAIMER DAC (Data Analyzer & Controller) to establish a connection with the corporate network, thereby enabling a clear identification of the tool and access additional tool data (Assembly, Part Numbers, Stock Adjustment, 3-D Models). However, in this case, additional information is not stored on the tool itself.

To maximize the benefits of digitization in the machining environment, network compatibility of shrinking, balancing, and presetting devices is essential. The HAIMER Data Analyzer & Controller enables the bi-directional exchange between CAD/CAM system, all HAIMER machines, the machine tool and the corresponding data. This software solution is easy to operate, supports the user in the analysis of production data and contributes to the optimization of processes.

The connection to external management systems in the customer's network, clouds or external software solutions creates the basis to effectively use the generated data in the company on existing and future projects.

INNOVATIONS ARE THE BASIS FOR STEADY GROWTH

- System compatibility of each component – everything from a single source “HAIMER”
- Modular set-up – customer can start at each step
- Open system – also existing systems includable
- HAIMER DAC connects all hardware components
- Data transfer through all interfaces to the machine tool
- Simplified tool management – perfectly suitable for medium-sized companies
- Reduction of manual data entry errors – high process-security

To maintain steady growth, an increase in capacity alone is not sufficient. Innovations are at the very foundation of this growth. Every year, HAIMER invests between eight and ten percent of its total turnover in research and development. Currently, the Industry 4.0 readiness and digital communication of all HAIMER products is at the center of activities.

Communication with the tool

HAIMER offers two options for integrating tool holders via digital communication in production. The first option is the RFID data chip, which HAIMER tool holders can optionally be equipped with.

This contactless readable and writable data memory ensures the secure identification of the respective tool and its tool holder. It is able to store the actual data (geometry, balancing grade, etc.) given by balancing and presetting devices and to then transfer it to the machine tool. It can also collect information from the machine tool, for example, with regard to the tool life.

As HAIMER always focuses on quality and the interrelated process reliability, the tool specialists also developed a system that securely attaches the chip to the tool holder. The mechanical locking called Data Lock fixes the RFID data carrier by form fit and frictional connection locking to the tool holder, so that it cannot come loose, not even when machining at high speeds up to 60,000 rpm.

ADVANTAGES OF HAIMER DAC (DATA ANALYZER & CONTROLLER)

- System compatibility of each component – everything from a single source “HAIMER”
- Modular set-up – customer can start at each step
- Open system – also existing systems includable
- HAIMER DAC connects all hardware components
- Data transfer through all interfaces to the machine tool
- Simplified tool management – perfectly suitable for medium-sized companies
- Reduction of manual data entry errors – high process-security
The strongest IMTS show ever

At this year’s IMTS show in Chicago, September 10th–15th, 2018, the number of customers and visitors who wanted to see the HAIMER innovations was higher than ever before. Compared to the IMTS show in 2016, 73 % more customers visited the HAIMER booth, which measured 222 m². During the six exhibition days, around 50 employees from HAIMER USA, HAIMER Mexico, HAIMER Japan, HAIMER Microset and the headquarters in Igenhausen were on site for customer support.

As the first foreign subsidiary of the HAIMER Group, HAIMER USA has been responsible for the North American market since 2002, including Canada and Mexico.

But the US market is not only important for HAIMER. In addition to the People’s Republic of China, the US production facilities are the most important export market for German machinery and manufacturing companies. With a volume of EUR 1.9 billion, the US market accounts for 18.3 % of the German exports of the mechanical engineering sector. In 2017, the export of machine tools from Germany to the USA increased by 18 %. This positive trend is also evident in the first half of 2018, with a growth of 8 % compared to the first half of 2017. The German industry can score some points with high-tech machines and projects e.g. within the automotive, the aerospace and oil and gas as well as the die and mold sector.

Due to the size of the US market, the IMTS show is particularly important to HAIMER. This is reflected in the continuous growth of the booth size. In the beginning HAIMER only had a small booth within the Bavarian Community Pavilion, whereas today the company presented its newest innovations on 222 m².

The International Manufacturing Technology Show, or IMTS for short, takes place in Chicago (September 10th–15th, 2018) and is North America’s leading machine, technology, and tooling exhibition. Depending on their products, the participants are assigned to one of the many halls where they can exhibit their latest innovations. The IMTS show opened its doors for the first time in 1927 and since then has been taking place every two years. The organizer behind the exhibition is IMTS – The American Association for Manufacturing Technology.

ABOUT

The International Manufacturing Technology Show, or IMTS for short, takes place in Chicago (September 10th–15th, 2018) and is North America’s leading machine, technology, and tooling exhibition. Depending on their products, the participants are assigned to one of the many halls where they can exhibit their latest innovations. The IMTS show opened its doors for the first time in 1927 and since then has been taking place every two years. The organizer behind the exhibition is IMTS – The American Association for Manufacturing Technology.

