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# Personal



**Dear business friends,**

The world has always been complex.

What we are currently experiencing, however, is many times more challenging: Little by little, the borders are opening and the first face-to-face contact is becoming possible again in some countries. Yet these important, cautious steps towards reopening are offset by significant challenges facing global supply chains in the automotive industry, which we are noticing in our daily work.

In periods when travel has been restricted or impossible, we have had to work with our customers to find creative ways to stay one step ahead of the pandemic. For example, we successfully carried out a virtual preliminary acceptance test for our largest machine – the HM 75 – requiring skills that we could not have dreamed of until recently.

Let's follow our success story to a faraway region. We were allowed a peek behind the scenes at our Russian customer Konar in Chelyabinsk, close to the Ural Mountains. Here, nuts are manufactured from a huge range of case-hardened steels to high-alloyed steels on a new AMP 30 S, recently delivered and installed. Many of the parts manufactured on our machine are destined for large power supply projects in Russia.

We offer our hotformer customers simple ways to be more environmentally friendly. Our latest product, an oil processing system, allows customers to reduce their carbon footprint significantly.

You can read about the successful collaboration across cultural boundaries between Carlo Salvi and Hatebur in the report about manufacturing electrical cabinets for the Hatebur *HOTmatic* AMP 20 N and the AMP 30 S.

Have fun reading all of the articles!

Stay healthy. Kind regards

A handwritten signature in black ink, which reads "T. Christoffel". The signature is written in a cursive, flowing style.

**Thomas Christoffel, CEO**

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# Current

## 35 years working at Hatebur



Name: **Markus Moser**  
Position: **Mechanical engineer, University of Applied Sciences**  
At Hatebur: **Since May 1986**

During his time at Hatebur, Markus Moser has gained extensive knowledge of both cold and hot forming machines. His duties as a designer, and later as a team leader, included reworking the AMP 20 into the AMP 20 S, technical product responsibility for the AMP 20/AMP 30/AMP 40 and contributing to the new design of the HM 35. He was also closely involved in the development of the variblock for the AKP 4-5/3-5, as well as the development of the AKP 4-5 into the AKP 4-6.

Furthermore, he put his knowledge to use in the company with the introduction of the FEM method and as joint head of evaluation and introduction of new CAD software (NX/TC), as well as with the NewMatic project.

## 30 years working at Hatebur



Name: **Christoph Pergher**  
Position: **Head of Development and member of the management team**  
At Hatebur: **Since October 1991**

Christoph Pergher joined the development team for our large *HOTmatic* machines as a young mechanical engineer. Over many years spent dedicated to Hatebur technology, he has worked on developments to the *HOTmatics* AMP 50 and AMP 70. By leading the development team for the smaller *HOTmatics* and studying business management, he gained the skills to tackle other challenges. Around the millennium, the departments of Electrical engineering, Machine technology and Customer-specific developments were merged into the Development unit, with Mr. Pergher entrusted with the position at the helm. He has been part of the management team since 2016 and completed the EMBA in Innovation Management in 2018, thereby broadening his horizons for overcoming current and future challenges.

Congratulations to Markus Moser and Christoph Pergher on their outstanding anniversaries and we look forward to continuing to work with you.

## How important are free trade agreements at Hatebur?

In an average year at the Hatebur Group, around 10,000 order items are supplied abroad using the five most commonly used free trade agreements. Free trade agreements are negotiated to promote trade between

two or more customs unions. By using these agreements, preferential tariffs (reducing customs duties up to waiving them altogether) can be implemented between the states.

A newer agreement, one that is important for the Swiss mechanical engineering industry, is the bilateral free trade agreement between Switzerland and China, which came into force in 2014. A significantly older agreement exists between Switzerland and the European Economic Community, dating back to January 1, 1973.

Use of individual agreements is subject to strict guidelines, which are specified in each agreement. The requirements differ depending on criteria and transaction specifications. They normally affect internal areas, such as the storage system, and apply to individual parts for further use on components, manufacture of complete machines and deliveries of individual parts.

The extensive experience of Hatebur specialists ensures that we can use free trade agreements, allowing us to supply customers all over the world at the lowest possible customs charges.

# Combining skills and capacities: Collaboration in building electrical cabinets

Text: Jürgen Fürst, SUXES GmbH

Images: Hatebur/Carlo Salvi S.p.A.

**Reinach** When two companies are consolidated, experts like to talk about synergies promising the best prospects. Skills and capacities were analyzed after the merger between Hatebur and Carlo Salvi in 2016. As a result, the Italians now manufacture electrical cabinets for the smaller machines from the Swiss range. A real success story.

The managers at Hatebur looked admiringly towards Garlate, Italy, after the integration of Carlo Salvi in 2016. The Italians were manufacturing their machines' electrical cabinets themselves, while the Swiss, after designing and drawing their electrical cabinets, had theirs manufactured externally. "Couldn't we provide a solution within the Group for our Hatebur machines too?" was the big question. No sooner said than done. After analyzing skills, capacities and possibilities, electrical cabinets for some Hatebur machines are now manufactured in Garlate. This is how synergy works in a positive way.



