

# NETSHAPE

Hatebur magazine for horizontal cold and hot forming – 1/2016



As of April 1st, 2016, Hatebur Umformmaschinen AG has strengthened its position with the acquisition of Carlo Salvi. The people responsible for the deal take the opportunity to toast the merger at the wire trade fair in Düsseldorf. From left to right: Thomas Christoffel, Claudine Hatebur de Calderón, Germano Pandiani, Dr. Sergio Ziotti, Marco Pizzi.

## CEO'S VOICE

Dear Business Friends,

It is a real pleasure to be able to present the latest edition of the Netshape magazine. We have experienced many impressive and exciting moments in recent months. It has been an eventful time for us, involving significant changes.

The strength of the euro has prompted us to analyze our current processes and structures, focusing on interfaces and process orientation. We have completed the first stage of this process, and our new organization has been in effect from February 1st, 2016.

We were proud to celebrate the opening of our Hatebur Metalforming Technology (Shanghai) Co. Ltd. last November. This new subsidiary is equipped to handle tool manufacturing in China and will primarily be responsible for supplying the Asian market. It has already received its first batch of orders.

On April 1st, 2016 we had the great pleasure of announcing the acquisition of Carlo Salvi S.p.A. in Garlate, Italy. This company, which has been wholly taken over by Hatebur Umformmaschinen AG, represents the perfect addition to our Group. Carlo Salvi S.p.A. operates in the area of small to medium coldformers. Our takeover of the company has provided us with a significant expansion to our product range. The markets that our two companies operate in complement each other perfectly in terms of location. We look forward to working together in future, and we are convinced that this merger will enable us to provide our customers with even better support and an even wider range of products.

Our main story is about our Romanian customer Compa, which is one of the most important automotive suppliers in Romania. This edition also features articles about our two Service Centers in Japan and China. Our services throughout the world are increasing in importance with every passing year!

Best regards,

Thomas Christoffel  
CEO



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### COVER

Celebrating the merger of Hatebur and Carlo Salvi at the press conference in Düsseldorf.

## LEGAL INFORMATION

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# IMPRESSIONS FROM CHINA – OPENING OF HATEBUR METALFORMING TECHNOLOGY



On November 27th, 2015, Hatebur Metalforming Technology (Shanghai) Co. Ltd. celebrated its grand opening. Since then, the range of machinery has expanded and processes are in place for manufacturing tools – the first customer commissions are already underway.



The official opening ceremony with Ms. Hatebur de Calderón (Chair of the Hatebur Board of Directors), Mr. Hoffet (Consul General of Switzerland in Shanghai), Mr. Christoffel (CEO of Hatebur), Mr. Peng (Director of the Xinzhung Industry Park) and Mr. Bühner (General Manager of Hatebur Metalforming Technology (Shanghai) Co., Ltd.).



Left: Claudine Hatebur de Calderón and Thomas Christoffel paint the eyes on the two lions. Doing this gives them a soul, which allows them to come to life.

Right: The official banquet takes place in the Hatebur Metalforming Technology workshop.



Left: A Bian Lian performer ("Face Changing", an ancient Chinese art form) and Claudine Hatebur de Calderón.

Right: Hatebur employees are pleased with the success of the occasion.



# HATEBUR JAPAN K.K. – NEW CENTRAIR SERVICE CENTER (CSC)

📄 Marc-Alain Meyer 🏢 Hatebur

**After a wonderful 20th-anniversary celebration in 2015, Hatebur Japan K.K. has opened a new service center at the beginning of 2016: The Centrair Service Center. Being closer to the customer is an important advantage for customers as well as the service engineers at Hatebur. Therefore, reaction time will be faster and costs for long trips can be saved.**

At the end of November 2015, a part of the Hatebur Japan K.K. team moved to Aichi Prefecture at the location of Chubu Centrair International Airport (South of Nagoya), and prepared the opening of the Centrair Service Center.

From a geographical point of view, this new location is very close to the customers who are concentrated in the Chubu and Kansai districts, and offers fast and local service

support. Therefore, the Hatebur team is in close proximity to the customers and thus improves and saves time.

In addition, the location near a major airport offers several advantages for the shipment and supply of spare parts, and also for the after sales service team, who has to travel very frequently.

