

NetShape

Our performance. Your advantage.

01 | 2023



Customer story

**ILGEN VIDA and Carlo Salvi:
Sharing the path to success
06-08**

Focus

**Digital services for greater efficiency
14-17**

HATEBUR

In person



Dear business associates,

We have news for you: Hatebur and Carlo Salvi are continuing to grow together. Learn about our expansion with Carlo Salvi. The new CEO Federico Uslenghi and CFO Federica Aurora will step up the cooperation between Reinach and Garlate and throughout the Group, strengthening our standing as a corporate group.

The title story explores how a long-standing Turkish customer has increased its capacities in the fastening elements sector. In doing so, ILGEN VIDA in Istanbul is relying on quality Carlo Salvi machines from our plant in Garlate – a real demonstration of trust.

And we, too, are developing further: We are innovating to make our machines fit for the electric future of the car industry. Here you will learn about how the new Hatebur *HOTmatic* HM 75 XL servo-controlled transfer offers even more setting options. With its decentralized drive technology, you can now form even larger components.

Moreover, you will learn about how digital services ensure greater efficiency and how training and production support in processes and tools can improve your work. What's more, the process for overhauling a transfer unit without shutting it down will surprise you.

And, last but not least, this issue includes a look back at the trade fairs Fastener Fair Italy, Auto Expo India and Fastener Fair Global, which highlight just how thrilled we are to finally have face-to-face contact with our customers again.


Enjoy the variety of topics – we look forward to hearing your feedback and ideas.

And without further ado, I wish you happy reading!

A handwritten signature in black ink, appearing to read 'T. Christoffel'.

Thomas Christoffel, CEO

Table of contents

From the world of Hatebur		Focus	
Latest news	04	Digital services for greater efficiency	14
Facts and figures		Processes and tools	
Where we excel	05	On site with our customer: Training and production support	18
		Service and support	
Customer story		AMP 50-9: Transfer unit overhaul without downtime	20
ILGEN VIDA and Carlo Salvi: Sharing the path to success	06	Trade fair roundup	
Profile		Fastener Fair Italy	21
Interview with Florian Kassner	09	Auto Expo India	22
Machines & accessories		Fastener Fair Global	23
HM 75 XL: Even more flexible with servo technology	10	See us live!	
Closer – thanks to the mirrorless light gates	13	Trade fairs and events	24
		What's on in 2023	

Cover image: Tulay Ilgen, ILGEN VIDA founder and General Manager.

Legal information

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Latest news

Finalist for the CSEM Digital Journey Award

Great success for our online timing tool: Late last year, the digital planning tool was one of six finalists for the prestigious “CSEM Digital Journey Award”. The prize specifically promotes Swiss SMEs in which the expert jury recognizes the potential to advance the country’s economic development through innovative digitalization projects.

The finalists were announced to the public during the CSEM Business Day at the Wankdorf Stadium in Bern. With a fascinating presentation, our product managers Stephan Leibundgut and Martin Fassbender got the jury and the audience of industry experts excited about the online timing tool. Though it didn’t take home the ultimate prize, the entry into the finals represents a clear endorsement of our strategy: Under the label Hatebur Connect, we will keep on developing and expanding our digital services.



New management for Carlo Salvi



Name: **Federico Uslenghi**
Role: **CEO Carlo Salvi S.p.A.**

Federico Uslenghi has been CEO at Carlo Salvi in Garlate since February 1 of this year. He has more than 20 years of industry experience and has held managerial positions for a number of international companies. With his keen analytical skills, Federico Uslenghi strives for continuous development at an operational and strategic level.



Name: **Federica Aurora**
Role: **CFO Carlo Salvi S.p.A.**

Federica Aurora has been CFO at Carlo Salvi since December 1, 2022. Before then, she had worked in the company as a controller for a number of years, and now heads up the Finance and Administration departments. The two new managers will strengthen the local organization while developing and promoting the Hatebur Group’s holistic strategy.

New Head of Operations



Name: **Sandro Ryf**
Role: **Head of Operations**

We have further personnel news at the Hatebur Headquarters in Reinach: Early this year, Sandro Ryf became Head of Operations. He began his career at Hatebur in 2007 as a Technical Project Manager. From 2016 he held managerial roles for business process optimization and then procurement. With this extensive knowledge and broad understanding of the different departments within the company, Sandro Ryf is the perfect appointment for Head of Operations.

Customer service reorganized

From now on, Hatebur Umformmaschinen GmbH will be providing the customer service for Carlo Salvi machines in Germany and Switzerland. The former partner Stöckinger Maschinenbau has stepped back from the service business. Hatebur Umformmaschinen GmbH is taking over its former tasks and will handle all inquiries for service engineers and spare parts. The associated legal transactions will be handled directly by Carlo Salvi S.p.A.. This step means further expansion of the cooperation within the Hatebur Group and simplified processes for Carlo Salvi customers in Germany and Switzerland.

Showroom in Reinach opened

A newly fitted showroom in Reinach is welcoming visitors from around the world. On display is a comprehensive range of sample parts, which illustrate the tremendous possibilities of the Hatebur and Carlo Salvi machines. A special “Technology Tower” informs interested visitors of the latest technical innovations. A special highlight is the COLDmatic CM 725 transfer unit, which enables precisely repeatable forwarding and exact positioning of the parts.

40 years at Hatebur

A big milestone: In February 1983, Rolf Senn started his apprenticeship as a mechanic at Hatebur, and has stayed loyal to the company ever since. The only interruption was an extended trip around South America after he had completed his apprenticeship. After working in Tool Manufacture, Rolf Senn first moved to Production Planning and then to IT, where he shaped the development of our IT from the ground up – from the invention of the CD-ROM in the early 1990s to the present day, with remote maintenance, digital simulations and innovative online tools.

Facts and figures

Where we excel

Top results at Hatebur and Carlo Salvi

660

formed parts produced per minute by a CS 001 from Carlo Salvi – that's more than 10 parts per second.

59

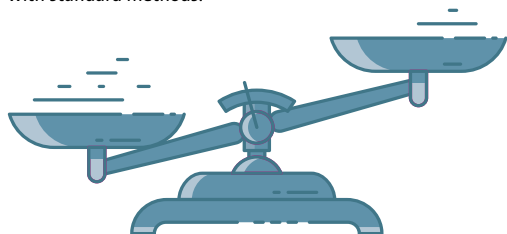
years is the longest ongoing working life of a Hatebur AMP 70 that we know of.

5221

machines produced by Carlo Salvi and Hatebur in total since 1930.

7.5 kilograms

Weight of the heaviest forged parts produced on the Hatebur HM 75 XL with standard methods.



0.015 grams

Weight of the smallest formed parts, manufactured on the Carlo Salvi CS 001 using 0.6 mm thin wire.

● 200 tonnes

Weight of the heaviest Hatebur machine, the *HOTmatic* HM 75 XL, including main drive and control cabinet.



● 20,000 kilonewtons

Pressure produced by the Hatebur *HOTmatic* HM 75 XL during forming. That's equivalent to the weight of 1400 cars!



Our machines on the road

The forming machines of Hatebur and Carlo Salvi are true globetrotters and have made their way to **five continents**.

16,386.07 kilometers to Australia is the greatest distance traveled by a Hatebur machine to reach a customer – and that's only as the crow flies. The shortest distance traveled – also as the crow flies – measures no more than **7.09 kilometers** across the border to France.