*Making the most of positive synergies: Since 2020, Carlo Salvi has been manufacturing electrical cabinets for some of the Hatebur machines too.*





➤ Based on the parts lists, the experts from Carlo Salvi purchase components and cables from Reinach, position the electrical components, wire them and test the finished electrical cabinet in an in-house testing center.

#### Collaboration begins with two real tasks

Two specific machine orders were the starting point for this exemplary show of how to make the most of synergies within consolidated companies in the best way possible. A HOTmatic AMP 20 N for manufacturing cam lobes for camshafts was sent to the USA in early 2021. This recently developed press, with a total press capacity of 1500 kN, can produce 200 parts per minute with a diameter of up to 48 millimeters. Plus a HOTmatic AMP 30 S was sent to Russia last year. It is the durable workhorse for medium-sized forgings with a diameter of up to 67 millimeters and a production rate of up to 140 parts per minute.

After the division of labor for building electrical cabinets has been set out in concrete terms, the teams get to work. First on the to-do list is selecting the appropriate electrical cabinet. Hatebur designers then define the design according to the capacities required. Country-specific features and customer options are taken into consideration to do so.

#### South of the Alps, the electrical cabinets are assembled and tested

South of the Alps near Lake Como, the Carlo Salvi experts construct the electrical cabinets according to the electrical diagram from Hatebur. Based on the parts lists, they purchase components and cables from Reinach, position the electrical components, wire them and test the finished electrical cabinet in an in-house testing center.

Managers at both companies are constantly in close contact throughout the process, meaning they can clarify project issues quickly and unbureaucratically, as well as eliminate potential problems early on.

For the Italians, building an electrical cabinet is routine – Carlo Salvi has always been self-sufficient with regard to electrical technology. For example, coldformers like these are used for manufacturing screws or rivets, always supplied with an electrical cabinet built in-house. The electrical cabinets are assembled, configured, fitted and tested before they are sent to the customer with the machine. This is now a successful process for some of the Hatebur machines too.

#### Skills and equipment on hand

The electrical warehouse manager at Carlo Salvi first identifies the necessary purchased parts with the department manager and selects suitable suppliers together with the Purchasing department in Switzerland.

The assembly manager implements the circuit diagram and plans the important identification of electrical connectors and components. As soon as the ordered material arrives, the conductors and boards are marked with special labels. These are made in-house and are based on the specifications in the circuit diagram.

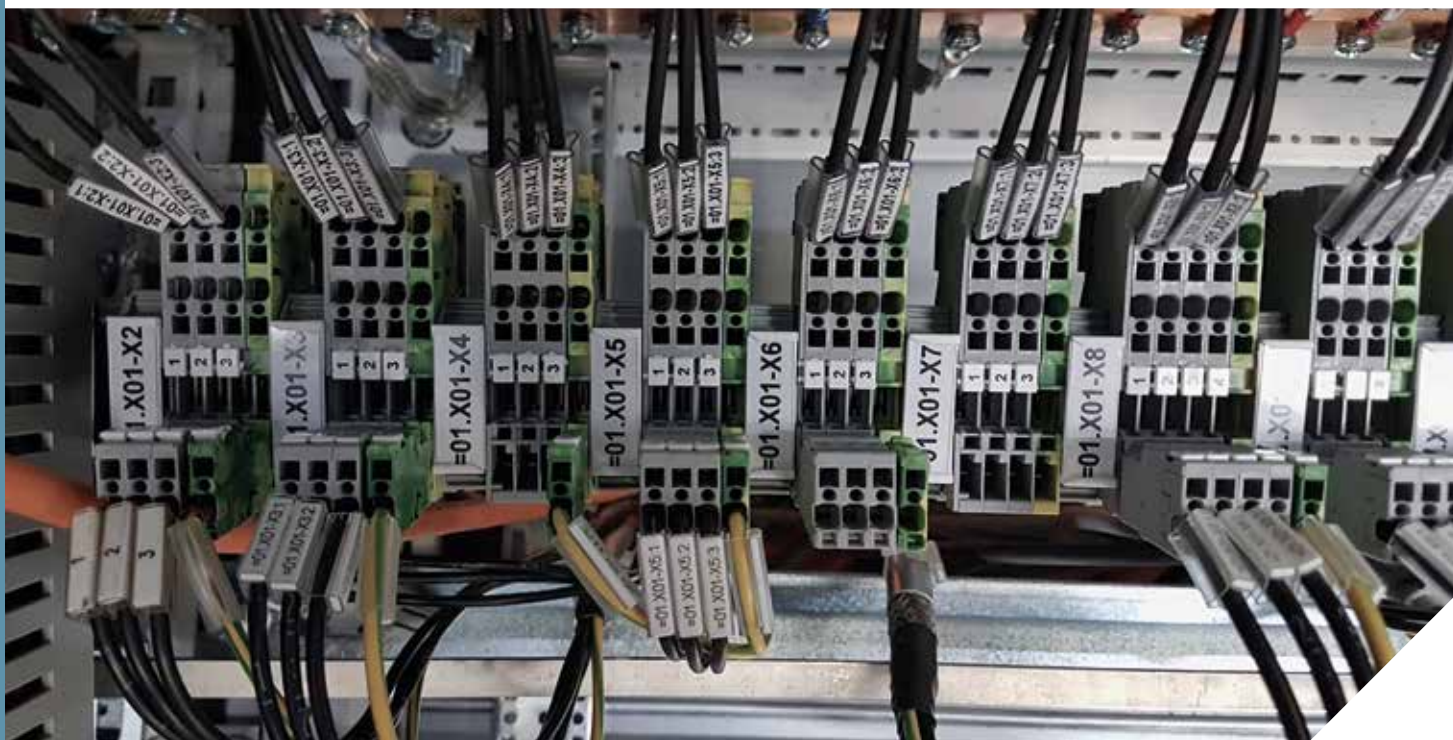
In the assembly phase, technicians and electricians contribute their knowledge regarding diagrams, components, labels and electrical connections. The Carlo Salvi technical specialists can also process sheet metal with the manufacture of brackets, dividing walls and similar in-house. Together with manual expertise, a great deal of dedication, determination and close collaboration with Hatebur colleagues, the result is a recipe for success with potential for the future.