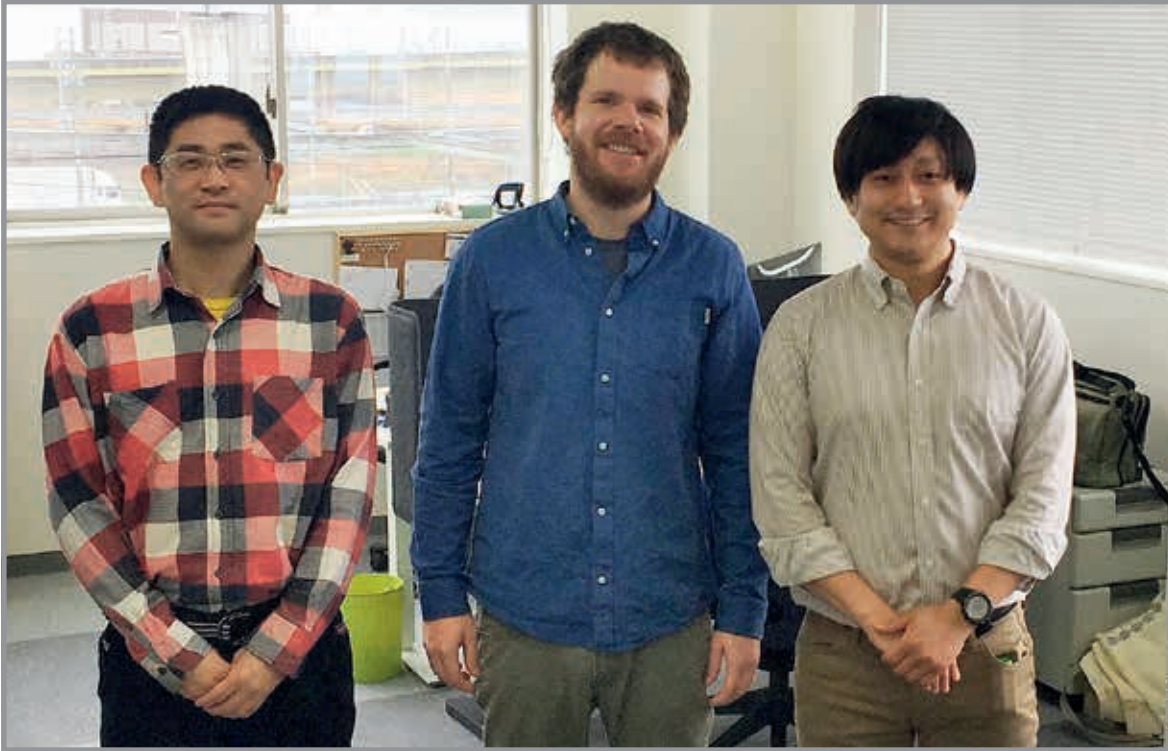
At the Centrair Offices, the team is composed of Seiji Miyata (Sales Engineer), Yuichi Fukui (Service Engineer), and Christian Barmettler (Senior Service Engineer), the Expat from Switzerland who lives permanently in Japan.

This new location offers following advantages:

- the possibility to reach Hatebur customers located around Nagoya faster
- more space to prepare and assemble spare parts for dispatch
- stock and prepare tool boxes in better conditions
- stock the Hotmatic AMP 20/AMP 30 mobile machining equipment
- welcome Swiss engineers delegated for maintenance work.



*The Hatebur Service Center is located on the 4<sup>th</sup> floor.*



*F.l.t.r.: Yuichi Fukui, Christian Barmettler, Seiji Miyata.*



*The new warehouse offers plenty of available space.*



- Tokyo Office
- Centrair Service Center



## ROMANIAN SUCCESS STORY – HATEBUR HOTMATIC AMP 50XL IN PRODUCTION LINE

Compa/Hatebur Compa/Hatebur

**Compa was looking for a reliable and well-known source for a metal forming machine and contacted Hatebur because their customers recommended the Swiss machine supplier.**



*Ioan Deac,  
General Manager.*

Compa was founded in 1886 and employs approx. 2,000 people (December 2015). Their shares have been listed on the Bucharest Stock Exchange since 1997, being one of the first companies rated in the 1st category. In 2015, they generated annual sales of 108 million Euros. Compa is one of the most powerful economic units in the country's automotive parts manufacturing.

Compa has been producing components for the automotive industry since the beginning of the 20th century. In the 70's the company was already producing high complexity products such as steering gear (ZF licence); brake equipment (Knorr Bremse licence), shock absorbers (Armstrong licence), and drive shafts (GWB licence).

Mr. Ioan Deac has been leading the company since 1990 as CEO and President and has overseen the transformation of Compa into one of the top automotive suppliers in the region. The company is expanding its business through hot forging steels, completing the package as an integrated supplier for leading companies in the automotive as well as non-automotive markets.

### GOOD REPUTATION OF HATEBUR TURNED THE BALANCE

When the decision was made to invest in a forming machine, the name of Hatebur was mentioned by several customers of Compa. During the initial contact between the two companies details surrounding the companies and the specific requirements and machine programs were exchanged. Finally, the decision to buy a Hatebur machine was

due to the reputation of Hatebur as a global leader in the development of high-quality forming machines, and tools with good competitiveness.

The parts and components manufactured by COMPA are mainly for the automotive industry: subassemblies for injection systems, turbochargers, steering, springs, components for air conditioning systems, industrial equipment, stamped parts, windscreen wipers, welded assemblies as well as tools and dies, and of course forging. Related services like painting, heat treatment, and coating are integrated inside the company.