At Carlo Salvi, the furthest distance traveled has been logged as **16,277.62 kilometers** to Melbourne. But the locals around Garlate, too, know to appreciate the CS quality: The distance to the closest customer was a mere **9.02 kilometers**.



Fun fact: If you feel like having a coffee in Garlate and Reinach on the same day, you'll have to plan in around **4 hours** of travel.

ILGEN VIDA and Carlo Salvi: Sharing the path to success

Text: Carlo Salvi

Images: ILGEN VIDA

Garlate When ILGEN VIDA ordered its first Carlo Salvi header in 2003, the company laid the foundation for growth, innovation and a partnership that has flourished for more than two decades.

The relationship between Carlo Salvi and ILGEN VIDA is based on longstanding mutual respect. The Turkish company has been in the fasteners industry since 1976, producing a variety of different types of screws. ILGEN VIDA has a total of nine high-tech Carlo Salvi headers in its machinery range. Launched 20 years ago, the ongoing collaboration is testament to the company's enduring trust in the Italian firm based in Garlate for its supply of cutting-edge and technologically innovative equipment.

"Providing our products and services internationally makes us very proud, and ILGEN VIDA

is the perfect example of a long-lasting collaboration that keeps evolving thanks to the continuous trust towards us. ILGEN VIDA's main goal has always been to significantly increase production, so we are the perfect partner to provide them with innovative machines to modernise their machinery range," says the Carlo Salvi sales team.

Impressive product range

ILGEN VIDA produces parts with small diameters from 2 mm to 80 mm length, such as fastening metric screws (M2 to M10), triangular screws (M3 to M10), plastic thread screws (Ø2.5 to 10 mm), self-tapping screws (Ø2.2 to 8 mm), semi-tubular screws and special bolts and rivets. The fields of application are the automotive industry, electronic and electrical devices as well as household items. Some parts are ready for use after heading, while others need secondary operations to be fini-

📌 "At ILGEN VIDA we consider Carlo Salvi the perfect partner to innovate our machinery range in order to increase our production. Carlo Salvi heading machines reflect our vision and help our company provide excellent products."
Tulay Ilgen, ILGEN VIDA Founder and General Manager.





ILGEN VIDA produces high-quality parts and exports them to countries all over the world.

shed, such as heat treatments and coating. Different raw materials are formed on the machines, including steel, stainless steel, brass, aluminium and copper.

From 1982 to 2003, the company moved their headquarters several times to increase production before settling in Silivri-Selimpaşa, near Istanbul, with a factory of 3600 m². The team currently consists of 60 people, with a production and logistic area (also designed as a warehouse) located 3 km away from the main manufacturing area.

Constant technological advancement

The parts produced by ILGEN VIDA are sold all over the world. They are used by many renowned companies in the electric-electronics and automotive industry, including Siemens, Volkswagen, Panasonic and Seger, to name but a few. The ILGEN VIDA motto is “Quality above all” – all while keeping up with the times by following the latest advances in technology. With his credo in mind, the com-

pany has chosen to increase its annual production to up to 1.3 billion units. The first Carlo Salvi header, purchased in 2003, was the perfect asset for raising the overall capacity. Today, ILGEN VIDA relies on six CS 332 DL, one CS 003 and two CS 002. Thanks to the high-performance headers, a total of 400 million pieces were produced last year, equating to 50% of the overall output.

“Our choice to count on Carlo Salvi for the expansion and the improvement of our machinery range was driven by our need and desire to rely on new technologies, so as to increase our productivity and position ourselves at the cutting edge within Industry 4.0. Carlo Salvi headers help our company constantly evolve, so that we stay relevant in the industry and always remain one step ahead of our competitors,” says Tulay Ilgen, Founder and General Manager of ILGEN VIDA.



➤ The Carlo Salvi manufacturing site is located in Silivri-Selimpaşa near Istanbul.

A perfect match

The speed, short changeover time and easy adjustments that distinguish Carlo Salvi machines make them the ideal tool for increasing productivity. At ILGEN VIDA, the technicians also benefit from the load monitoring equipment mounted on the machines, which enables detection of any problems during the heading process. In the event of failure, the monitoring system automatically stops the machine to prevent damage. Once the machine has been stopped, the operator is informed immediately.

“The most recent ILGEN VIDA project was certainly very complex, as it took six months to implement and involved four people, but we were able to reach our goal of providing assets currently used in 1.5 shifts per week, and facilitating their usage through continuous training plans for staff,” says the Carlo Salvi sales team.



Interview

Name: Florian Kassner
Role: Spare Parts Specialist
At Hatebur since: April 2022

As an employee in the Spare Parts Service, you are in daily contact with our customers and suppliers. What training and experience is necessary for your job?

Originally I trained as an industrial sales representative, and then did advanced training in mechatronics. Sales and technical skills are an advantage in this job. It's important to be able to interpret technical drawings. The drawings are often very complex, as the spatial representations are illustrated without perspective. With time and experience, though, you develop your spatial awareness and perception. Communication skills are also required for the contact with customers.

What are your day-to-day tasks, and what projects are you working on right now?

My main tasks include receiving customer inquiries and developing solutions. That includes technical clarifications for machine parts, issuing quotes and processing orders, and preparing order confirmations and prepayment invoices.

I am currently working on a project for setting sales prices. My supervisor saw special potential in me as I have both a technical and a commercial background. This is the first project I have been given the lead on, so right now it's the task that particularly fires me up and brings me a lot of joy.

You are in contact with customers all over the world by e-mail or by phone. What languages do you speak?

I speak German and English. I mainly communicate with our customers in English.

What inquiries pose a particular challenge for you?

It is particularly challenging when the customer calls without any details about the spare part, so no dimensions, no image or even the wrong item number. Then you really have to put your detective's hat on.

What do you enjoy most about your work?

I most enjoy the cooperation with colleagues from a variety of departments and the daily contact with customers from different countries. Also, the work is very varied: No two days are the same, which I really like.

What do you enjoy doing in your free time?

In my free time I like to draw and photograph landscapes and portraits. I also like doing DIY, like building furniture or painting. To balance out the office job, I'd like to take up fitness soon.

How would your colleagues describe you?

Friendly, helpful, open and funny. I'm always up for a laugh.

Did you always want to work in an international company?

Yes, I have always been interested in working internationally so I could come into contact with other cultures. It's exciting to communicate with people from other parts of the world by e-mail, phone or video call. The communication styles, and therefore the nature of the exchange, vary depending on the country.

In your opinion, what is special about Hatebur machines?

For me, it's the fact that our machines are very long-lasting. But also the jump in dimensions from an AMP 20 to an HM 75 XL, and their speed once they are in operation, is simply incredible.

HM 75 XL: Even more flexible with servo technology

Text: Christoph Pergher

Images: Hatebur

Reinach — Hatebur coldformers have already been using servo electric transfer systems for a number of years. With the introduction of this technology to the Hatebur *HOTmatic* HM 75 XL, we are writing a new chapter in horizontal hot massive forming.

Servo-electrically driven machine functions have a long tradition in Hatebur systems. The foundation for widespread use of this technology was laid more than 20 years ago with the introduction of the servo-electric material infeed in the *HOTmatic* HM 75 XL. Until then, all the functions necessary for the forming process were coupled and synchronized by means of a mechanical drivetrain.