References

VDW Marktbericht 2017
VDW Verein Deutscher Werkzeugmaschinenfabriken e. V., Bernhard Geis 31.10.2018
https://www.imts.com/show/info.html
Within the metal cutting industry, the JIMTOF show in Tokyo counts as the largest exhibition in Asia. The show focuses on machine tools, forming machines, production automation, high precision tools, measuring instruments, testing technology, CAD/CAM, oil hydraulics, pneumatics and drive technology.

By now HAIMER Japan consists of 12 employees. The office with a 110 m² showroom is located in Osaka. HAIMER was present at this year’s JIMTOF with a 90 m² booth.

In the four “West” halls and the atrium exhibitors from the tooling, tool holder and machine tool accessories sector were located. On the other hand, machine tools, CAD/CAM systems and measuring technology were represented in the eight “East” Halls. All in all, the 2018 JIMTOF was displayed in 12 halls with a combined area of 98,540 m².

Tokyo Big Sight Inc. is the organizer of JIMTOF. Organizations like the Japan Machine Tool Builders’ Association (JMTBA), Ministry of Foreign Affairs, Ministry of Economy, Trade and Industry, Tokyo Metropolitan Government and The Japan Chamber of Commerce and Industry are sponsors and supporters of the exhibition.

With its foundation in 1962 and the biennial cycle the JIMTOF show in Tokyo will take place for the 30th time in 2020. JIMTOF 2020 was rescheduled due to the Olympic Games which will be carried out in Tokyo. For the first time, the exhibition will take place from December 7th – 12th, 2020.
Numerous developments and projects in our subsidiaries provide insight into the international growth of the HAIMER Group in 2018. Our sales and service subsidiaries are specialized in local customer requirements and ensure that the well-known, first class service and expertise of HAIMER is delivered to you on-site and in your local language. With our own sales and service subsidiaries in the largest metal-working markets, we offer fast and easy delivery and after sales service for our customers all around the world. We are there for our customers and partners all over the world. With our own sales and service subsidiaries in the largest metal-working markets, we offer fast and easy delivery and after sales service for our customers all around the world. We are there for our customers and partners all over the world. With our own sales and service subsidiaries in the largest metal-working markets, we offer fast and easy delivery and after sales service for our customers all around the world. We are there for our customers and partners all over the world.
**Partnership between Boeing Portland and HAIMER intensified**

With a collaborative membership at OMC R&D Boeing Portland and HAIMER intensified their partnership. By this the OMC R&D at its site Scappoose, Oregon, USA counts 20 partners now.

Prior to implementing Safe-Lock in their production, Boeing was constantly facing the challenge of preventing the cutting tool from pull-out which potentially created very expensive scrap. Over the last 10 years, since implementing Safe-Lock, they haven’t had a single tool pullout incident for their high value components – thus avoiding any sort of expensive scrap and machining failure which was a common problem before implementing Safe-Lock.

William Gerry, Global Technology program manager for Boeing Research and Technology said: “Boeing is very carefully vetting and inviting members to partner up and contribute to OMC R&D. We are delighted about the new membership of HAIMER, who we know as a high quality tool holding, shrinking, balancing and presetting technologies company that Boeing has relied heavily on and exclusively for this service. HAIMER can support OMC R&D and its members with state-of-the-art technology and industry 4.0 connectivity solutions.”

OMC R&D is the fifteenth such research center established with Boeing leadership worldwide, and the first Boeing has sponsored in the United States. Its mission is to bring together manufacturing companies and higher education in an innovation environment where “outside-in” applied research with faculty and university students solves real problems for advanced manufacturers while training the next generation of engineers and technologists. Member companies share machinery, equipment such as tools, and expertise to create a highly dynamic and innovative R&D function for members.

Andreas Haimer, President of the HAIMER Group, explained during the official handshake at becoming an OMC R&D member, “We are proud and happy to be closely associated with Boeing as a leading aircraft manufacturer and one of our biggest global customers. The investment and membership at OMC R&D is a clear commitment to the community, our customers and the entire manufacturing industry in Oregon, the Pacific Northwest and American manufacturing. OMC R&D is an ideal platform to share these kinds of best practices making American and Oregon manufacturers more competitive. Apart from Boeing Portland we also heavily support the leading U.S. Boeing facilities with our system technologies in Auburn, Seattle, Everett, Helena, St. Louis, and Fort Worth.”

HAIMER joins nineteen other OMC R&D industry and university members in the Scappoose facility. Craig Campbell, executive director of OMC R&D said: “Outside-in advance manufacturing research activities from Oregon Institute of Technology, Portland State University, and Oregon State University are solving manufacturing problems sets at OMC R&D to support our members. Due to the strong investments from state and local government, OMC R&D has become a driver for global manufacturing companies and is realizing its promise as an economic driver for the state and region.”