Its most important customers are Delphi, Bosch, Honeywell, Fuji-Kiko, Jtekt, Dacia-Renault, Daikin, INA Schaeffler, Thyssen Krupp Bilstein, Takata, Haulotte Group, Hutchinson, and BOS. Therefore, the company delivers its products to many different countries such as Romania, France, Czech Republic, Slovakia, Germany, Belgium, United Kingdom, Italy, Hungary, China, India, etc.

### OWN PRODUCTION INSTEAD OF ADDITIONAL PURCHASES

Before Compa produced with the Hatebur Hotmatic AMP 50XL, parts were bought from external suppliers and partially produced on a vertical forging line. This year, approximately three million parts will be produced on the Hatebur machine and for next year the quantity is expected to ramp up by two millions to total five million parts. In the future, the strategy is to realise between 15 to 20 million parts per year.



*Hot forged parts of the  
AMP 50XL.*

To get to these numbers, the company is advertising new production possibilities in the media, organising marketing campaigns, and of course informing potential customers about the Hatebur Hotformer AMP 50XL in business meetings.

### **SERVICE AND SUPPORT DURING THE ENTIRE MACHINE LIFE TIME**

Nowadays, the efficient output of a forming machine no longer depends solely on the production parameters, but also to an important extent on the machine operator and the provision of a reliable all-round service to support the production plants. Hatebur offers a strategic partnership in this area.

To keep the machine running in a smooth and perfect way, three process engineers, six operators, and three employees from the maintenance department have been trained in depth on the Hatebur Hotmatic AMP 50XL machine. The excellent service of Hatebur regarding training and support was an additional advantage Compa took into account when deciding in favour of the Swiss supplier. As is the case for all metal forming processes at Compa, the tools for the Hatebur machine will be designed and manufactured internally.

### **PROJECT MANAGEMENT/ORDER PROCESS**

The very tight time schedule has driven this AMP 50XL project right from the beginning. While HATEBUR was assembling the ordered AMP 50XL, the focus had to be put on a well-thought-out training program in order to prepare COMPA as their new customer. The HATEBUR project management did a good job supported the planning of the foundation construction and the tool-cooling system.

Furthermore, HATEBUR professionally processed all contractual obligations.

The COMPA team which was supervised by the HATEBUR machine-commissioning-engineer, carefully unloaded the AMP 50XL upon its timely arrival. Since the heavy-load



*From the heavy-load truck to the crane-truck: Working with huge machines requires precise coordination and a well-rehearsed team.*





*The assembly team does not often see a Hatebur AMP 50XL floating high up on a big crane.*



*Since the production hall does not yet have fixed walls, the machine must endure wind, dust and low temperatures – which is no problem for a Hatebur machine thanks to its robust construction.*

truck couldn't drive close to the machine's foundation, a special crane-truck lifted the 68-ton horizontal forging machine through the roof-top into the building and safely onto the foundation.

Putting the machine into operation was challenging since all of the construction parties involved had to share the commissioning site at the same time in order to work parallelly on interfacing facilities. However, the experienced Hatebur commissioning team proved to be a huge asset to such an important mission and successfully supervised all parties involved.

Finally, the machine operator training combined with tool-setting was provided by a HATEBUR application specialist on site. Everybody was fully satisfied when experiencing the new AMP 50XL in the forging process, seeing and feeling the hot gear parts coming up from the conveyor in full production forging speed.

## **HORIZONTAL FORGING SUCCESSFULLY IMPLEMENTED**

The investment proved to be the right decision: the machine ensures an automatic and stable process with high productivity for complex forging parts. With the new machine, Compa had to implement a new process.

Vertical forging had been in use by Compa, as well as a servo press with strip feed-ing line and other presses (cam presses, hydraulic presses, automatic presses). With the Hotmatic AMP 50XL, Compa has increased its know-how and possibilities with a horizontal hotformer.

## **HIGH QUALITY EXPECTATIONS FROM COMPA AND SATISFIED CUSTOMERS**

COMPA works with a quality assurance system according to ISO/TS 16949 standards. Therefore, customers can be assured that quality is the most important topic during production. The quality assurance system and CBS (Compa Business System) production system are designed to ensure no bad parts leave the factory. Protecting its clients is Compa's top priority, and this is made easier thanks to the reliable and precise machines of Hatebur. The materials used on the Hatebur Hotmatic AMP 50XL are regular steel and high-alloy steel. The parts produced comply with the machining production process: heat treatment, surface coating, painting, and assembling. The strategy is to integrate the forged parts in to the production system and perform as







*Lined up in order, the machines illustrate the size of the Compa production.*



*The material necessary for assembling the Hatebur machine is placed in exact order. This will allow for efficient and easy mounting. For projects with tight time schedules, it is necessary to have detailed planning with all parties involved, and to work in a structured manner to adhere to the schedule.*



*The assembly team is pleased with the milestone it achieved. F.l.t.r.: Mario Binggeli (Andritz), Bruno Koch (Andritz), Marco Felder (Andritz), Albert Achermann (Andritz), Andreas Portmann (Andritz), Daniel Krieg (Hatebur), Claudiu Solomon (Compan S.A.), Marius Dogaru (MDC Turbo Services SRL = Hatebur representative in Romania), Mario Gsponer (Andritz), Bruno Bachmann (Andritz), Florin Acu (Compa S.A.).*

many operations as possible after forging. The Swiss machine is designed for mass production.