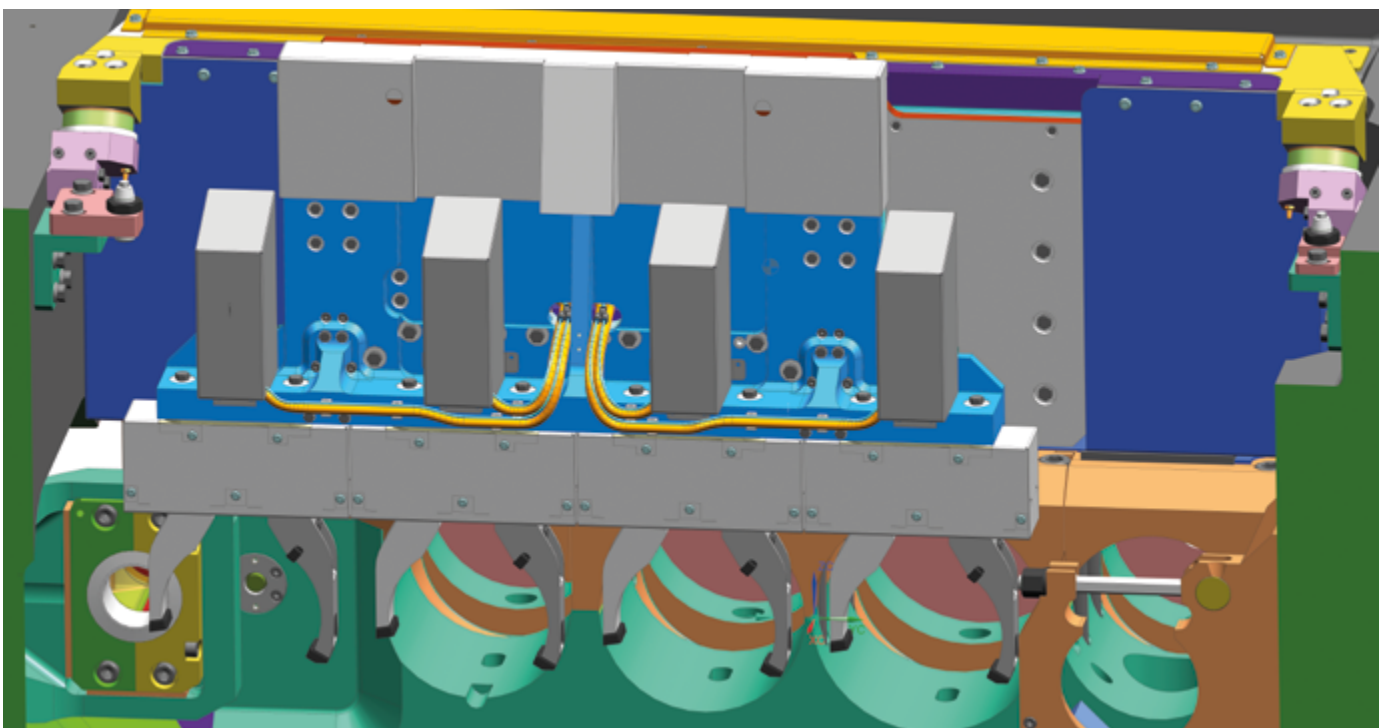
By contrast, servo-electric drive functions are synchronized with the press movement in milliseconds via a machine control system and follow it with great precision. The selected

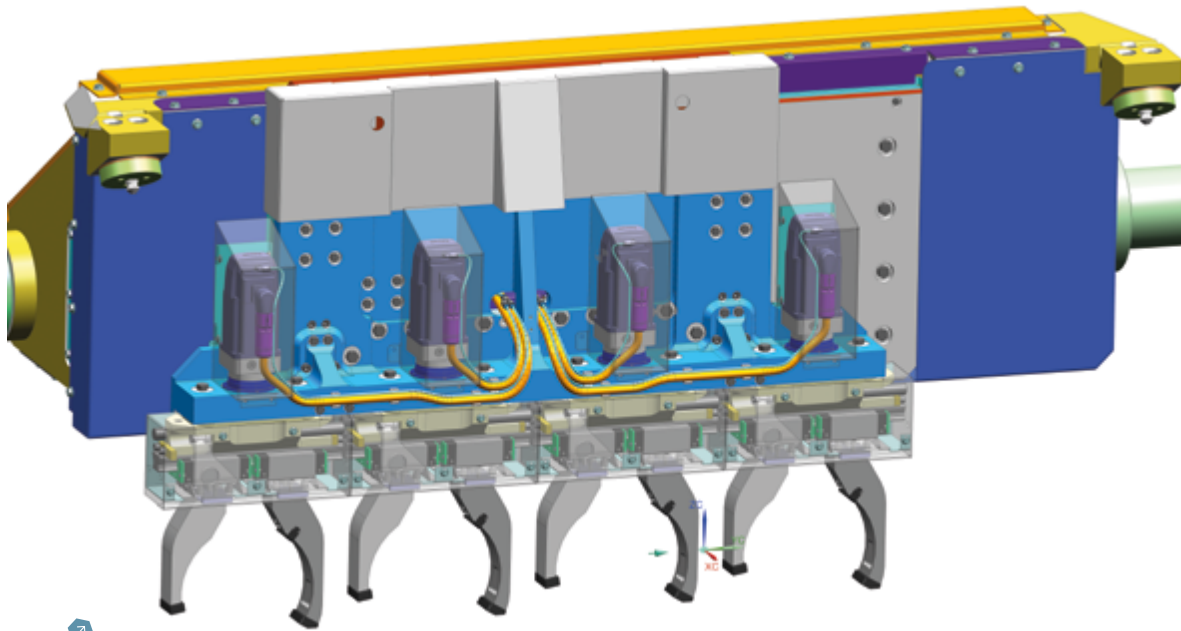
setting values and movement profiles are specified by the control system for each press stroke and implemented by the drives with excellent repeat accuracy. This opens up completely new opportunities for a quick and easy response to changing process requirements. Key process parameters can be conveniently adjusted using the control panel on the control desk, even when the system is manufacturing.

Technology proven millions of times over

Nowadays, Hatebur machines are fitted with servo-electric material infeed systems almost without exception. The process reliability brought about by the 100% reproducible setting values, flexibility in production, and ease of operation and maintenance are now indispensable. But Hatebur would not be Hatebur if we didn't keep working to make our products even more efficient and flexible to use.

➤ Tool area of the *HOTmatic* HM 75 XL with built-in servo transfer unit module (schematic diagram).





Front view:
Four servo motors for individual control of the gripper units (schematic diagram).

The introduction of the Hatebur *COLDmatic* CM 725 was the first time the enormous potential of the servo-electric drive was consistently used for a transfer system, the core of every high-speed forming machine. Since its market launch, this system has successfully demonstrated its reliability over many millions of formed parts. This technology can be used to retrofit new functions and further developments as required, even after a machine has been delivered.

Building on the positive experiences from the production use of the CM 725, the time is ripe for the next step in the use of this technology. With the development of a servo-electrically driven transfer system for the HM 75 XL, a completely new chapter has been opened in the efficient implementation of challenging forming processes on this high-performance hot former.