#### Learning phase and digitalization facilitate teamwork – even in challenging times

Maurizio Colombo from the Electrical services department enjoys telling the story of how it all began: “When we were asked whether we wanted to be involved in this project, we got excited about it immediately.” In order to develop a mutual understanding of the procedure and features of Hatebur circuit diagrams, the Carlo Salvi experts first traveled to the Hatebur assembly plant in Brugg in summer 2020. “That was very important and fostered collaboration with our Hatebur colleagues, expanding both our knowledge and vision,” remembers Maurizio Colombo. Most importantly, it helped to overcome the initial language barriers. “Understanding the specialist terminology in a for-



⬆ During the coronavirus pandemic, all of the Hatebur Group's digitalization systems were implemented to perform a remote inspection of electrical cabinets.



⬆ To ensure correct identification of all connections, these must be clearly marked.

foreign language and translating it was often a huge challenge. But thanks to exceptional teamwork, we were always able to sort out anything that wasn't clear."

The coronavirus pandemic made things even more difficult, since face-to-face meetings were often not permitted. Yet Maurizio finds words of praise here too. "In these challenging times, as the Hatebur Group we implemented all of the company's digitalization systems. The option to inspect the electrical cabinets remotely with our Swiss colleagues was a great help."

#### **Synergies in a positive way**

Since capacities at Carlo Salvi were available with sufficient notice and timely planning, one thing is clear to see from this example: When two experienced and healthy companies merge, synergies can be achieved with an overwhelmingly positive and creative effect.

# Daunert – new representative in Spain and Portugal

Since mid 2021, our representation in Spain has acquired a new, distinguished and recognisable image with Daunert, Maquinas-Herramientas, S.A.

Daunert has more than 100 years of experience in the machine tool sector and stands out for offering the leading brands of machine tools and accessories worldwide, as well as their preventive maintenance. This offer is applied to automotive, aeronautics, medical prosthesis and railways, among others.

The company is based in Cornellá de Llobregat and is one of the oldest companies in Spain and Europe in the metalworking sector.

It was founded in 1917 by Maximilian Daunert, of German descent, and is now run by the fourth direct generation of the family. The Catalan company is present in Spain, Portugal, Switzerland and Mexico.

Daunert's approach is based on the constant search for the best and latest machine tool technology worldwide and the development of new products according to market needs, and that is why it has relied on Hatebur.

Hatebur knows that Daunert's goal is to continuously develop the innovation. This is also the basis of the exclusive agreement between the two companies. Hatebur has always valued a highly qualified service for its clients and this is appreciated.

This shows that it has put its trust in DAUNERT which is focused on making progress in an energy saving and efficiency plan to improve the productivity and profitability of its customers. Many companies would like to have maintenance teams that are skilled and knowledgeable about what is involved and

Daunert certainly has all the skills and qualities required.

Within the Daunert organisation, Mr Angel Bravo, with more than 15 years of experience at Daunert and in charge of forging and stamping solutions, will be responsible for new projects, and will also be the Hatebur spare parts coordinator in Spain.

Hatebur is pleased about this cooperation with Daunert and is sure, this will be of benefit for our customers as well as both companies.