#### **SUCCESSFUL ROMANIAN PROJECT**

Although certain milestones during this challenging project seemed to be impossible to reach on time, COMPA and HATEBUR, together with the Romanian representative "MDC Turbo Services SRL" teamed up and succeeded in bringing the first of hopefully many machine projects into production.

Thanks to the efforts of all the parties involved, Compa is now in a strong position to provide high-quality, competitive forging, in addition to its expertise in machining, treatment, coating, etc, making it a competitive integrated supplier.



# HATEBUR CHINA – INTRODUCING THE SERVICE TEAM

 Daniel Dietrich  Hatebur

**After 30 years of maintaining a presence in the Chinese market via a representative, Hatebur founded a subsidiary, Hatebur (Shanghai) Technology Co., Ltd., in 2008. The purpose of this move was to strengthen both Sales and the Service area, which has in the meantime come to play a significant role in day-to-day business.**

After founding its own subsidiary, Hatebur immediately employed a local service technician, Jeff Shen, who was able to provide the necessary basic knowledge in the areas of service and electrical systems thanks to his previous occupation.

At the beginning, Jeff Shen worked as a “jack of all trades”; he has since become a vital point of contact for Hatebur customers, in particular due to his excellent electrical expertise.

In order to further promote and expand the Service business area, Daniel Dietrich, a long-standing employee of Hatebur, was sent to China as an expat in 2011. Since then, he has been responsible for coordinating the team in his role as the Service Manager.

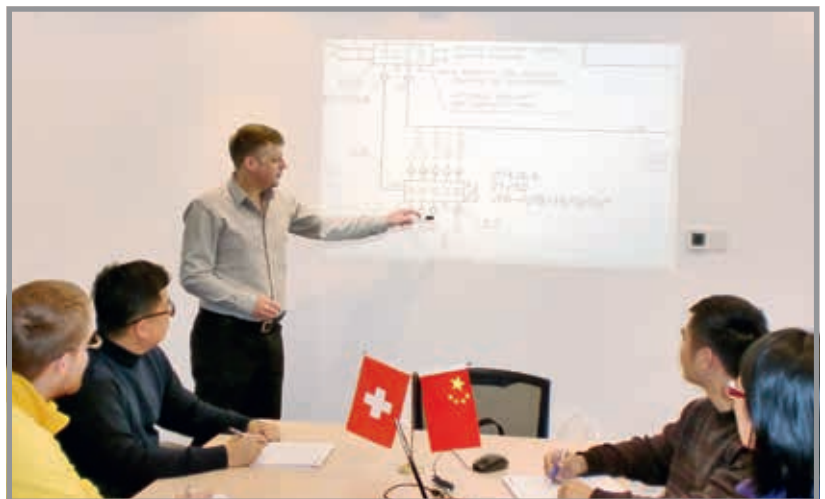
## CHINESE AUTOMOTIVE INDUSTRY

It quickly became clear, particularly due to the booming automotive market and the resulting increase in orders for machinery, that more manpower was required. In order to meet this requirement, the team was expanded over the next few years with the addition of two local service technicians, Kevin Xu and Leo Li. In 2014 another expat, Simon Engel, started work in Shanghai.

This expansion of the team in China has also provided Hatebur with the flexibility to react more quickly in other important markets, such as Japan and Korea, if there is a shortage of personnel.



*Senior Service Technician Jeff Shen (right) providing training in the use of the machine for a customer.*



*Regular internal training for the service team (by Daniel Dietrich in the picture above) is of great importance.*



*Service Technician Simon Engel scraping a bronze bushing.*



*Service Technician Kevin Xu working around an ejector.*

However, it takes more than personnel alone to repair machines, which is why Hatebur places a great deal of emphasis on internal training, external professional development and modern employment conditions. This is the only way to ensure that a strong and effective team can be established with the capacity to operate successfully over a long period of time. This ultimately also provides benefits for our discerning customers.

### **EXPERT SERVICE DESIGNED TO MATCH LOCAL CONDITIONS IS THE KEY TO SUCCESS**

Today, the Service team is responsible for around 30 customers with over 40 machines. All services provided are performed locally, from small repairs and inspections to commissioning machines through to the elaborate complete redesign of large machines.