The OMC R&D model focuses research on helping indigenous industries increase competitiveness while creating a real partnership with and integration into the local economy. As research activities expand with high-cost, high-value machinery added on to the production floor, OMC R&D will increase state and regional commercial productivity in manufacturing and stimulate economic growth and development.

Brendt Holden, President of HAIMER USA and North America based out of Chicago, IL is summarizing the partnership: “We have been delighted to support various production facilities in the Northwest over the past 15 years with state-of-the-art shrinking and balancing machines which have helped reduce operating costs and increase productivity. With presetting, tool holding and milling tools we have become a system partner around the machine tools. Lately we have been involved with multiple presetting projects in the Northwest which can reduce set up time and increase significantly the efficiency of the operation while implementing industry 4.0 technology by tool management capabilities. We are happy to share our equipment and knowledge in the OMC in an effort to help the set-ups of the R&D projects be as efficient as possible.”

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**HAIMER Safe-Lock license partners**

The following tool manufacturers are licensed by HAIMER officially and offer their shank cutting tools with Safe-Lock grooves in the tool shank as a standard.
EVENT CALENDAR 2019

January 24 – 30
- **Imtex**
  - Bangalore, IND
  - January 24 – 30

February 5 – 7
- **TIMTOS**
  - Taipei, TWN
  - February 5 – 7

February 5 – 7
- **Intec**
  - Leipzig, GER
  - February 5 – 7

February 26 – 28
- **HOUSTEX**
  - Houston, USA
  - February 26 – 28

March 4 – 9
- **TIMTOS**
  - Taipei, TWN
  - March 4 – 9

March 5 – 8
- **Intec**
  - Mexico City, MEX
  - March 5 – 8

March 5 – 8
- **Industrie Lyon**
  - Lyon, FRA
  - March 5 – 8

March 12 – 16
- **Intermold**
  - Seoul, KOR
  - March 12 – 16

March 21 – 23
- **AFF’TECH**
  - Rome, ITA
  - March 21 – 23

March 26 – 28
- **STOM**
  - Kielce, POL
  - March 26 – 28

April 2 – 4
- **PMTS**
  - Cleveland, USA
  - April 2 – 4

April 5 – 8
- **Tecma**
  - Mexico City, MEX
  - April 5 – 8

April 9 – 12
- **Industrie Lyon**
  - Lyon, FRA
  - April 9 – 12

April 10 – 12
- **De Brabantse Metaaldagen**
  - `s-Hertogenbosch, NLD
  - April 10 – 12

April 15 – 20
- **CIAM**
  - Beijing, CHN
  - April 15 – 20

April 17 – 20
- **Intermold**
  - Tokyo, JPN
  - April 17 – 20

April 17 – 20
- **Mesco**
  - Parma, ITA
  - April 17 – 20

April 14 – 17
- **Maktek**
  - Konya, TUR
  - April 14 – 17

April 14 – 17
- **Intermold**
  - Parma, ITA
  - April 14 – 17

May 4 – 6
- **CIE**
  - Kunshan, CHN
  - May 4 – 6

May 7 – 10
- **EXPOMAFE**
  - Sao Paulo, BRA
  - May 7 – 10

May 7 – 11
- **Metaltech**
  - Kuala Lumpur, MYS
  - May 7 – 11

May 7 – 24
- **OpenHouse**
  - Bielefeld, GER
  - May 7 – 24

May 15 – 18
- **Metaltech**
  - Kuala Lumpur, MYS
  - May 15 – 18

May 15 – 17
- **CIE**
  - Kunshan, CHN
  - May 15 – 17

May 14 – 16
- **OpenHouse**
  - HAIMER USA
  - May 14 – 16

May 14 – 16
- **Metalloo-BRABOTKA**
  - Moscow, RUS
  - May 14 – 16

May 14 – 17
- **LIGNA**
  - Hannover, GER
  - May 14 – 17

May 14 – 17
- **Maktek**
  - Konya, TUR
  - May 14 – 17

May 19 – 22
- **Intermold**
  - Nagoya, JPN
  - May 19 – 22

May 21 – 24
- **Moulding Expo**
  - Stuttgart, GER
  - May 21 – 24

May 27 – 31
- **METALLOO-BRABOTKA**
  - Moscow, RUS
  - May 27 – 31

May 27 – 31
- **LIGNA**
  - Hannover, GER
  - May 27 – 31

June 4 – 6
- **Mach-Tool**
  - Poznan, POL
  - June 4 – 6

June 5 – 8
- **Tecma**
  - Mexico City, MEX
  - June 5 – 8

June 5 – 8
- **Industrie Lyon**
  - Lyon, FRA
  - June 5 – 8

June 11 – 15
- **Amerimold**
  - Rosemont, USA
  - June 11 – 15

June 14 – 16
- **De Brabantse Metaaldagen**
  - `s-Hertogenbosch, NLD
  - June 14 – 16