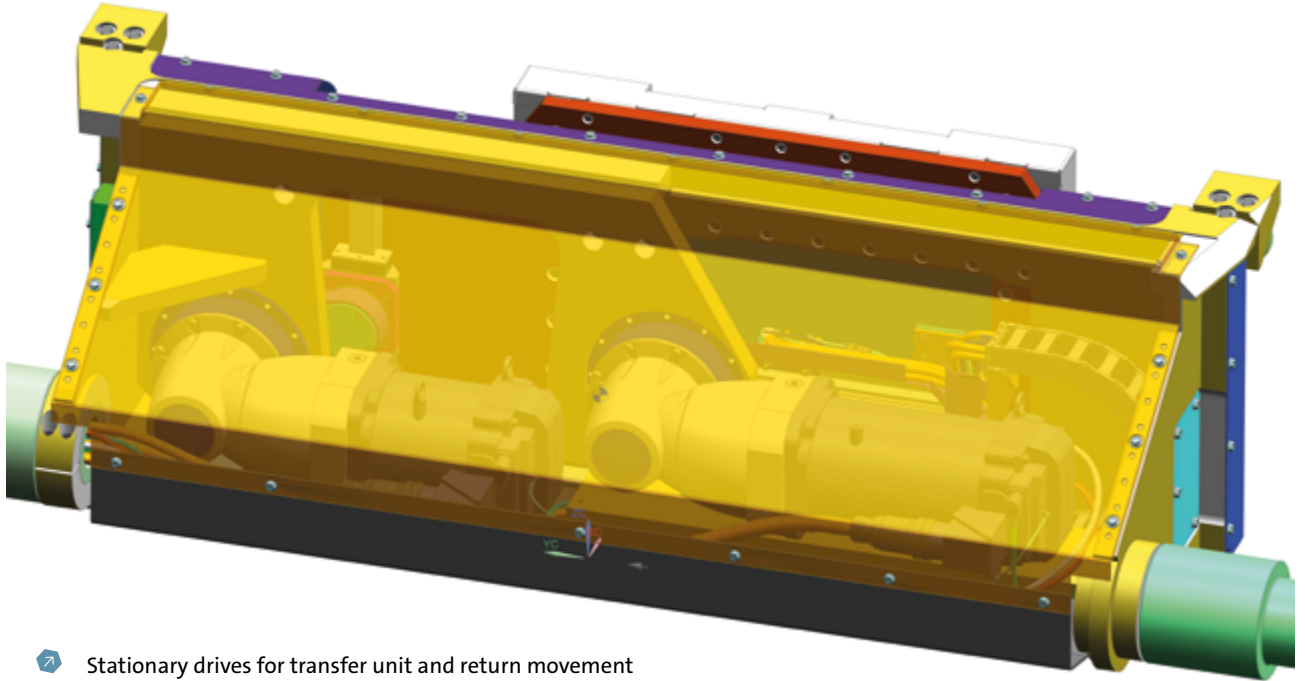
New pressed part geometries

In the servo transfer unit module, the function of the workpiece transfer is split into three basic movements: Gripping the workpiece, transporting to the next forming station, and lifting the gripper for the idle return over the punch tools. Each of these movements has a linear trajectory and is driven independently by its own servo motor. These individual linear movements are cleverly superimposed to provide flexible overall movement sequences that go beyond the kinematic limits of conventional transfer systems.

The increased flexibility opens up new possibilities for targeted optimization of existing processes while simultaneously setting the course for the expansion of the pressed part geometries that can be produced on an HM 75 XL. In particular for large flange parts or extruded parts (HFE), where simultaneous gripping of the flange and shank parts is necessary for process-reliable transfer, new solutions can be developed through optimized movement profiles.

Your advantage:

- Optimization of existing processes and tool setups
- Flexibility to expand the range of formed parts
- Fast retooling using recipe data from the machine control system
- One gripper type for the whole range of parts
- All gripper shoes grip the workpiece at the same time
- Fast correction of setting values using the graphic operator guidance
- Transport monitoring via motor data
- Gripping force adjustment using the graphic operator guidance
- Low maintenance costs due to simple construction



- Stationary drives for transfer unit and return movement inside the module (schematic diagram).

Because all the movements are provided directly from the compact servo transfer unit, complex mechanical drive units are eliminated and maintenance costs are significantly reduced. During production, the module is clamped in the machine and can be swiveled up in a continuously variable manner for adjustment and changeover processes.

Digital customer orientation

With the introduction of the servo transfer unit module, Hatebur is consciously taking another step towards an even more digital

future, in which more and more position and force data from process-relevant functions is combined to form a broad overall picture and offer completely new insights through clever use. This fast-growing base of networked information on current operating conditions and important process parameters is becoming increasingly important for the successful use of production resources. Hatebur is actively working towards the future by developing customer-oriented solutions and services and will gradually make these available online to interested customers.

Our performance:

- Upgradeability for existing machines
- Function extensions can be retrofitted as required
- Easy maintenance due to consistent use of standard components
- Fast fault location due to remote access to drive operating data
- Position can be adjusted before the forming stations by referencing the servo drives
- Fast troubleshooting due to easy replacement of components
- Fast replacement of a complete module by means of defined interfaces
- Wear detection by means of comparing actual/target data of the drives
- Use of motor data for qualitative conclusions about the parts transport

ESA600 now with mirrorless light gates

Text: Carsten Sieber

Photos: Hatebur

Reinach — A new type of light gate makes it possible to detect bar ends in the machine even closer to the shearing area. This reduces the impact of the elongation effects of the infeed rollers to a minimum. For operating companies, this means significantly less material waste at the bar ends.

Elongation of bars

All Hatebur *HOTmatics* are equipped with an infeed roller that feeds in the heated bar material. To pull in the bars in time with the machine, the rollers have to press hard on the hot material. This leads to deformation – making the bars longer. The deformation also affects how precisely the automatic bar end elimination system (ESA600) can track the transition, because some parts are still forged between the last detection of a bar transition and its processing.

Between the last heating coil and the infeed rollers

The new light gates offer advantages specifically with the distance between the last light gates and the infeed rollers. As mirrors are no longer required, the light gates can be placed directly between the infeed rollers and the coil exit of the heating system. This significantly reduces the distance at which the rolling influences the measurement.

Saving materials

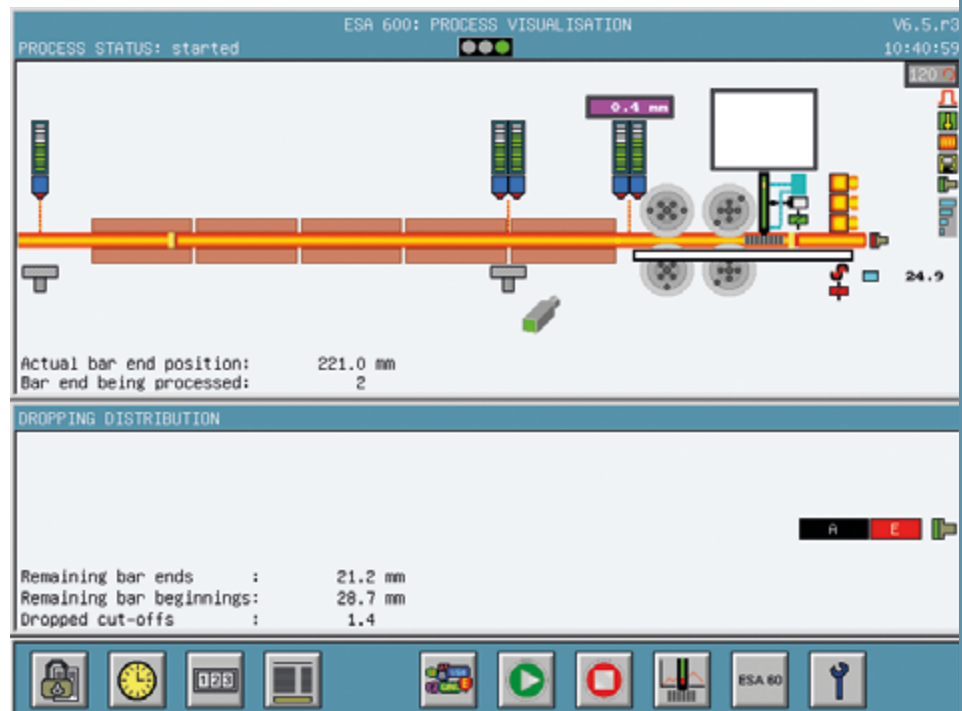
The main purpose of the ESA600 system is to reliably eject bar ends. Owing to the uncontrollable and inconsistent rolling, this reliability could previously only be guaranteed with additionally dropped cut-offs. As the light gates can now be fitted shortly before the infeed rollers, the effective elongation is significantly reduced. As a result, the system calculates much more precisely and can determine the position of the transition with greater accuracy. This means that fewer cut-offs are dropped due to elongation (so-called purple V sections).