Senior Service Technician Jeff Shen explains: "We are even capable of completely rebuilding electrical control systems ourselves, as we have demonstrated twice already in the recent past."

Service Technician Leo Li adds: "The complexity of Hatebur machines is impressive, but it means that we need excellent knowledge of mechanical, pneumatic, electrical and hydraulic systems. If we reach the limits of our abilities, we can turn to the huge wealth of experience in our headquarters in Switzerland."

The needs of our customers in terms of cost pressures and productivity place certain requirements on the Service Department; inquiries must be responded to within the shortest possible time and repair work must be carried out quickly and in accordance with all professional standards. The time required for repair work carried out at customer locations could be as short as a few hours or as long as several months. Service Manager Daniel Dietrich expands on this point by saying: "Our customers place a great deal of value on having





*Service Technician Leo Li repairing a driveshaft.*

an expert local contact and being able to get the support they need immediately, without needing to deal with time differences or language barriers."

#### **EXCELLENT WORK REQUIRES EXCELLENT TOOLS AS WELL AS EXCELLENT EMPLOYEES**

With almost 20 different toolboxes, gages, auxiliary shafts and, most recently, its own calibrating kit for heading tonnage calibration, Hatebur China is ideally equipped. There is almost nothing that they cannot do. Service Technician Kevin Xu explains: "Many of our customers cannot or do not want to purchase special tools; we provide these free of charge when we carry out work. It's all part of our service!" The wealth of specialist knowledge at the Shanghai location means that the subsidiary is also able to offer production support, tool optimization, improvements to applications and many other services, all from the same source.

#### **SERVICE AGREEMENTS ARE INCREASINGLY POPULAR**

Daniel Dietrich once again provides information on this topic: "We have recently managed to conclude several service contracts with well-known customers. We value the trust that our customers place in us and use it as an opportunity to improve ourselves even further."

Hatebur has recently taken a further step towards offering a complete range of services in Shanghai by founding a second subsidiary, Hatebur Metalforming Technology (Shanghai) Co., Ltd.

Alongside servicing machinery, Hatebur China can now offer its growing customer base forming tools in Swiss quality, made in China.

## RIVET JOINTS AND SPECIAL PARTS FOR AUTOMOBILES AND AIRCRAFT – CARLO SALVI IS NOW PART OF HATEBUR

📄 Jürgen Fürst 📷 Carlo Salvi S.p.A.

**Carlo Salvi S.p.A. was founded in 1939 and has developed over its nearly 80 years of operation from a mechanical engineering company with a technical focus into a modern massive forming company with a focus on customers and solutions. With around 90 employees worldwide, the company supports its customers with machines, services and solutions for cost-effective manufacturing of forged fastening elements. As of April 2016, Carlo Salvi is part of Hatebur.**

When Carlo Salvi founded his mechanical engineering company in Italy in 1939, he probably had no idea that his company would one day become one of the market leaders in multiblow and multistage headers for producing forged fastening elements

and complex special parts. The company founder started by developing systems for mechanical descaling and cleaning of hot-rolled wires. These needleguns were needed to perform preparations for wire drawing. Only a few years later, he started to develop and build a machine for thread rolling and manufacturing screw heads and bolts. This was well-received by customers in the 1940s and became the first success for the resourceful engineer.

During the economic miracle after the Second World War, in which Italy, among other countries, experienced a renaissance, Carlo Salvi developed its first forming machine, a one-die two-blow header. This first machine for manufacturing screw blanks was impressive due to its high functionality and new design. It offered its users a high level of productivity for the time. Following on from these successes, Carlo Salvi moved into the lucrative sector of developing and manufacturing forming machines for producing formed mechanical fastening elements such as screws, bolts and rivets, and produced a new range of machines for manufacturing tubular rivets at the start of the 1970s. This machine enabled semi-tubular and tubular rivets to be manufactured using a cold-forming process, also known as a cold heading process. With a capacity of up to 600 rivets per minute, this enabled customers of Carlo Salvi to achieve



*Dr. Sergio Ziotti, CEO of Carlo Salvi S.p.A., and Thomas Christoffel, CEO of Hatebur, conclude the merger with a handshake.*





*Aerial view of the Carlo Salvi plant in Garlate, Italy.*



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unrivaled reductions in their manufacturing costs. From the first year of the company until well into the 1970s, the company's customers were predominantly from Germany.

#### **MILESTONES OF TECHNICAL DEVELOPMENT**

These machines for massive cold-forming were not just a new product introduced to the market by Carlo Salvi – they also started a new era, making new applications and uses for fastening elements possible. Alongside this came the continuous advancements in manufacturing technology for the key sectors of the company's customers – the automotive, aerospace and mechanical engineering industries. Other milestones in the history of the company include the development of machines for processing other materials such as stainless steel and titanium. The requirements of the aerospace sector in particular involve processing these particular materials.