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# Material saving – forging wheel bearings

Text: **Kim Weber**

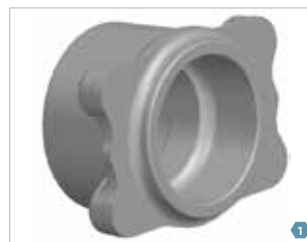
Images: **Hatebur**

**Reinach** — With minimal use of raw materials, the greatest potential for cost savings on a forging and consistent component quality are achieved on Hatebur *HOTmatic* machines.

Lightweight construction of a wide variety of vehicles has become an established part of the market nowadays. Moreover, raw material costs account for around half of the costs of a finished part. To be able to remain competitive on the market and meet sustainability requirements, Hatebur designs the suitable forging using the simulation software Forge, depending on the finished part – near to net shape.

Particular attention here is paid to the use of raw materials in the wheel bearing “flash”. In most cases, the excess material – known as flash in the forging industry – is detached and separated from the forging in the Hatebur *HOTmatic*. In order to ensure that the form of the highly complex geometries is filled and transported correctly, a flash is required when forging. The reduced flash is adapted precisely to the optimal volume distribution of the part, tool loads and transport surfaces. After making full use of the machine kinematics, even the transport surfaces on the flash can be dispensed with, depending on the part geometry, and are transported directly on the part shank. What’s more, the material additions and drafts of dies on the forging can be reduced to lower the weight even further.

Make the most of your machine’s potential – talk to your Hatebur contact!



- 1 Finished forged part after leaving the machine.
- 2 Flash of a forged part.
- 3 Simulation of a forged part, before stamping and separation.
- 4 Simulation of a forged part, before stamping and separation.

# HM 75 factory acceptance test – possible for large machines remotely too

Text: Daniel Krieg  
Images: Hatebur

**Reinach** A Hatebur HOTmatic HM 75 XL horizontal forging machine is ready for its factory acceptance test at the Swiss assembly plant in Brugg.

The factory acceptance test for our machines is linked to contractual commercial milestones, i.e. payment terms and machine delivery.

Before the pandemic, the customer was generally on site for the one- or two-day factory acceptance test and the scope of delivery was checked together using a checklist. The

most recent factory acceptance tests have taken place either using live online transmission to the customer or, if requested, the scope of delivery is photographed and illustrated and documented in the acceptance checklist. The machine's test run is then filmed. The illustrated checklist is then sent to the customer. As soon as the counter-signed checklist has been sent back to Hatebur, dispatch preparations begin for machine delivery.

*A Hatebur HOTmatic HM 75 XL horizontal forging machine is ready for its factory acceptance test at the Swiss assembly plant.*





Our factory acceptance tests are less differentiated between large and small machines. However, a demonstration production process with a sample part is possible and common for cold machines. Since the bar heaters and tool cooling on our large machines are only installed at the customer's site, test production is not possible. A demonstration of the machine during an idle run and at maximum production speed is shown to the customer.

For some machine projects, the differences in power frequency and voltage in global power grids mean that auxiliary drives and peripheral drive motors – in accordance with the Swiss grid standard – are used for the construction and factory acceptance test of our machines. The electronic equipment, ordered specifically for the customer and country, is installed shortly before delivery and only commissioned on the customer's site.

Since Hatebur supplies its machines worldwide in all language regions, the machine handling information and machine documentation is also translated into the language of the relevant country.

Customer tool training, which before the pandemic took place at the same time as the factory acceptance test at Hatebur in Switzerland, is now carried out online. Our customers all over the world appreciate this flexibility from Hatebur, and there have certainly been many advantages from online training. Time-shifted online training at off-peak times, for example, can result in pre- or post-processing time gaps, which may be beneficial to both parties.

Maintenance and operator training can easily be carried out on site during and after machine commissioning at the customer's site. In this way, there are positives for our customers resulting from the adapted situation, such as cost-effective processing of the factory acceptance test and customer training, since no extra costs are incurred for travel, accommodation and food for the team. This can also be seen as a contribution toward climate protection.