Preventing shards

Particularly with very thin bars, the elongation effect can lead to shards despite the servo feed. The new system brings considerable progress here too: As the elongation only takes place over a very short distance following the last detection, the transition is dropped without the generation of slivers with a servo feed.

Retrofitting

The new light gates can be fitted to existing ESA600 systems (from V5.00) with little effort. With a software update, operators can immediately benefit from the advantages. Contact us for more information.



Digital services for greater efficiency

Text: Stephan Leibundgut

Images: Hatebur

Reinach Hatebur Connect is synonymous with the point where data, expertise and personal contacts meet. Our first digital service is the “Online Timing Tool” application. This enables easy configuration and management of setting parameters. Together with the servo main drive, this opens up brand new possibilities.

“Clever solutions for sustainable metal-forming, which enrich people’s lives.” Inspired by our vision, we are constantly working on new digital services, which we market under the label Hatebur Connect.

But Hatebur Connect is much more than just a clever name. It embodies our philosophy, our expertise and our many years of experience in making our forming technology available to all customers quickly and easily. In addition to the new digital applications, our customers can continue to count on personal advice and support from our specialists.

Customer portal as a central entry point

The new customer portal serves as an entry point into the online world of Hatebur. Here, our customers will be able to find all the relevant information for their fleet of Hatebur machines. Users can also book and manage our new digital services within the portal for more convenience.

Modeling without CAD models

The software solution “Online Timing Tool” is now available as a primary service. The application runs in the browser and helps users to manage and design machine setting parameters. As a result, not only can new tools be added to the machine faster, but existing processes can also be optimized. With the online timing tool, our customers benefit directly from our know-how.

Illustration 1: Hatebur Connect customer portal showing Machines Overview.

Machines Overview

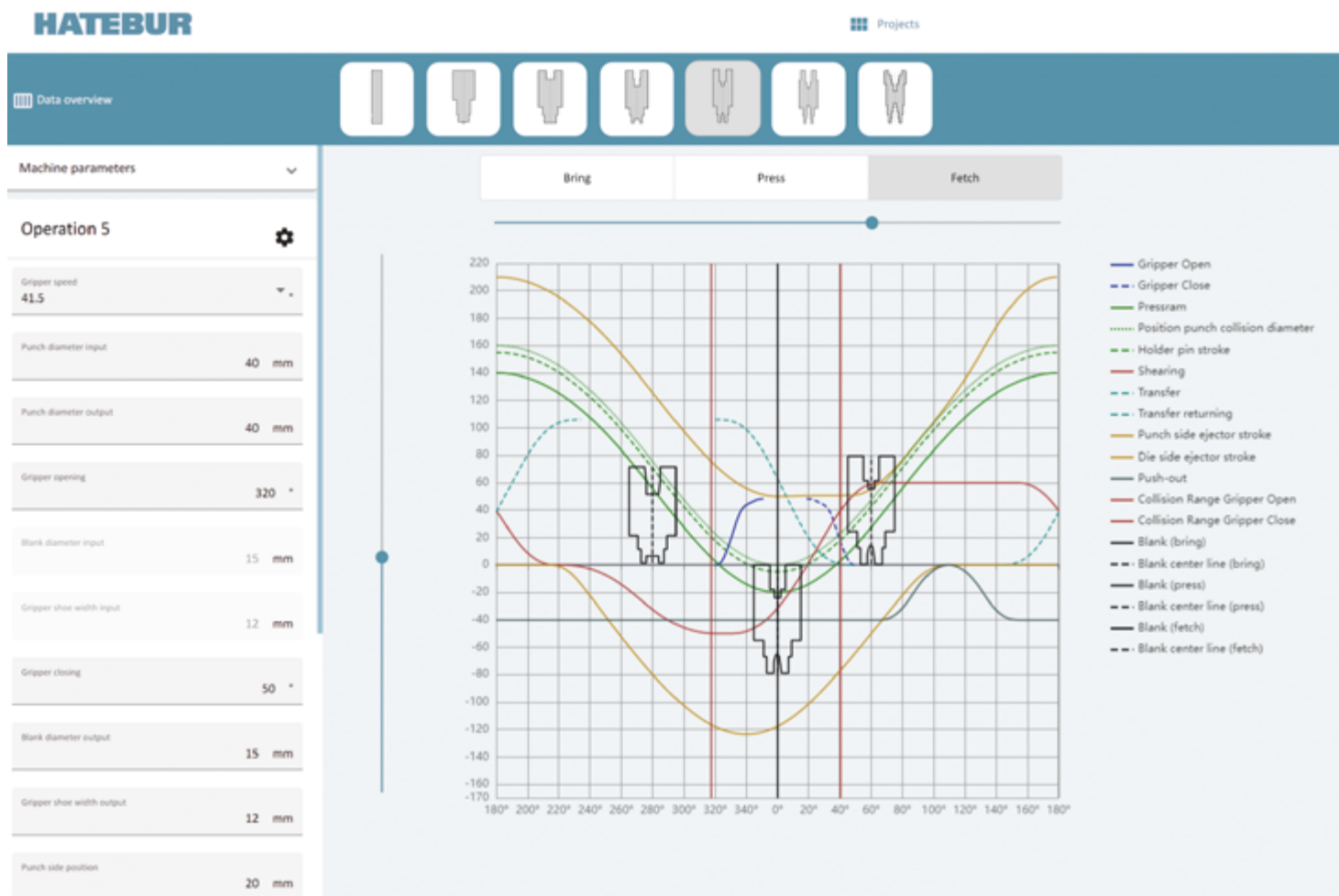
Machine Type	Build Year	Customer Number
 Machine Type 747000	2021	HAT-CM-01
 Machine Type 435000	2014	HAT-HM-02
 Machine Type 450000	2018	HAT-AMP-02
 Machine Type 475000	2008	HAT-HM-01
 Machine Type 645000	2022	HAT-CM-02
 Machine Type 430000	1999	HAT-AMP-01

Menu

Machines Overview

Online Timing Tool

Contact



➤ Illustration 2: Online Timing Tool.

The online timing tool has an integrated modeling system to create stages even without a CAD model. The workpiece is displayed in the path-time diagram and can be positioned anywhere in accordance with the current process step. Furthermore, the diagram has a zoom feature, a measurement feature, and also allows users to adjust the view to suit their requirements. The user therefore has all the necessary tools in one application to design a collision-free process.