In parallel to this, the market for machinery is continuing to develop and the company is supplying its cutting-edge machines to customers throughout the world. Today, approximately 90 % of the machines manufactured by the company are delivered to customers outside of Italy, and approximately 40 % of them to customers outside of Europe. For this reason, Carlo Salvi has, over the years, established branches in China, in the USA and in the United

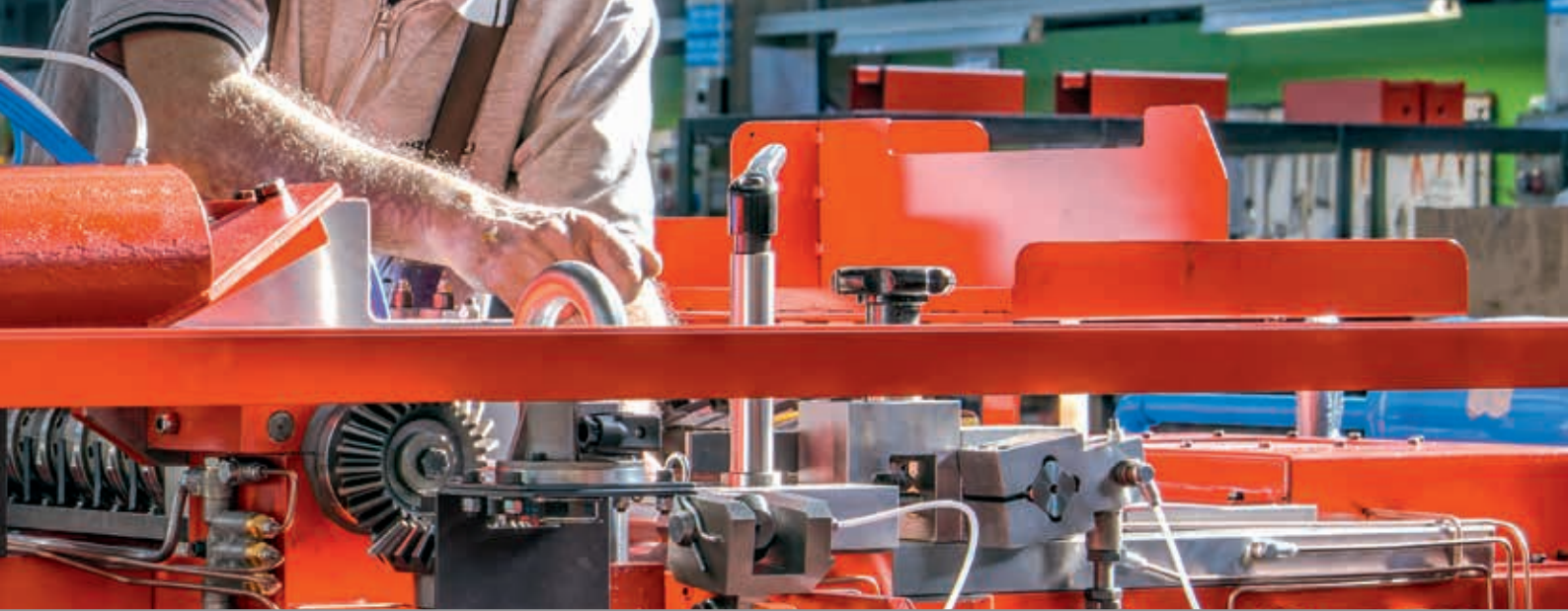
Kingdom. In addition to this, the company is constantly developing new technologies, such as multistage headers for manufacturing special parts.

From the 1970s onwards, the automotive industry has developed into the main sales area for the company, as it requires high-quality rivets for effective connections. A high proportion of connecting elements used in the automotive sector are mushroom head rivets, also known as STR rivets. An estimated 70 % of annual turnover comes from the automotive sector, though the numbers are not always clear-cut, as some customers use the Italian machines to carry out manufacturing for various sectors, such as the electronics industry. The automotive sector requires fast machines with reliable, consistently reproducible manufacturing. Meeting these requirements has enabled Carlo Salvi machines to make an outstanding name for themselves and capture a large share of the market.

#### **HIGH REQUIREMENTS FROM THE AEROSPACE INDUSTRY**

Other customers include those from the furniture industry and from the electrical connections sector. From the 1980s onwards, the aerospace industry has also become an important and consistent buyer of high-tech machines from Carlo Salvi in Italy. Whereas speed is the most important aspect for the automotive sector, the aerospace sector requires machines that





*A look at the Carlo Salvi production hall in Garlate.*

can process materials that are particularly difficult to form, such as titanium or high-strength alloys. To this end, Carlo Salvi cold-forming headers such as the motorized 248 E header can be fitted with a pre-heating system and used as hot-forming headers.