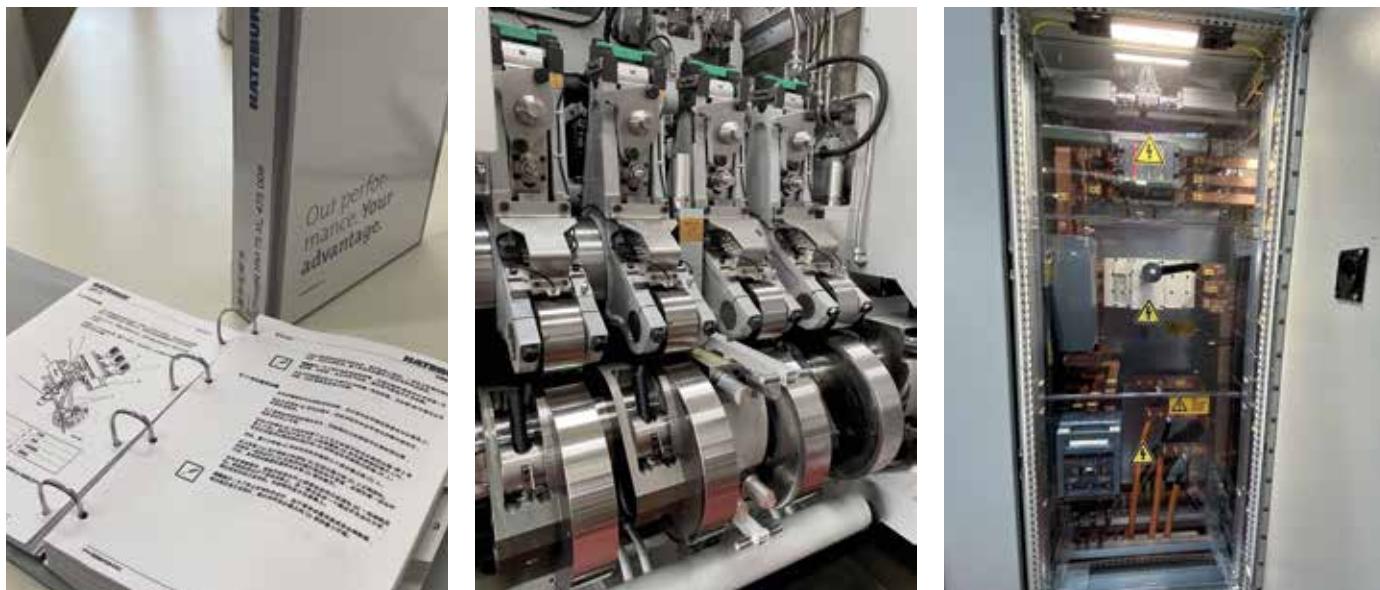
However, we are of course also looking forward to the time when we can once again carry out the acceptance test in the assembly plant in the presence of our customers.