Once the design has been completed in the online timing tool, the machine setting parameters are made available in such a way that they can be copied over to the machine in a recipe.

The improved design of the forming tools significantly reduces tool costs while also increasing process reliability. There is no longer any need to manually draw up the sequence of movements on paper. This optimizes the user experience and produces better results much faster. Furthermore, the set-up time is shortened because fewer readjustments (if any) are required on the machine.

Since the application is run in a browser, it can be accessed easily from different places. This means everyone involved in the process has access to the same pool of data.

New possibilities with the servo main drive

When combined with the servo main drive and the locally driven parts transfer, the Hatebur COLDMatic CM 725 opens up new possibilities. The parts transfer comprises two components: The grippers, which hold the workpiece, and the transfer unit, which conveys the formed parts from one forming station to the next. The movement of the press can be modeled, with the option to run various speeds in one cycle. During the part transfer, adjustments can be made to the start and stop angle of the transfer unit and the speed for opening and closing the grippers.

The online timing tool gives users the perfect support to make the best possible use of these new opportunities. All adjustment options are displayed in the online timing tool,

making light work of designing the timing even for complex applications. What's more, entire projects can be copied using the online timing tool. This allows users to display and compare different variants with ease.

Adjusting the kinematics for the main drive means that significant improvements can be made in terms of the tool life or production quantity without having to adapt the tool.

We have optimized the pressram movement for an existing tool, which was already in production with the standard function and was delivering good process reliability. We maintained the forging speed in the process.

This means that the punches enter the dies just as quickly as with the standard function. If the tool is not engaged, the pressram will accelerate to the maximum speed and decelerate before the next forming process.

Illustration 3: Modeling of a stage without a CAD system.

Length: 70 mm Diameter: 30 mm

Length: 79 mm

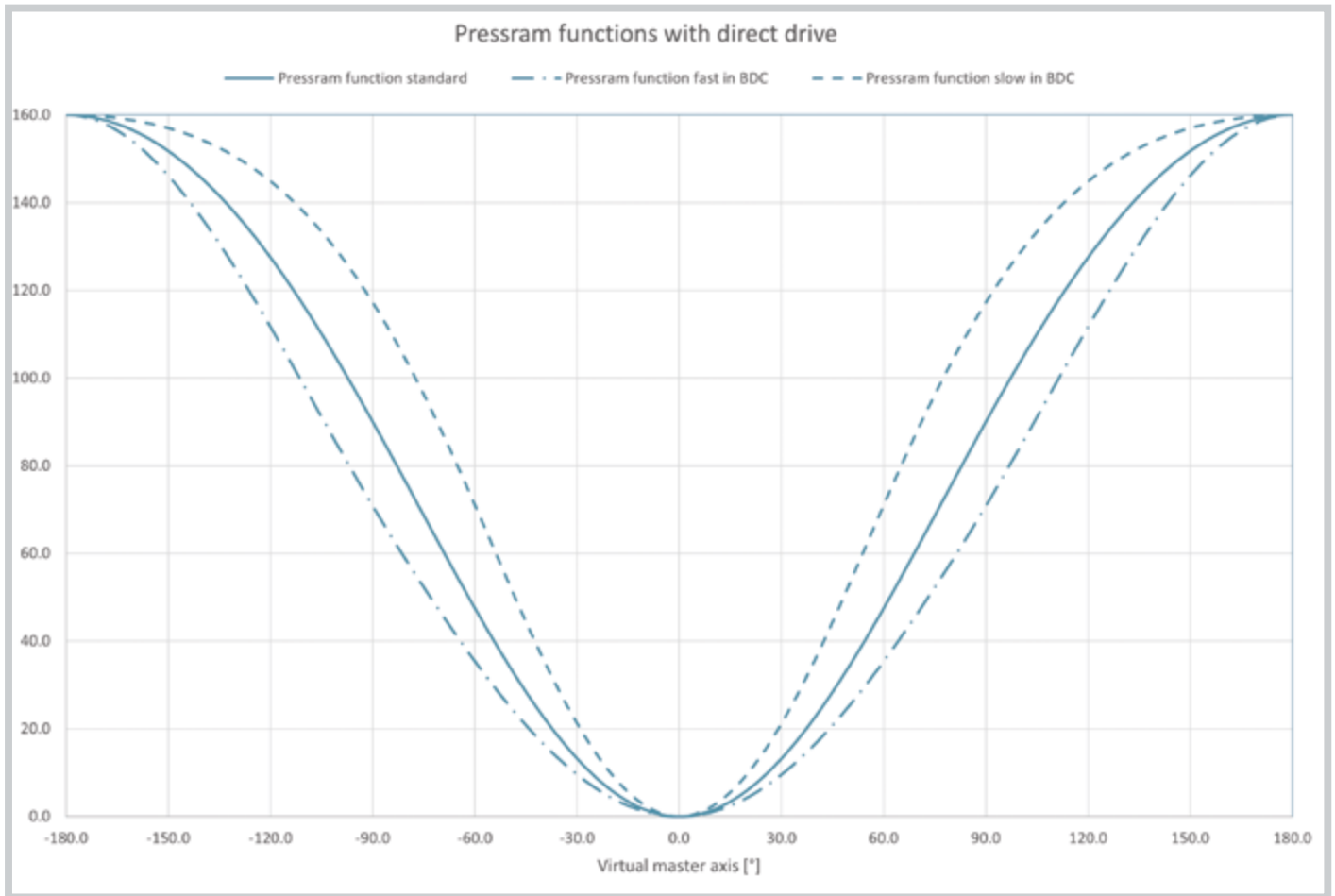
1 Outside diameter

Length	Diameter
55 mm	30 mm
12 mm	18 mm
12 mm	14 mm
0 mm	0 mm

2 Punch side inner diameter

3 Die side inner diameter

Cancel Save



➤ Illustration 4: Modified pressram function with the servo main drive.

This ensured the process reliability remained the same as before. However, the output was increased by around 14 percent. Consequently, after one hour, the customer has 1000 more OK parts in the container than they would have with the standard pressram movement.

Remote support: Faster, more targeted, more efficient

For years now, our new machines have had remote maintenance solutions integrated into them. This feature can also be retrofitted onto older machines. We rely on a tried-and-tested, safety-certified solution. Plus, we have built in a switch so that the customer can purposefully activate and deactivate the connection as required.

Once the connection is activated by the customer, our specialists can access current machine statuses in the event of a problem, and thereby provide tailored assistance. We quickly analyze measured values using the

tools provided. If needed, technical specialists from different departments lend their expertise to jointly finding the best solution for the customer.

To keep the machine up to date, remote maintenance can also be used to run software updates and, in the case of conversions, to implement changes to control technology. Remote support helps to minimize travel and maintenance costs and, as a result, machine availability can be improved.

Digitalization award finalist

Our online timing tool was among the six finalists of the CSEM Digital Journey Award. You can find out more about this on page 4 of this magazine.

On site with our customer: Training and production support

Text: Sotirios Andriopoulos, Kim Weber

Photos: Hatebur

Reinach ———— **Your cooperation with Hatebur does not end the moment an ordered machine is delivered – on the contrary, we attach great importance to ensuring that our customers' production runs smoothly and cost-effectively. That is why we support you with a selection of tailored services.**


If our customers are to achieve maximum output with our extraordinarily durable machines, they must be able to rely on smooth production. One of the essential conditions for this is regularly trained specialist staff who are familiar with the operation and adjustment of the machine. The know-how acquired makes the machine operator an important contact person in the production

company. They support Tool Design with their knowledge and help shape the future design of the tools.