The innovation of the company is an important factor in its success worldwide. Starting with stainless steel, the developers have always had additional special types of steel

on their agenda, and the aerospace industry has important special requirements that are incorporated in the Carlo Salvi product developments. As an example of this, the two-die four-blow header is a milestone in development. It is available as part of the product range in scaled-up and scaled-down versions for machining a variety of wire diameters from 12.5 to 22 mm. The most important customers in this sector supply aircraft manufacturers such as Boeing and Embraer.



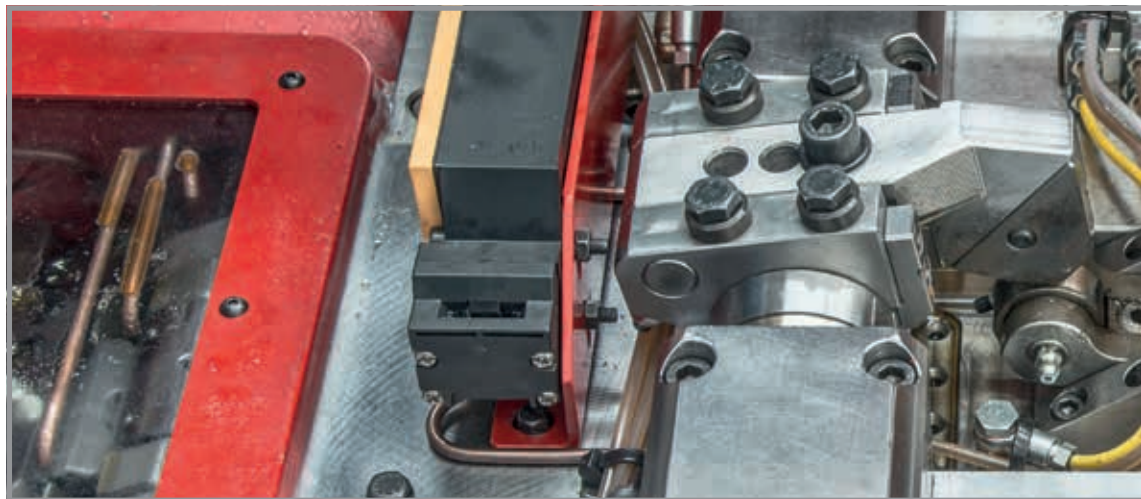


*The 1300 m<sup>2</sup> Carlo Salvi site is just meters away from Lake Garlate.*

### **THE SERVICE SECTOR IS BECOMING INCREASINGLY IMPORTANT**

While technical solutions may have been at the forefront of business in the previous century, additional services are now equally important in determining the success of a company. The relevant developments at Carlo Salvi began with the era of CEO Sergio Ziotti. He acquired Carlo Salvi in 1994 following the death of its founder, and from 1995 onwards he has been committed to renewing the company, which is at the forefront of technology and is based in Garlate, to the south of Lake Como. To this end, further development of the company was planned and, from 2002, production was expanded and modernized. The second phase followed in 2005. In 2014,

Carlo Salvi acquired a partner company, a supplier which had previously contributed the electrical and electronic systems of the machines. This important strategic step safeguarded further production of modern machines. An even more important step, however, was starting to provide high-quality customer services that can be offered upon acceptance. In October 2015, the further development of the company was concluded for the time being with the addition of a 1300 m<sup>2</sup> building. Alongside this, the company stepped up its marketing activities and positioned itself as the main sponsor for the world conference for fastening technology, Fasteners Meetaly, which was held for the first time on the company's doorstep in Milan in





