

## Excellent service from the very beginning

**Every second year in April, the world of heavy-duty machine tool building focuses towards Beijing when the CIMT, one of the four most important trade fairs in the industry, opens its doors. This is not the only time that China is at the center of attention within the industry. In 2011, China accounted for 37 % of turnover in the heavy-duty machine tool industry. That makes the country an important market for sales – an important but challenging market.**

„We noticed several trends in China in recent years. On the one hand Chinese manufacturers increased their efforts to produce high-quality products”, says WaldrichSiegen President Dietmar Weiß. On the other hand the rise in personnel costs increases the pressure to be more productive in order to keep competitive. “In addition to that, we notice that different processes like milling and turning are integrated into one single heavy-duty machine”, adds President Dr. Stephan Witt. These developments have two consequences: the demands on machine tools have increased significantly and the Chinese companies concentrate and depend on WaldrichSiegen heavy-duty machine tools to meet these demands.

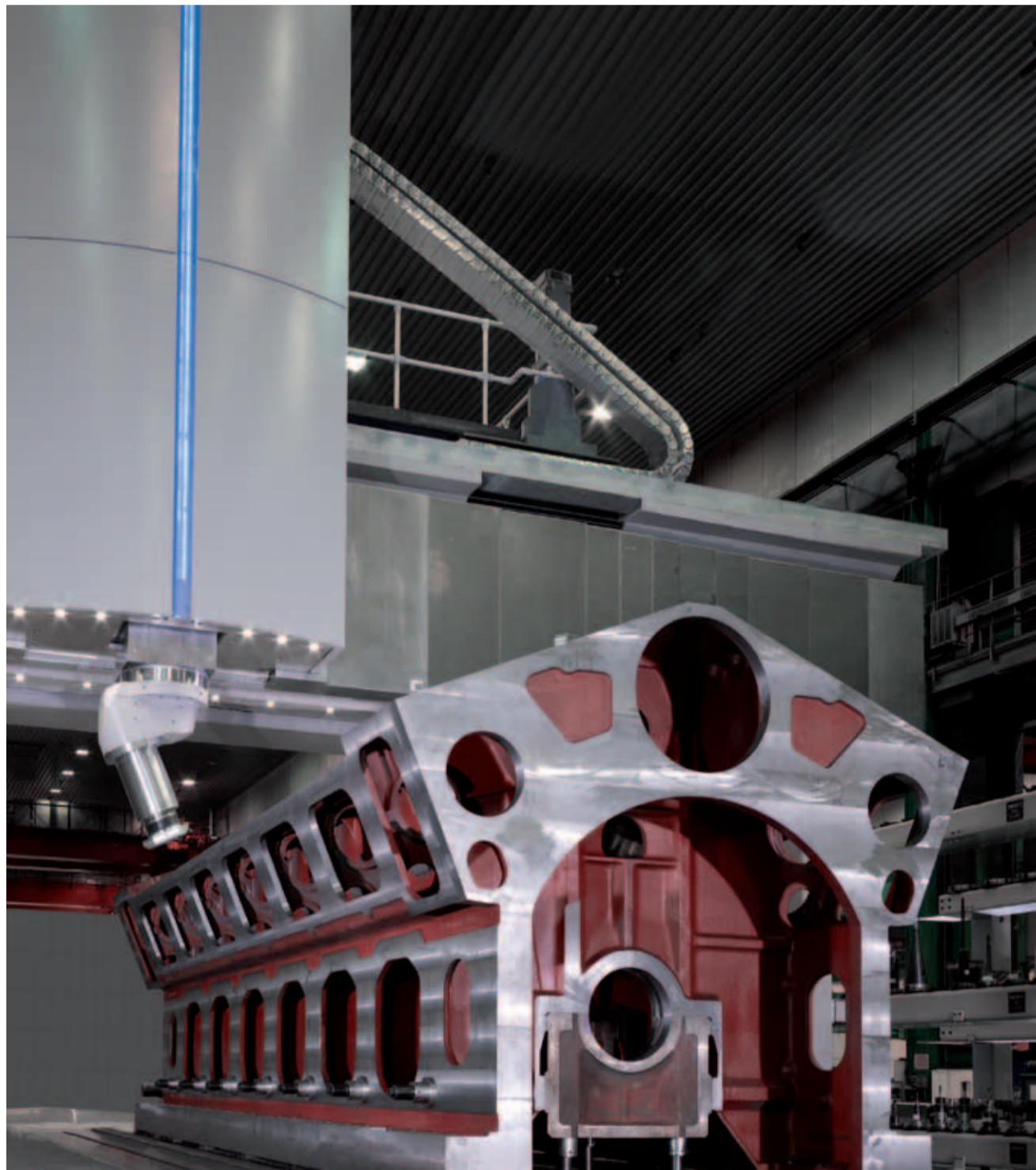
The recent sales success in China confirms this trend: Dongfang Heavy Machinery ordered a large ProfiMill with a gantry type design last year; a Profi-Turn was recently installed at Dongfang Turbine (see page 2); the commissioning of a ProfiMill has just taken place at Shanghai Machine Tool Works (SMTW) in February and two further Profi-Mill machines for Jinan Diesel Engine Co. Ltd. passed their