June 16 – 17
- **EASTEC**
  - West Springfield, USA
  - June 16 – 17

June 17 – 20
- **Intermold**
  - Torino, ITA
  - June 17 – 20

June 20 – 23
- **METAVAK**
  - Gorinchem, NLD
  - June 20 – 23

June 20 – 24
- **WITS**
  - Wichita, USA
  - June 20 – 24

June 23 – 26
- **WESTEC**
  - Long Beach, USA
  - June 23 – 26

June 27 – 30
- **CMTS**
  - Mississauga, CAN
  - June 27 – 30

July 18 – 22
- **GREAT WALL**
  - Beijing, CHN
  - July 18 – 22

July 24 – 26
- **WESTEC**
  - Long Beach, USA
  - July 24 – 26

July 25 – 28
- **Intermold**
  - Nagoya, JPN
  - July 25 – 28

August 25 – 28
- **SOUTH TEC**
  - Greenville, USA
  - August 25 – 28

September 1 – 5
- **CIEME**
  - Shenyang, CHN
  - September 1 – 5

September 4 – 6
- **Mach-Tool**
  - Poznan, POL
  - September 4 – 6

September 4 – 7
- **OpenHouse**
  - Bielefeld, GER
  - September 4 – 7

September 8 – 10
- **Maktek**
  - Konya, TUR
  - September 8 – 10

September 9 – 11
- **ETMS**
  - Leon, MEX
  - September 9 – 11

September 14 – 16
- **Maktek**
  - Izmir, TUR
  - September 14 – 16

September 20 – 23
- **SOUTH TEC**
  - Greenville, USA
  - September 20 – 23

September 21 – 24
- **Intermold**
  - Torino, ITA
  - September 21 – 24

September 24 – 26
- **WESTEC**
  - Long Beach, USA
  - September 24 – 26

October 9 – 11
- **Maktek**
  - Izmir, TUR
  - October 9 – 11

October 12 – 14
- **Siane**
  - Toulouse, FRA
  - October 12 – 14

October 15 – 17
- **Maktek**
  - Izmir, TUR
  - October 15 – 17

October 22 – 24
- **WITS**
  - Wichita, USA
  - October 22 – 24

October 23 – 26
- **METAVAK**
  - Gorinchem, NLD
  - October 23 – 26

November 27 – 28
- **Metalex**
  - Bangkok, THA
  - November 27 – 28

November 20 – 21
- **Meximold**
  - Queretaro, MEX
  - November 20 – 21

November 20 – 23
- **Maktek**
  - Izmir, TUR
  - November 20 – 23

November 23 – 24
- **WITS**
  - Wichita, USA
  - November 23 – 24

November 26 – 28
- **CMTS**
  - Mississauga, CAN
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November 27 – 28
- **Metalex**
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  - Mississauga, CAN
  - November 26 – 28

November 28 – 30
- **CMTS**
  - Mississauga, CAN
  - November 28 – 30

= Key tradeshow / HAIMER event
Convincing performance and quality

The importance of tool holders for a reliable machining process is well-known in the manufacturing department at GDELS-Mowag in Kreuzlingen, Switzerland. Therefore, the key people rely on HAIMER products, such as the vibration-dampening Power Shrink Chuck and the very precise Cool Flash tool cooling system. The result: more reliable chip removal, better surface quality and up to 30 percent longer tool life.

Therefore, they are constantly examining how to improve their processes in order to save time and money. In doing so they not only focus on machines and tools but also on tool holding – i.e. the often underestimated interface between the machine tool spindle and the cutting tool.

Josef Erlacher, who is also responsible for purchasing tools, is certain: “The tool holder bears a great deal of responsibility for the machining quality, spindle life and tool life. After many years of experience we are convinced that HAIMER quality is outstanding. This is why we at GDELS-Mowag constantly use HAIMER tool holders for drilling and milling the cubic parts.” Josef Erlacher further emphasizes that in the past he had bought other, cheaper holders which could not meet his expectations. The machining specialist explains: “This is why we quickly returned to HAIMER products.”

Haimer GmbH headquartered in Igenhausen, Germany is a family-owned company which in the past 40 years has become the world market leader for tool holding technology and is now acting as a system provider for tool management.