We train our customers' employees

We offer our customers a variety of training courses, from one-week machine operator courses to individual courses that are precisely tailored to the company's needs. Such training courses can take place at our headquarters in Switzerland or directly at our customers' premises, at their discretion. Whether for one day or more, employees receive practical training on the machine to keep process reliability as high as possible and set-up times as short as necessary.



 Cooperation of experts from different departments to find optimal solutions in the forming process.

To ensure successful performance, our specialists get an overview of the tool and the machine. Building on this, they train and advise customers on processes, tools, timing, adjustment and machine issues. The different setting options are played through and practiced on the machine. Tool design can also be integrated into this process. If necessary, we discuss timing issues using the path-time diagram and reinterpret the timing along with the tool design. The in-depth training of the responsible employees contributes significantly to the prevention of process disruptions and setting errors. This not only prevents unnecessary downtime, but also significantly reduces machine wear.

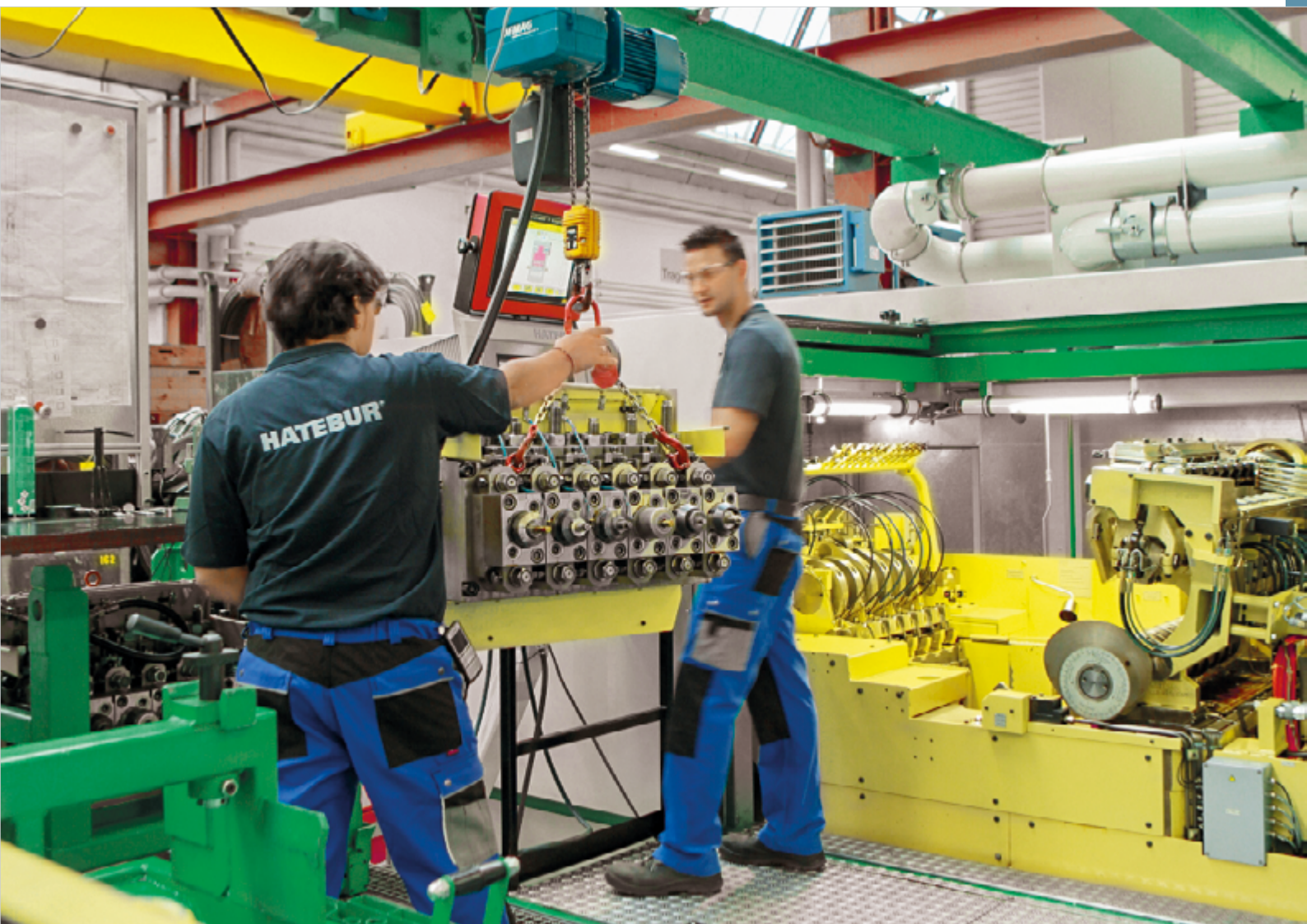
“Tapping” in to Hatebur’s concentrated know-how

As part of the debriefing, our application engineer can access the various specialist departments if required, and obtain the necessary information. Drawing on our knowledge and almost 100 years of experience, we guar-

antee that we will find the optimal solution for any problems that arise in a training course. This is how we create methods and optimizations that lead to long-term process improvements. We explain these methods and their correct application in detail to our customers’ employees: Well-trained staff efficiently prevent and detect process errors and take the right measures, which has a positive impact on the production volume.

Our offer in this area expressly includes the development of new tools. Our customers can lean on us, for example, in designing complex stations or simulations of all kinds. With our expertise, we accompany you all the way to the point where the new tool reaches production maturity.

Practice-oriented training for more process reliability and efficiency.



AMP 50-9: Transfer unit overhaul without shutdown

Text: Can Çay
Images: Hatebur

Reinach _____ **We support our customers in increasing their efficiency and productivity. To that end, we continually develop not only our machines, but also the processes in our cooperation – such as component overhauls.**

At Hatebur, we consider it one of our core tasks to reduce downtimes as much as possible. For the Hatebur *HOTmatic* AMP 50-9 transfer unit, we have therefore developed a special exchange program. If an overhaul is due, we send the customer an already overhauled unit. The customer installs this in their machine and sends us the unit that's in need of repair, which we then process and store until the next exchange – be it with the same customer or a different one.