pre-acceptance tests at the WaldrichSiegen site in Burbach (Germany).

In addition to the machines' quality, precision and efficiency Dr. Stephan Witt sees the excellent service WaldrichSiegen offers the Chinese market as one of the reasons for the success. “With our production plant in Jiaxing and a sales office in Beijing, WaldrichSiegen has direct contact personnel within China throughout the life cycle of a machine – from sale to modernization. We also have Chinese employees at our German site who for example offer support to customers when they are in Germany for training at the machine.”

As in previous years, WaldrichSiegen exhibits at the CIMT in Beijing aiming to further intensify contact with the Chinese customers. They share a booth with their sister company Union-Chemnitz. After the purchase of this horizontal boring machine manufacturer in 2011, the companies within the HerkulesGroup can now offer a broader range of products. “Our customers' responses were more than positive. We can now offer boring machines to customers who are interested in a portal milling machine – everything from one source”, explains Dietmar Weiß.

In context of the joint projects with SMTW and Jinan Diesel Engine Co. Ltd. and with great interest from the Chinese customers, WaldrichSiegen organized a series of technology seminars within China in 2013. After presenting the latest technological innovations, the seminars will focus on the application of the WaldrichSiegen ProfiMill. The machines will be presented live in the customers' production



Precise and efficient – the ProfiMill for Jinan Diesel Engine Co. Ltd. during the pre-acceptance tests at the WaldrichSiegen site.

environment. “In addition to that Chinese users of our machines will talk about their experiences”, says Dr. Stephan Witt.

Both parties will profit from this

exchange of experiences: Our customers in China learn how to increase their productivity and the quality of their products. In return, WaldrichSiegen receives more information about the

changing requirements of the Chinese industry and thus can further optimize its machines in regard to those developments.



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## A new man at the top

President Dietmar Weiß managed the company with me for nearly a decade. During that time he acted far-sightedly and with great sense of responsibility. In January 2013, Dietmar Weiß withdrew from his position. His successor is Dr. Stephan Witt, who was until now Manager Mechanical Engineering.

When Dietmar talked to me about the succession for his position for the first time I would have liked to put that topic off for a long time. Dietmar Weiß managed the company with strategic vision and much energy since 2004. The success and the confidence his employees placed in him show his extensive know-how and the great merits for the company.

During his time at WaldrichSiegen, Dietmar Weiß was always a reliable partner – both for our customers and for me personally. As joint Presidents we weren't always in complete agreement but due to his constructive manner we always found a common denominator. On the one hand Dietmar Weiß is a WaldrichSiegen man to the core. On the other hand he is also a businessman who keeps the interests of the whole HerkulesGroup in mind.

Dietmar Weiß would not be Dietmar Weiß if he had not considered his succession carefully. He recommended appointing Dr. Stephan Witt as new President in the course of a succession plan. I gladly consented to this proposal. I came to appreciate Dr. Witt as a technologically competent and loyal manager. Both our customers and our employees trust him completely.

There was another factor that made this decision easier for me: Dietmar Weiß promised me he would continue to accompany WaldrichSiegen and support Dr. Stephan Witt to the best of his ability. He will work in the HerkulesGroup as Senior Vice President with power of attorney and President of UnionChemnitz.