Advantages of vibration dampening tool holders with special cooling

Josef Erlacher knows that HAIMER invests a lot of its resources into research and development and continuously improves its products. Therefore, he is always open for innovations which promise process improvement. Four years ago Dihawag, the local HAIMER distribution partner in Switzerland, showed him the new HAIMER Power Shrink Chucks with Cool Flash for the first time and he immediately agreed to do a test run.

The Power Shrink Chuck differs from the Standard Shrink Chuck through its optimized design which combines high rigidity and vibration dampening. This increases the cutting performance while protecting the machine, spindle and tool. With the HAIMER Cool Flash system, the coolant directly reaches the cutting edge of the tool and eliminates balls of chips. The coolant bores are installed in the tool holder with which the coolant is transported up to the face surface of the chuck. A special design creates high pressure and distributes the cooling lubricant over the entire circumference of the tool shank. At the end of the shank area, the coolant is pressed into chip flutes (adhesion), rinses them free and even at the highest speeds it reaches the cutting edges directly, without sputtering, where it can unfold its cooling effect.

The overall system Power Shrink Chuck with Cool Flash made an impact in the machining department at GDELS-Mowag. Andreas Haug, also CNC programmer at GDELS-Mowag, explains: “Although we do not use high speed cutting we have to machine extremely difficult materials. With these new HAIMER shrink fit chucks we can achieve more reliable chip removal, better surface quality and a much longer tool life of up to 25 to 30 percent at the same cutting parameters.” His colleague Josef Erlacher confirms: “In the past we had to struggle with problems due to chip congestion. With Cool Flash this problem belongs to the past. The chips are removed reliably and the tool is cooled continuously. This is why we switched to work on all challenging operations by using Power Shrink Chucks and the Cool Flash system. Also, whenever we have to make new acquisitions, this combination is our first choice.”

Wide range of HAIMER products for target oriented use

However, Andreas Haug points out that standard shrink fit chucks are still very efficient and used for drilling, reaming and so on. “The use of HAIMER chucks at our facility is very target oriented. Decisive factors are the type of the machining application and the material we work with, which is often very exotic at GDELS-Mowag. We frequently work with quenched and tempered steel with a strength of up to 1400 N/mm², where high temperatures occur at the cutting edge. Our special cast materials are also challenging, for example a very abrasive grey cast iron with a tensile strength of 1000 N/mm². With the HAIMER Power Shrink chuck and the Cool Flash system, we noticed significant process and cost advantages milling these kind of materials.” Josef Erlacher adds: “We could probably realize higher cutting values, but especially the complex parts for which we use the Power Shrink Chucks are extremely expensive which is why we do not want to take any risks. Since the produced quantities are so low, shortening the processing time is not as important as the other advantages.”

All HAIMER products are produced according to the company philosophy “Quality Wins”. Josef Erlacher explains: “We are still using shrink fit chucks that are 12 years old and still work perfectly.” The same applies to the Power Clamp shrinking machines. In 2017, GDELS-Mowag replaced its now 13-year-old device with a new HAIMER Power Clamp New Generation (NG). Its essential feature is the intelligent, patented NG coil, which is very flexible and easy to handle. With a simple twist you can adjust the length and diameter to the size of the shrink chuck. There is no need for stop disks. This way, standard or special sized chucks are only heated at the right spot. Erlacher explains: “Even though our old device was still working perfectly, we are faster with the new one. With a two-digit number of shrinking operations per day, the investment is definitely worthwhile.” Furthermore, there is always a replacement device available for emergencies.

Well equipped for the future

For GDELS-Mowag there is no doubt that the future of machining will be heavily influenced by digitalization. For some time now, Josef Erlacher, Andreas Haug and their colleagues have been busy digitizing their processes. However, they point out that harmonizing the different systems is very important. “We need consistent data flow from CAM to the machine tool. HAIMER is supporting us in this regard, for example, by supplying the digital models for all chucks as 2D and 3D data.”
Success Story Lugauer

Productivity Driver Tool Holder

Within automation the mechanical interface between the cutting edge and spindle plays a significant role: The Lugauer GmbH is specialized in the production of drilling, turning and milling components. To reach high accuracies as well as process security, which is absolutely necessary within automation, the contract manufacturer Lugauer from Tyrol, Austria, never accepts any compromises and relies on tool holders and shrinking technology from the full system provider HAIMER.

By Ing. Robert Fraunberger, x-technik

“Especially in the high end segment of metal cutting the users nowadays appreciate the precision as well as the easy and fast tool change.” Moreover, shrink fit chucks convince due to the wide range of different contours and geometries and finally with HAIMER’s highest run out accuracy of ≤ 3 µm at a tool overhang of 3xD. “Our Power Series is a perfect example enabling optimized clamping forces for production milling operations by an extra short and vibration-damping outer geometry”, Stephan Mix adds.