📍 *The HM 75 XL main drive.*

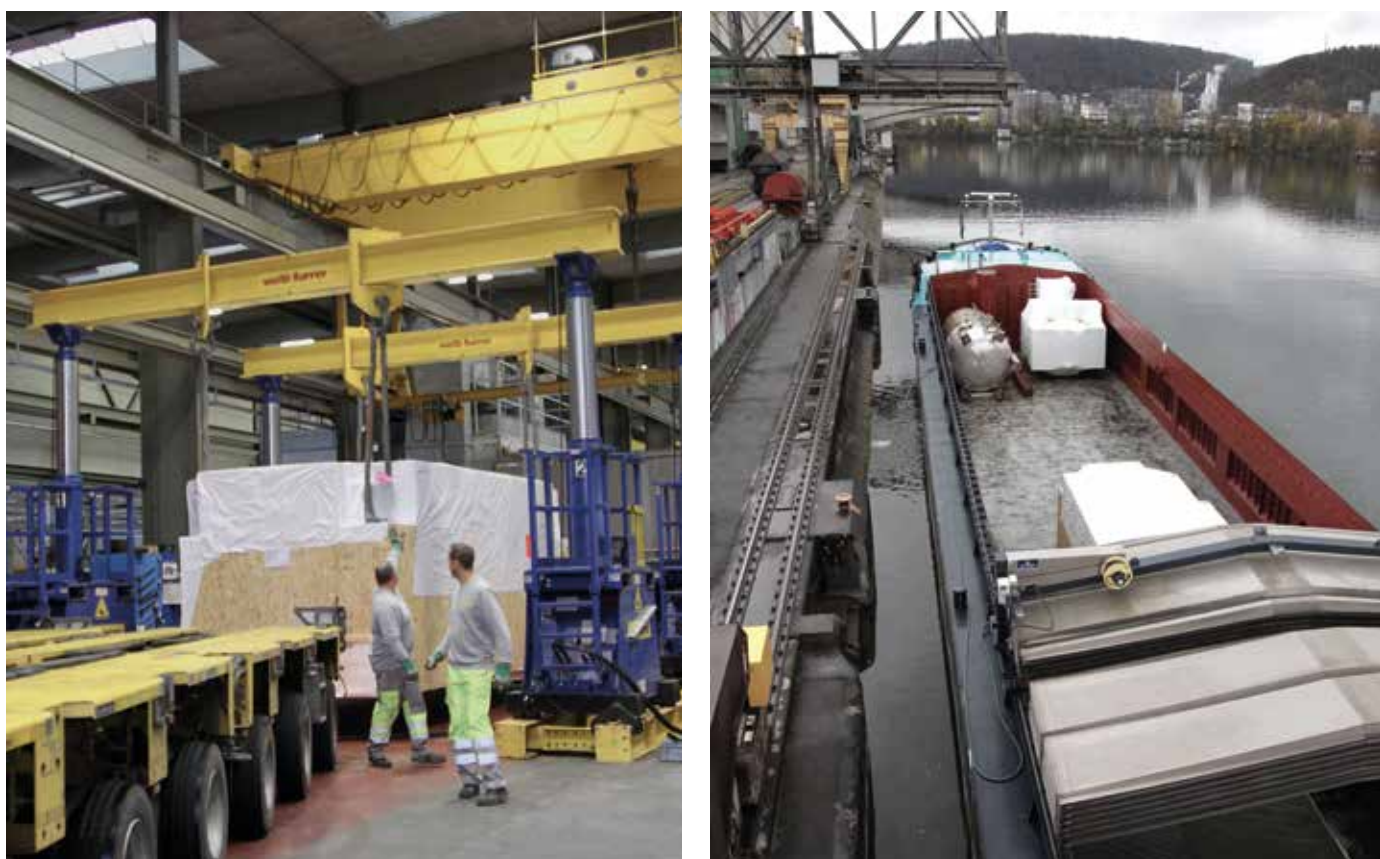


📍 *The control desk.*





Left to right: Machine documentation in Chinese, die ejectors, electrical cabinet main power supply and machine main switch.



Loading the HOTmatic HM 75 XL onto the heavy-duty truck and transporting it to the Port of Birsfelden on the Rhine, where the machine is loaded onto an inland cargo ship that navigates the Rhine and is shipped to Rotterdam. From there, it continues overseas.



[Link to video of the HOTmatic HM 75.](#)

# Environmental protection and cost reduction: Equipment for oil processing developed in-house

Text: Jürgen Fürst, SUXES GmbH

Images: Hatebur

**Reinach** In order for the high-performance Hatebur forming systems to produce parts smoothly in continuous operation, the movable functional units must always be lubricated. What a shame that afterwards the lubricating oil is waste oil. Now, with its new system for oil processing, Hatebur is providing an effective improvement. Around 90 percent of waste oil can be reused afterwards. In addition to active environmental protection and a significant reduction in CO<sub>2</sub> emissions, handling effort and additional costs are also reduced.

When Hatebur presses are working flat out, there is often a large number of pieces or a broad range of parts – or both. Theoretically, operating the presses in 24/7 continuous mode, for example, at a rate of up to 80 parts per minute often produces tens of millions of reliably formed forgings by the end of the production year. High-performance lubricating oils are a must for the bars to be fed in smoothly with the loader and transported through the three to four forming stations. The lubricating oils are supplied to the movable parts from the systems' storage tank.

#### **A tanker truck full of waste lubricating oil**

However, at a consumption rate of around ten liters of lubricating oil per hour, the tank already has to be refilled before a 24/7 production week is up. This is done either by stationary top-up with pumps or constant back-feed via a central line system, requiring new original oil and incurring substantial costs.

Waste oil is often disposed of after the first separation – now that sustainability and environmental awareness are high on the agenda, this is increasingly something to be criticized globally. But it doesn't make sense from a cost perspective either, since the total amount of waste oil over one year from one system adds up to 40,000 liters – a whole tanker truck full. Some users send the oil to be reprocessed externally. Certainly a practical solution, yet this results in many unnecessary journeys, not to mention costs, as well as the time and effort and handling of the waste oil.

#### **“Around 90 percent of the oil can be reused after processing”**

With a reprocessing system newly designed by Hatebur for waste lubricating oil, system operators can now do this themselves directly on site. “Using a three-phase centrifuge and a fine filter, around 90 percent of waste lubricating oil can be reprocessed for another process-reliable use,” affirms Wolfgang Müller. The mechanical engineer must be certain, since as the Team leader customer specific development at Hatebur, he has developed, designed and tested the equipment with his team of seven.

#### **Foreign substances significantly affect the oil while working**

When the hotformer is working in continuous operation, temperatures reach up to 1200 °C in the forming tools next to the loading and transport unit. No wonder that cin-

ders are produced, which then mix with the lubricating oil. Furthermore, the oil mixes with water and the cooling lubricant that is used in the forming area. It is primarily the forging additives in the cooling lubricant of the second cooling circuit that cause problems for the lubricating oil. This means that around ten liters of precious high-quality oil have to be ejected from the cooling circuit per hour. Now it is clear to see how this adds up to 40,000 liters per year, which is generally separated, then disposed of. "Processing arranged by the customer was not a possibility before, since we could no longer uphold our warranty for our high-performance systems," says Müller. There was as yet no efficient processing system on the market that considered all critical aspects. Yet there was still demand for processing on the market, which was expressed again and again, particularly at Hatebur user meetings.

#### **Desire for processing always there**

Müller describes the early stages: "After we had addressed the topic of processing large amounts of lubricating oil, we did a great deal of thinking about an elegant solution." The development work led to the Hatebur oil

processing equipment. There is the option to order it as initial equipment as part of an order for a new system. However, it can also be retrofitted. With a small machine footprint and dimensions of 2000 x 2000 x 1800 millimeters, the equipment is compact, so there will be space for it in existing situations. It can be attached directly in line with a press, but equally can be installed centrally to supply several systems. Hatebur supports customers with decision-making, installation and commissioning. "We are seeing great demand worldwide primarily for retrofitting to existing system," says Müller.