Thus, we found a solution for that guarantees the continuity of the company in every respect. WaldrichSiegen sets out for a bright future.

**In January 2013, Dr. Stephan Witt became the new President of WaldrichSiegen. Before that, he was Manager Mechanical Engineering. He replaces Dietmar Weiß, who managed the company with Christoph Thoma since 2004.**

*Mr. Weiß, why is now the right time to step down as President?*

Dietmar Weiß: I made that decision a while ago in consultation with Mr. Thoma. Dr. Witt has been working at WaldrichSiegen for three years now and knows the company very well. As present, I can still support Dr. Witt and transfer my tasks to him in a structured manner. We agreed that this was the right solution at the right time.

*Why did you recommend Dr. Witt as your successor?*

Dietmar Weiß: On the one hand he was excellently trained at the laboratory of machine tools at RWTH University in Aachen/Germany. There, he was manager of the machine technology department at the machine tool technology institute. That makes him an absolute machine tool specialist. His personality is as important as his technological competence for the position as President. Our employees trust him and absolutely agree with our decision.

*Dr. Witt, Mr. Weiß still assists and advises you with his great experience. What can you learn from him?*

Dr. Stephan Witt: I think this well structured transfer of tasks is very important. In my previous job as Manager Mechanical Engineering I got to know the machinery very well and the processes in the company are familiar to me. Despite all that, I benefit from Mr. Weiß' support. He is a man of considerable experience especially in regard to sales and he managed the company very successfully. I'm glad he's still at my side.

*You start your job as President in times of economic struggle in the industry. Which strategies do you have to prepare WaldrichSiegen for the future?*

Dr. Stephan Witt: We seize the chance to further develop and optimize existing products at times of lower utilization. But we also develop completely new products for example a vertical lathe. Thus, we can offer a broad product range from one source – high-quality and high-performance machine concepts made in Germany WaldrichSiegen has been famous for 175 years.

*Mr. Weiß, from the future to the past. How would you summarize your time at WaldrichSiegen?*

Dietmar Weiß: In short: very interesting but also very challenging. It was a good time and we achieved many things. The teams at WaldrichSiegen and UnionChemnitz are well positioned. Mr. Thoma and I put WaldrichSiegen to a healthy financial basis and



Dr. Stephan Witt (l.) succeeds Dietmar Weiß (r.) as President of WaldrichSiegen.

we achieved a good balance regarding our technology, cost awareness and customer proximity. I believe this is a good combination. It is the reason why WaldrichSiegen is where it is today. And I believe we arranged

my succession at the right time. We can go from this generation to the next in an orderly manner.

*Mr. Weiß, Dr. Witt, thank you for the interview.*

## Precision times three

**WaldrichSiegen and China's largest turbine manufacturer Dongfang Turbine Co. have been partners for a long time. When a ProfiTurn was commissioned at Dongfang in 2012, it was the third WaldrichSiegen lathe for the Chinese company. In 1989, Dongfang ordered their first lathe from WaldrichSiegen and a second one in 2008. Both machines have run to the customer's complete satisfaction since their commissioning. They complete complex machining operations while achieving the highest precision and accuracy.**

Based on the machines' excellent quality and productivity, Dongfang opted again for WaldrichSiegen when they ordered a new lathe – a ProfiTurn 2500. Turbine rotors with a weight of 150 t, a diameter of 2,500 mm and a length of 15,000 mm are machined with highest accuracies.