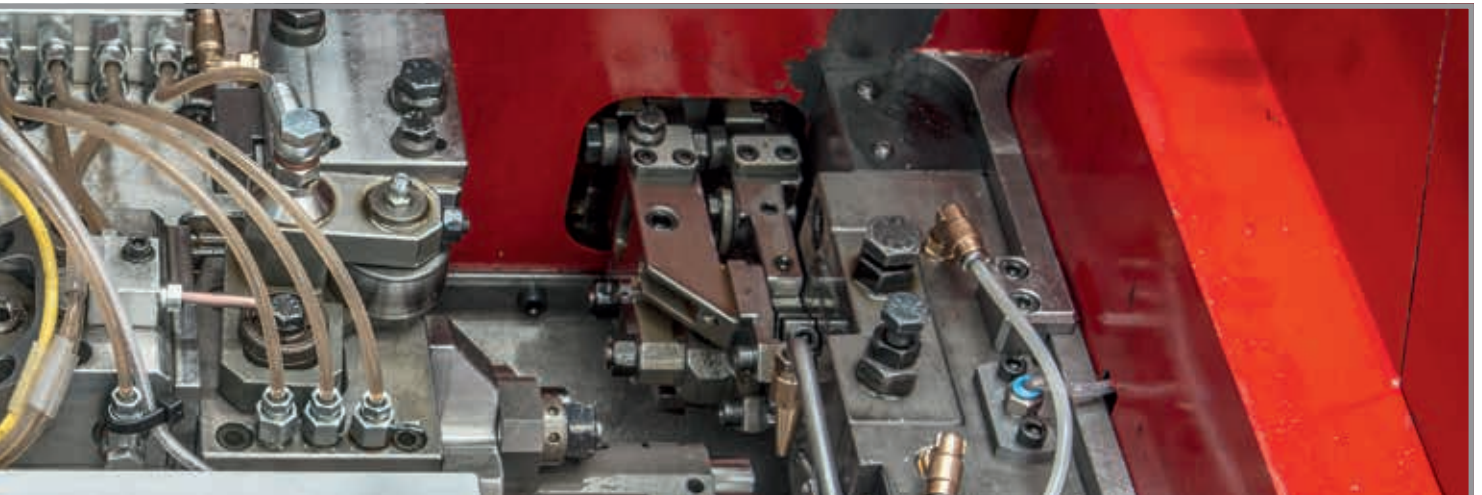


2015. Today, Carlo Salvi has supplied over 3000 machines worldwide and offers a wide selection of cold heading machines for wire diameters from 0.8 mm to 22 mm. The Italian company guarantees supply of spare parts within 24 hours worldwide. With its branches in England, in the USA and in China, the company is also represented in important core markets.

#### **SECURING THE FUTURE OF THE COMPANY WITHOUT A SUCCESSOR**

In order to secure the future of Carlo Salvi, Sergio Ziotti searched for an excellent and fair business partner. The company came to an agreement with Hatebur, and in April 2016 the Swiss company took over Carlo Salvi as a modern company

for the production of high-performance, high-tech machines. This union will enable the two companies to further build upon their strong position, and their markets complement each other perfectly in terms of their geographical position. This will open up new markets and applications and provide a lasting boost to Hatebur's cold-forming technology. With a total of almost 250 employees and a strong sales and service network operating across the world, this merger will enable the company to offer solutions and customer benefits across all temperature ranges for horizontal forming technology, all from a single group.





## TRADE FAIRS/EVENTS

### ACTIVITIES IN INDIA

The representative of Hatebur in India, Chrystec Machine Tools Pvt. Ltd., had its own stand at the Imtex Forming/Tooltech 2016 exhibition and presented Hatebur forming machines to an interested crowd. The trade fair took place in Bangalore between January 21st and 26th, 2016. In addition, a presentation given by Norbert Joechl from Hatebur helped to spread awareness of Hatebur's participation in the trade fair. It was encouraging to see how many interested parties and customers visited the Hatebur and Chrystec stand during the event.

### ACTIVITIES IN GERMANY

The wire trade fair was held between April 4th and 8th, 2016 in Düsseldorf. Hatebur took part with its own stand and was pleased to take the opportunity to announce the takeover of Carlo Salvi S.p.A. at the press conference on April 5th.

The Hannover Messe trade fair was held between April 25th and 29th. Hatebur took part in the trade fair as a member of the Industrieverband Massivumformung e.V. industrial association. It was particularly positive, given Hatebur's long absence as an exhibitor at the Hannover Messe, to see the interest of customers and interested parties face-to-face and to engage in deep discussions in order to provide more information about Swiss hot rolling technology.

### ACTIVITIES IN KOREA

The 17th Seoul International Manufacturing Technology Show (SIMTOS) was held between April 13th and 17th, 2016 in the KINTEX exhibition center in Seoul. 800 companies took part in the trade fair with 5000 stands, providing information about the latest technologies and machines to the over 100,000 attendees over the course of the five-day event. Hatebur was represented by SQ Tech Corp., which had its own stand at the event in order to inform interested parties and customers in person about Swiss forming machines.

### ACTIVITIES IN CHINA

The first Asia Service Training event was held from May 10th to 13th, 2016 in Shanghai. A total of 11 service technicians from our subsidiaries and representatives in Japan, Korea, Thailand and China met at the event in Shanghai to share their experiences and receive further training. The participants were also given first-hand information about the Carlo Salvi product range.

### VISIT HATEBUR

#### ■ IN CHINA

The China International Bearing Industry Exhibition will take place in China from September 20th to 23rd. The Hatebur subsidiary (Shanghai) Technology Co. Ltd. will once again welcome important decision makers from the Asian forming industry to its own stand.

#### ■ IN JAPAN

The ASIAFORGE Meeting will be held from November 7th to 11th in Tokyo. Hatebur Japan K.K. employees will have their own stand for welcoming visitors, and look forward to meeting many attendees.

#### ■ IN THAILAND

Hatebur will be represented at the 30th Metalex in Bangkok, Thailand from November 23rd to 26th by Munger Machine Tool, who will explain Hatebur hot and cold forming machines to visitors and provide information about horizontal forming technology.

We hope to get the opportunity to greet you at our stand during this fair.