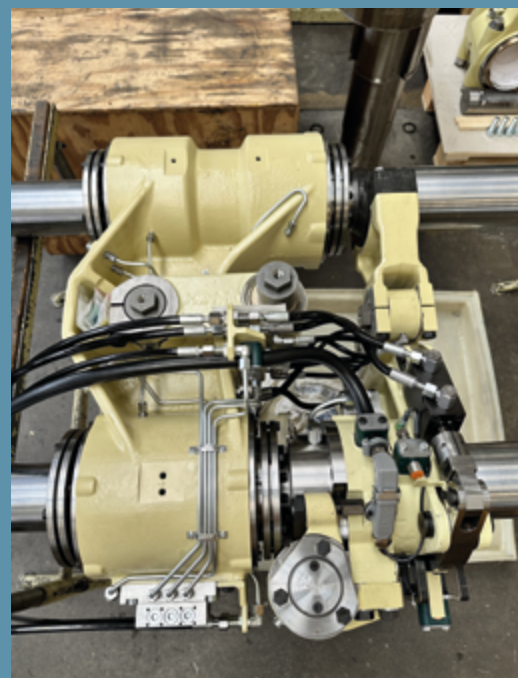
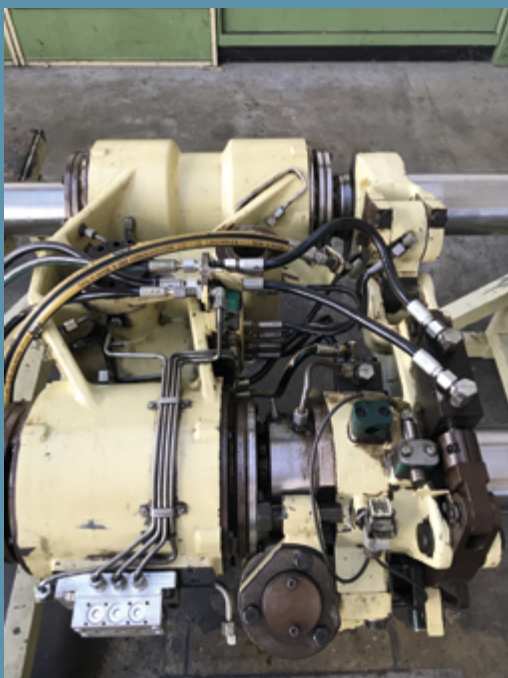
No more waiting for a replacement

The exchange program has various advantages. Because there is no downtime, the customer does not have to suffer significant interruptions in production. Even for overhauls announced at short notice, we can immediately provide ready-to-use transfer units. The fact that we can carry out the maintenance work without any time pressure has a positive effect on the quality and the costing: The next customer receives a unit that is practically as good as new and all companies involved benefit from a low fixed price.

Would you like to find out how you can take part in this exchange program, and which other machine types we offer it for? Your contact at Hatebur will be happy to provide you with information.



Transfer unit before and after overhaul



Milan, November 30–December 1, 2022 **Fastener Fair Italy**

Location: **Milan, Italy**
Company: **Carlo Salvi**

Text: **Daniele Zucchi**
Images: **Carlo Salvi**

The Fastener Fair Italy is a national and international trade fair for fastener and fixing technology that takes place every two years in Milan. Carlo Salvi had its own booth at the third edition of the Fastener Fair Italy from November 30 to December 1, 2022. It was two days jam-packed with interesting encounters and new business opportunities, as well as an opportunity to meet up with old customers and friends.

With more than 200 exhibitors from 18 different countries and over 3000 visitors, the fair was an important meeting point for business activities in one of Europe's leading industrial sectors. It was the perfect event for Carlo Salvi and all the other industry professionals to catch up on the latest updates and innovations in the industry. Carlo Salvi thanks the many visitors to the booth and looks forward to seeing you again in 2024.



New Delhi, January 12–15, 2023

Auto Expo India

Location: **New Delhi, India**

Company: **Hatebur and Carlo Salvi**

Text: **Reinhard Bühner**

Images: **Hatebur**

For the first time, Hatebur and Carlo Salvi shared one booth at the “Auto Expo Components” trade fair in New Delhi. The leading automotive supplier fair in India, which was able to take place again in a physical format after a three-year break, met with an overwhelming response. With more than 800 exhibitors and well over 100,000 visitors from 65 countries, this year’s Auto Expo was the largest trade fair since 1986.

Exhibitors from all areas of the automotive industry presented their products and innovations at the new exhibition venue in central New Delhi. The fair has shown that sustainability and digitalization are the key issues for the future of the industry – and that is exactly the direction we’re headed in at Hatebur and Carlo Salvi.

During the four days of the fair, we were able to welcome many guests to our booth and had fascinating discussions with experts and interested parties. This shows that Auto Expo is very successful in bringing together professionals willing to take initiative and push their businesses further. Our technological solutions and wide range of forming machines for cold and hot forming generated a great deal of interest.

We thoroughly enjoyed meeting our customers, partners and prospective customers in person and talking about the latest developments.





Stuttgart, March 21–23, 2023

Fastener Fair Global

Location: **Stuttgart, Germany**

Company: **Carlo Salvi**

Text: **Daniele Zucchi**

Images: **Carlo Salvi**

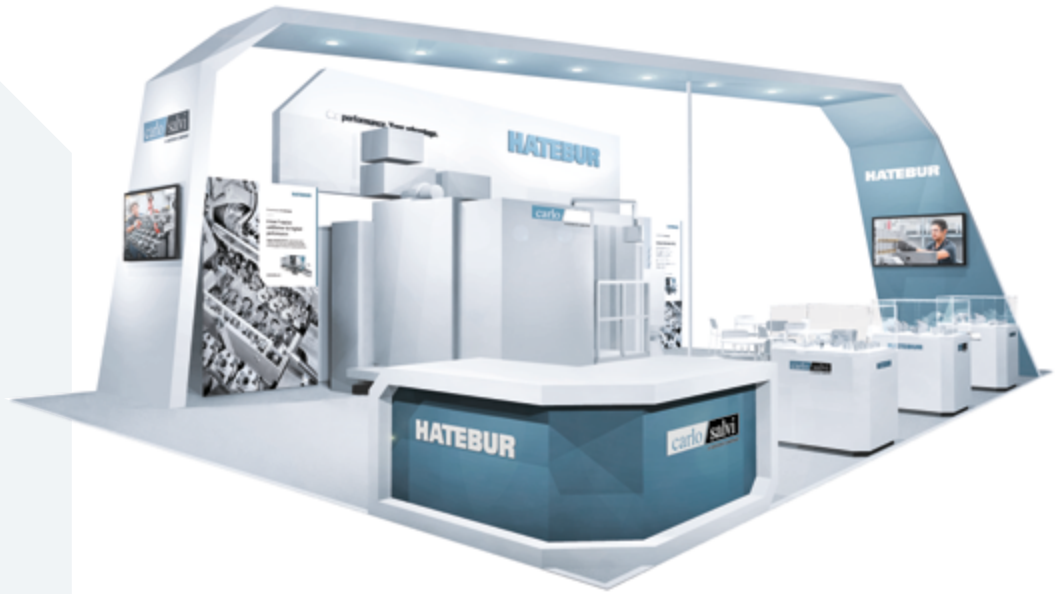


The ninth Fastener Fair in Stuttgart, the international exhibition for the fastener and fixing industry, ended on March 23, 2023, following three successful days for Carlo Salvi. As of this year, the fair is called Fastener Fair Global, and it was visited by more than 11.000 trade visitors from 83 countries. Because the event enables new contacts to be made and successful business relationships to be established between manufacturers, dealers, end users and the entire industry, Carlo Salvi has been exhibiting there since the very first one in 2005. What's more, Germany has been the primary market of Carlo Salvi for a

number of years – machines from Garlate have been sold there since the 1960s. That's why the Fastener Fair Global represented a great opportunity to strengthen good relations with German businesses and find some new potential customers.

The employees on the booth, together with their Hatebur colleagues, also presented the many visitors with some new products that are currently in preparation and will be presented at next year's Wire exhibition in Düsseldorf.

See us live!



July 12–15, 2023

MF-Tokyo

Location: **Tokyo, Japan**
Company: **Hatebur and Carlo Salvi**

July 19–22, 2023

MetalForm China

Location: **Shanghai, China**
Company: **Hatebur**

November 22–25, 2023

Thai Metalex

Location: **Bangkok, Thailand**
Company: **Hatebur**

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**We look forward to seeing
you there!**

All dates are correct as of June 2023 –
please check the latest dates online
before attending an event.