#### **Processed lubricating oil valid with warranty**

So that the used lubricating oil is just as efficient after processing as before, this in-house development offers several features. Firstly, the used oil is heated to 80–85 °C. Next, the centrifuge spins out solids, other oil particles and water in three stages. To do so, the centrifuge rotates at up to 10,000 revolutions per minute. The impurities can account for up to 15 percent solids and 30 percent water, as well as 0.1 percent forging additives. As soon as the solids have been separated from the liquids, the liquids are permanently ejected.

*The oil processing system before adaptations to the individual requirements of the customer.*



To do so, centripetal pumps effectively suction liquid phases, separated according to their specific weight. Valves at the outlets regulate the counterpressure. Thanks to this regulation, users achieve the correct positioning of the liquid boundary area inside the drum, thereby optimizing the separation performance.

In this process, the centrifuge works as a self cleaning separator. Electricity consumption and shearing forces are taken into account during acceleration and the operation runs accordingly in an optimized manner. The system also monitors formation of emulsions and controls the speeds so that no emulsions can form. As soon as the solids have been separated from the liquids, they are collected in a collection container, which can be partly emptied during continuous operation. Continuous operation stops to empty the container fully. The PLC controls the operations in a fully automated manner.

#### **Capacity for oil processing for several systems**

The oil, which has already been thoroughly cleaned, then passes through a fine filter. This filter

with its extremely fine-mesh sieve filters out forging additives and other unwanted substances, plus more. The highly emulsifying forging additives from the cooling lubricant circuit in the forming units are generally what make processing a challenging task. "The suppliers known to us in the market were not successful with this," says Müller. Hatebur achieves this using a de-emulsifying low-pass filter and, as a result, the Hatebur system overcomes the overall complexity of the challenges in processing. With an output of 50 liters per hour, the oil processing equipment has more than sufficient capacity to process the waste lubricating oil for several systems simultaneously. After the operations, the processed oil is measured for moisture and particles and another process is started if required. The filter and centrifuge are also monitored. For these, there is a cleaning program which runs autonomously, regularly and automatically so that the equipment is almost completely self-sufficient and can be operated with very little maintenance required. Finally, the reusable lubricating oil is fed through a heat exchanger to cool it down again.

#### **Protecting the environment and lowering costs**

It's good news for the environment that the new Hatebur oil processing equipment means that up to 40,000 liters of waste oil per year and forging system no longer have to be disposed of. But that's not all: Since responsible system operators can provide their Purchasing department with the attractive possibility of five-figure savings and a payback time of within one to two years, the budget analysts will also be satisfied.

Contact us and benefit from an **individual consultation:**  
Tel. +41 (0) 61 716 21 11 or  
[service@hatebur.com](mailto:service@hatebur.com).

### Facts and figures

Reusable oil	90 percent thanks to three-phase centrifuge and fine filter
Oil used per year	Up to 40,000 liters depending on machine type
Processing capacity	50 liters of oil per hour
Substances to be filtered out	Solids, water, forging additives
Monitoring	Fully automated
System dimensions	2000 × 2000 × 1800 mm

# Interview

Name: **Maurizio Colombo**  
 Position: **Head of Electrical Department**  
 Employed at Carlo Salvi: **Since 2014**



**Garlate** \_\_\_\_\_ **What is your position at Carlo Salvi? How long have you been working for Carlo Salvi?**

I am the Head of the Electrical Department at Carlo Salvi. I have been working here since 2014. Before this date, the company did not have an internal electrical department and I worked for the external company that operated the systems on its behalf and which was then acquired.

**Did you always have this role at Carlo Salvi or did you perform other tasks before?**

When I joined Carlo Salvi I held the role of programmer and tester. Over the years, I have gained more experience and responsibilities, up to fill the current role.

**What training and further education did you do?**

Concerning my training, I have a diploma from vocational school. Over the years I have attended many training courses which have proved useful on the practical side of the job. Despite everything, however, I must admit that the practice and all the problems encountered were the real "gym" for me.

**Did you already know Carlo Salvi and their machines before you took up the job?**

Yes, ever since I started working I have always had to deal with Carlo Salvi machines.

**Which tasks are part of your daily programme?**

During my working day I carry out different tasks: Upon arrival of the order, I organise the work and the activities for the colleagues. I support the customers and help them solve problems that arise. I also collaborate on new projects and the creation of new software.

**What is your favourite job and why?**

My favourite job is developing new software. I find it very stimulating and it allows me to always learn something new.

**Are you part of a larger team or do you work alone in your area of responsibility? Or do you have more contact with customers or suppliers?**

Currently two guys collaborate with me in my area of responsibility. I manage contacts with both suppliers and customers.