In total Lugauer has got around 250 tool holders from HAIMER in use. Beside the shrink fit holders also mechanical SK40 and HSK-A63 tool holders are running on their machines.

Overall positive economical perspective

Beside the already mentioned advantages Christian Agner, Head of mechanical production at Lugauer, points out further advantages not being measurable right from the start: “Tool life definitely increased due to the high run out accuracy. Also the machine tool spindles are prevented from damages – follow-up costs for maintenance or spindle changes decrease accordingly.”

Another automation project shows that Lugauer is completely happy with HAIMER. The Tyrolean contract manufacturer invested in a Hermle C42 with handling system HSflex in spring 2018. The tool magazine of 250 tools was entirely equipped with HAIMER tool holders again, apart from a few specials. “For us there is no alternative to HAIMER – the technical support, the quality of the products and the after-sales service are outstanding”, Gernot Lugauer concludes with positive words.

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NEW GLOBAL HAIMER SERVICE CONCEPT

HAIMER has over 50 Application Engineers worldwide who are perfectly trained in shrinking, balancing and presetting products. This way they are able to respond locally to the customer needs and provide practical solutions.

Consistently perfect machine condition –
New HAIMER service concept

HAIMER machines are known for their extremely high processing quality and durability. The HAIMER quality is not only visible in the product itself, but also in the service provided by the HAIMER employees. Therefore, the team of application and service engineers is continuously growing not only in Germany, but all around the world. The HAIMER engineers provide quick, on-site support regarding installations, machine maintenance, product training or repairing damaged devices.

Especially in the area of maintenance, HAIMER has been offering a new concept for the customers since the end of 2018. Customers can now choose between different maintenance packages and thus secure the operational functionality of their machines for the next 3–5 years after purchase. HAIMER is the system provider in the area of Tool Management and this is also reflected in the full service range. With the maintenance of their machines or complete Tool Management Room, customers enjoy attractive advantages such as having one HAIMER contact person for all issues related to shrinking, balancing and presetting.

Service and maintenance is an absolute necessity for ISO 9001 certified companies. Machines and systems have to be regularly checked and maintained in order to ensure a smooth workflow.

Your advantages:
- Early wear detection
- Maintenance of machine condition
- Best access to HAIMER specialists
- Consistent quality level
- Easier certification according to ISO 9001 is possible

Find the suitable offer for you

We offer the official HAIMER Service for your tool management room from one single source. Combine service offers for all your HAIMER machines and benefit from our attractive advantages. You can choose our Single Maintenance package which includes a one-time maintenance and calibration service. Our Premium Maintenance package that offers a 3-year support service with attractive discounts for spare and wear parts. Our all-inclusive Quality Wins package offers you 3 years of support, unbeatable conditions for spare and wear parts, training, coverage of all travel expenses and a maintenance kit. Decide on your own which service suits you best.

✓ Spare parts
✓ Wear parts
✓ Software updates
✓ Application consulting
✓ Maintenance
✓ Training
✓ Installation
✓ Repair

For further information, please go online, get in touch with your personal contact person or follow this link: https://www.haimer.biz/services/maintenance-and-repair.html
In 2018 we founded the HAIMER academy, a program consisting of elaborate seminars and workshops. The program was very well received and so in 2019 we will once again transform our Application Center into a hands-on Training Center where we can provide our customers with great advice which they can then put into practice.

The seminars and workshops offered are aimed in particular at engineers, foremen, production managers, milling machine operators and tooling professionals. The HAIMER academy was founded with the objective to answer our customers’ requests by providing even better support. The HAIMER specialists share their expertise regarding application issues and process analysis methods with the aim of long-term, future-oriented optimization including cost-saving potential for our customers.

CUSTOMER FEEDBACK

“Positive for me was the fact that the training took place in a “shopfloor”. The mixture between theory and practice was very well balanced. Over the course of the day practical applications and demonstrations on the tools, tool holders, clamping devices and the machine tools were integrated into the theoretical part. The entire day was perfectly organized with highly interesting topics and demonstrations.”

Participant of the HAIMER academy
Claudia Haimer is the new chairwoman of the German Machine Tool Association (VDMA) for Bavaria production site in Igenhausen and worldwide. Haimer GmbH once started as a one-man business and has now become an innovative global player with high-quality products around machine tools. The family-owned company has become the world market leader for tool shrinking and balancing technology, as well as the European market leader for tool clamping technology.

The Bavarian Association VDMA represents the interests of the Bavarian Machine Tool Manufacturers or rather the metalworking industry, for example during regular meetings with the Ministers of the Bavarian government. With her work Claudia Haimer supports Germany and especially Bavaria as a production site. Considering the strong global competition Germany as a production site has to remain attractive. The quality seal "Made in Germany" is associated with an excellent reputation worldwide and HAIMER would like to confirm this with its high-quality and high-precision products.