**What was your experience with working together with people from Hatebur to assemble the control cabinet for the Swiss company?**

I value this experience very much. A beautiful synergy was established between the two work teams that allowed us to overcome even language barriers and obtain a very good result.

**What was the most interesting part of this project?**

Without a doubt the use of digital tools that have been fundamental in supporting the teamwork even at a distance in a difficult period such as that of the pandemic. It was really interesting to see how these tools can be so powerful.

**Are you married and do you have children? If so, how old are the children?**

I am married and we have two children. Our daughter is 14 years old, the second is a boy who is 12 years old.

**What do you do in your free time? Do you have hobbies?**

In my free time I really enjoy traveling, visiting and discovering new places. Also, among my hobbies is football; I am the coach of a boy's team.

11/08–11/10/2021

### Fastener Fair USA

Location: **Cleveland, USA**  
Company: **Carlo Salvi S.p.A.**

From November 8–10, the Fastener Fair USA took place in the halls of the Huntington Convention Center in Cleveland. It is the fastest growing trade fair and conference event for the fastening elements sector and production areas it serves. The trade fair offers the whole supply chain a unique opportunity to meet, collaborate and network.

Carlo Salvi also took the chance to talk to customers and interested parties in person again at a booth.

11/05–11/10/2021

### CIIE (China International Import Expo 2021)

Location: **Shanghai, China**  
Company: **Carlo Salvi S.p.A.**

The China International Import Expo (CIIE), which has run since 2018, took place in the National Exhibition and Convention Center in Shanghai. For the Chinese government, the event is an important way to support the liberalization of trade and economic globalization, as well as actively open up the Chinese market to the world. It enables countries and regions across the globe to strengthen economic cooperation and trade, and to promote global trade and worldwide eco-

nomical growth, as well as opening up the global economy.

Carlo Salvi (Guangzhou) Machinery and Equipment Co., Ltd. was represented at the trade fair with a booth and was delighted to meet interested parties and visitors in person.

### Postponed to June 2022: IFS (International Fastener Show) China

Location: **Shanghai, China**  
Company: **Carlo Salvi S.p.A.**

The organizational committee of IFS China has decided to postpone the IFS, originally intended to take place on November 14–16, 2021, to June 2022. In doing so, the organizer is taking into account the overall situation of national prevention and control of COVID-19, as well as local conditions.

The health and safety of all participants is the top priority. The current regulations regarding prevention of infection and the associated control measures would have been an inconvenience to all. Therefore, the IFS will take place from June 1–3, 2022, in the same event location in the Shanghai World Expo Exhibition and Convention Center.

Carlo Salvi hopes that safe and successful participation will be possible next year.

### Postponed to March 2022: Thai Metalex

Location: **Bangkok, Thailand**  
Company: **Hatebur and Carlo Salvi**

On the advice of the government and health authorities, the trade fair organizer has decided to postpone Metalex 2021. It would have taken place in November in the Bangkok International Trade & Exhibition Center (BITEC). The event has now been postponed to March 2022. In the same year, the regular Metalex 2022 will take place from November 16–19.

Hatebur will participate in the Thai Metalex in November 2022 with its representative, Munger Machine Tool. We very much hope to be able to meet our customers and interested parties in person again.

10/26–10/28/2021

## Forge Fair USA

Location: TCF Center, Detroit, USA

Company: Hatebur Umformmaschinen AG

Trade fair highlight: AMP 20 N/Service

Text: Hatebur

Images: Hatebur

After a long period without direct contact with customers and without any trade fair appearances, it was a real delight to talk to specialist colleagues again at the Forge Fair in Detroit. Hatebur was present with a booth at the trade fair, represented by Forging Equipment Solutions.

The Forge Fair is North America's largest event dedicated exclusively to the forging industry. Around 2000 forging specialists attend the trade fair from all over the world to find out about new products, make purchasing decisions and network. The event therefore offers suppliers and forges a platform to meet qualified potential customers.

At Hatebur, the focus was on the *HOTmatic* AMP 20 N machine. Using sample parts, potential applications were demonstrated on the compact, reliable hotformer. Another focus was the variety of services that Hatebur offers for its presses.

We would like to thank all visitors and look forward to more collaboration in the future.





# See us live!



Postponed

## IMTEX FORMING 2022

Location: **Bengaluru, India**  
Hall, booth: **4, C107**  
Company: **Hatebur**

05/23–05/27/2022

## Metalloobrabotka 2022

Location: **Moscow, Russia**  
Company: **Hatebur**

05/25/2022

## 6th Russian Symposium on Metalworking Technology 2022

Location: **Moscow, Russia**  
Company: **Hatebur**

06/20–06/24/2022

## wire 2022

Location: **Düsseldorf, Germany**  
Hall, booth: **16, A22**  
Company: **Hatebur and Carlo Salvi**

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

For the latest information about  
our participation at trade fairs,  
please visit  
[www.hatebur.com](http://www.hatebur.com) and  
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