As an active member, the company supports the young talent foundation for mechanical engineering of VDMA. Throughout Germany, leading companies have joined forces in this foundation to make the latest industry knowledge available for the professional education system. The only way we can counteract the shortage of skilled workers is by working together. A lack of skilled workers has already become a problem for many companies in Bavaria and the situation will get worse in the future. We therefore support this initiative," Claudia Haimer says.

As a service to the customers, HAIMER offers free downloads of drawings for easy geometry inspection and integration into the CAD/CAM system. For all HAIMER tool holders and tools, 2D or 3D drawings are available as DXF and STP files. All you need to do is to register at the HAIMER website. You can of course look at, update or delete your registration and all related data at any time.
Expansion of daily production capacity to 4,000 tool holders

At the beginning of 2018, HAIMER relocated its soft machining department (turning and milling of tool holders) from its headquarters in Igenhausen to the new, additional facility in Motzenhofen. The production area in the new facility measures 4,400 m² and is being used to produce rotating tool holders on approx. 60 turning and milling machines.

As a result of the relocation more space has been created at the main plant in Igenhausen which will be used for finishing operations. Thus, in the future, the daily production capacity can be increased to 4,000 tool holders per day.

The relocation of the soft machining production from Igenhausen to the newly built production facilities in Motzenhofen (5 km away) was achieved in a group effort at the turn of 2017/2018. In total, around 130 employees were actively involved in this project and we would like to thank each person for their great support.

Just like in Igenhausen, the new production facility is also working 6 days a week in 3-shift operations. In recent months, additional new machines with automation were added which means that in the future the daily capacity of 2,000 tool holders can be increased to 4,000.

The raw material stock with more than 300 tons of raw material was also relocated to Motzenhofen. There the raw blanks are prepared for further processing. The raw material has to comply with the HAIMER in-house norm and will only be unloaded from the truck of the supplier after a detailed spectral analysis of each individual bar. The raw material is directly sourced from the manufacturer — 40 to 60 tons in one melt and diameter according to HAIMER standards. After all, the raw material is the basis for the µm-precise HAIMER tool holders and especially for the HAIMER shrink chucks the raw material is decisive for durability and the maximum number of shrinking cycles.

120 CNC MACHINES FOR TURNING, MILLING AND GRINDING

>7,000 ITEMS IN THE PROGRAM

4,000 TOOL HOLDERS PER DAY
Apprentices excursion to AMB 2018 in Stuttgart


On Saturday the 22nd of September, the last out of 5 AMB show days in Stuttgart, the HAIMER apprentices had the opportunity to spend a day exploring the most important metalworking industry exhibition in Europe.

The entire team was taken from the HAIMER headquarters in Igenhausen to the exhibition center in Stuttgart. They started their tour at the HAIMER booth in hall 1.

With the help of their colleagues from the marketing, as well the sales and engineering department, the apprentices were able to discover every inch of the two-story booth which had a combined area of 260 m². For HAIMER this was the biggest booth in AMB history.

They gained some insight into the work of an exhibitor and were introduced to all the current innovations of the machine and tooling technology industry.

In order to make sure that the apprentices learn something at the exhibition and in order to guide them through the 10 halls, they received a special task: find the answers to a competition which were hidden at various stations at the AMB show.

At the end of the excursion day – with many new impressions and insight into the metalworking industry – the HAIMER apprentice team gathered at the HAIMER booth again. After a good dinner they returned to Igenhausen by bus.

INDEX apprentices visit HAIMER: An industry excursion

On June 28th, 2018, a large bus with 40 apprentices and 5 supervisors from INDEX Werke in Esslingen, arrived at the company premises of Haimer GmbH in Igenhausen (Bavaria).

The visitors were invited by HAIMER so they could find out more about the system provider all around the machine tool. During the excursion the trainees also had the possibility to exchange their experiences.

Kathrin Haimer (Authorized Representative and Head of Human Resources at HAIMER) and Elisabeth Görlitz (Assistant Human Resources) welcomed the guests from Esslingen. A company presentation and a presentation on the apprenticeship program with the opportunity to exchange experiences gave the visitors a first insight into the structure and conditions at HAIMER. Similarities between the two companies became clear very quickly. In both companies the apprenticeship program is of great importance and many former trainees are now senior employees in important management positions.

In the following company tour the visitors were divided into two groups and had the opportunity to visit the company premises at the headquarters in Igenhausen, as well as the new and close by production plant in Motzenhofen. For the visitors, some of the highlights included visiting the well-equipped training workshop and, above all, seeing the different production areas.

Find your dream job at HAIMER

Career days for apprentices from the region of Schrobenhausen and Aichach – organized by HAIMER

Choosing a career path is one of the most important decisions for young people. During the annual Career Days, organized by the Haimer GmbH in Igenhausen, pupils from Schrobenhausen, Aichach and the surrounding area get some support to make the right decision.

In the following interview, Kathrin Haimer, Authorized Representative and Head of Human Resources at Haimer GmbH, who organizes these Career Days together with her team, answers a few questions.

Ms. Haimer, what is the purpose of the career days?

Kathrin Haimer: As the name of the event already reveals, the purpose and goal of these career days is to support pupils of the region for their professional career and finding out what their dream job might be.

What can the visitors expect from this kind of events?

Kathrin Haimer: It is like a get together of pupils and companies at a small job fair with a relaxed atmosphere. Within the hall, each exhibiting company gets the same booth size where they can present themselves. The Human Resources Team and trainees of the companies welcome the young visitors at their booth – ready for many questions and interesting conversations. We mainly focus on giving general career information to the students. They have the great opportunity to get to know different professions and companies and build up personal contacts.

Who would you recommend to visit this event?

Kathrin Haimer: It’s an event where all interested visitors are welcome. We would recommend it especially to pupils who will graduate from school within the next few years and have to apply for an apprenticeship program soon. Also parents and teachers as well as younger students who want to find out about free internships, are more than welcome. This event is very special since it is focusing on pupils and graduates of all types of schools. They get introduced to jobs that are learned in companies in the region. Students can find interesting apprenticeship offers and those who are not sure about which professional path to choose, have the unique opportunity to exchange with trainees about their daily life in the company.

There are a lot of job fairs for study programs – why do you focus on job fairs for professional trainings?

Kathrin Haimer: Because many interesting apprenticeship companies are located in our region, we want to provide them a platform. Also, each year the number of visitors increases which shows that the people are very interested in this event. The companies are willing to make young people aware of the daily life in the company.

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Apprenticeship at HAIMER

https://www.haimer.biz/careers/apprenticeship/our-apprenticeship-opportunities.html

DATES FOR CAREER DAYS 2019

Schrobenhausen
September 28th

Aichach
October 12th
Three years ago Kidane fled from Eritrea. Nowadays he is about to complete his second training year as an industrial mechanic at company HAIMER in Igenhausen. With this interview he is providing some insight into his life and his way to HAIMER. He also discusses his motivation and responsibilities at HAIMER.

1. Can you describe your everyday life in Eritrea?
I grew up with four siblings in a small town about the same size as Aichach. One sister and one brother fled to Sudan, one brother to Israel and my other sister still lives in Eritrea with my parents. We have a similar school system like Germany. First you go to a primary school and afterwards to a secondary school where you graduate with a similar degree as in middle school (“Mittlere Reife”). After the 12th grade, the final exam “SAUA” takes place. If you get bad grades, you automatically have to join the military.

Only with very good results there is a chance to find work, but even then there is no apprenticeship or professional training which helps prepare you for the job. If you are lucky you can work as a teacher for a low salary. I myself went to school in Eritrea until the 10th grade.

2. What is the biggest difference?
The social injustice. Eritrea is characterized by corruption, poverty and dictatorship. In Eritrea, there is no apprenticeship system and despite the very long school education you have almost no chance to find good work. There is no comparable profession as Mechanic in Eritrea.

3. What is difficult for you in Germany?
In some cases I still have difficulties with the German language. I have been in Germany for 3 years and 2 months now and I have been learning the language since my arrival. I can communicate quite well. I only have difficulties understanding some technical terminology or answering some exam questions in a very precise way.

4. How did you hear about HAIMER?
At the vocational school there was an integration year, during which several weeks of practical training were planned. With the help of my supervisor, I submitted an application for a several-week internship at HAIMER. In May 2017, I was invited to an interview and I got the job. Since I enjoyed the internship very much, I really wanted to start an apprenticeship as an Industrial Mechanic at HAIMER. Once my internship ended, HAIMER offered me a training contract which is how I started my apprenticeship in September 2017.

5. What do you like about the apprenticeship at HAIMER?
From the very beginning I was immediately integrated by all apprentices, as well as all employees. In the first training year I acquired some basic skills such as drilling, filing, conventional turning and milling. I especially liked working on one of the many single projects or the team projects with other apprentices.

6. How does your daily life look like now?
I currently work as an apprentice in the 3D Sensor Assembly Department. Approximately every 4 to 6 months all apprentices change departments. My next station is going to be the Application Center. There I will learn how to run tests on the CNC machines and I will help prepare training sessions for customers.

7. How do you see your future?
I really like my job and I want to successfully complete my apprenticeship. I have settled down well in the region of Aichach and I can imagine to further support the HAIMER company once my apprenticeship is over.