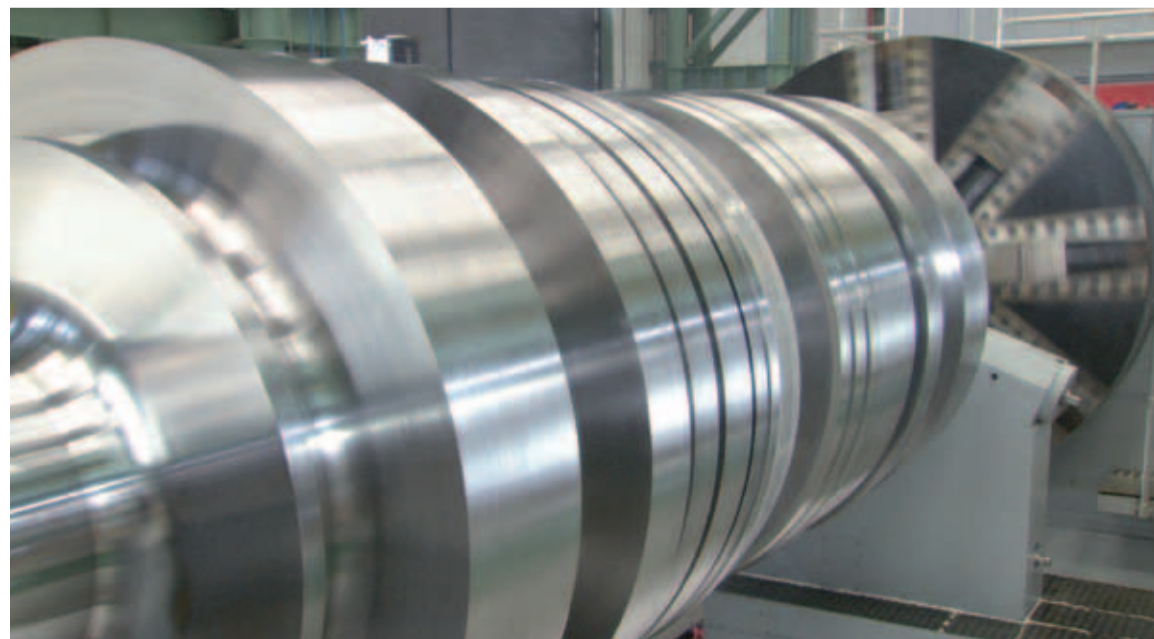
The ProfiTurn is part of a new beginning for Dongfang Turbine. Large portions of the Dongfang facilities were destroyed during a devastating earthquake in Sichuan in 2008. Several hundred

workers were killed and thousands injured during this tragedy.

Dongfang managed to relocate their production site from Hanwang to Deyang within two

years after this terrible stroke of fate. WaldrichSiegen is proud to contribute to Dongfang's success with the delivery of the ProfiTurn.

Stefan Elze



The WaldrichSiegen ProfiTurn stands for quality and precision.

# Made-to-measure concepts for made-to-measure engines



Portal milling machines of the ProfiMill series set new standards in terms of precision and performance – many renowned customers from all over the world made sure of that. Only a few years after re-designing the series WaldrichSiegen now can provide references for the ProfiMill within all important industries – the machine tool industry, power engineering industry, engine manufacturing industry and general machine construction industry.

Siegen production site in Burbach/Germany during the winter 2012/2013. After checking production quality and accuracies, two MAN 32 v-engines and two engine cases by JDEC were machined. Complying with all accuracy requirements, the ProfiMill will be a new center piece for production at JDEC and continue to produce work pieces with the highest quality in the most efficient manner. All the pre-acceptance tests contractually agreed were passed meeting the customer's full satisfaction.

One example is Jinan Diesel Engine Co. Ltd. They rely on WaldrichSiegen and the ProfiMill when machining gas engines. Two ProfiMills are going to be installed at JDEC in late summer of 2013. The order does not only include the delivery of two machines and the corresponding tools and clamping devices. It also included the development of the complete machining process, methods and programs.

A training course for the JDEC employees took place at the same time as the preliminary acceptance tests. Thus, the company can promptly begin with the production of high-quality engine cases after the commissioning of the ProfiMill.

Hubert Schuhen



The ProfiMill for JDEC was equipped with fully automated aggregate and tool changers.

Since the machining of engine blocks often includes areas which are difficult to access, the machine was equipped with extensive special components promoting machine efficiency – eight milling heads are smoothly interchanged by fully automated aggregate changers. An automatic tool changer with space for 192 tools was also integrated.

In order to minimize the commissioning time at the JDEC site, the machine underwent preliminary acceptance tests at the Waldrich-

#### ProfiMill for SMTW

Shanghai Machine Tool Works Ltd. (SMTW) also relies on the ProfiMill. With the ProfiMill, SMTW produces beds for grinding machines. You will find a detailed account in the next edition of our WaldrichSiegen newsletter.

# New generation of EDT machines for Japan

**A Japanese steel-maker set themselves the goal to become the best steel-maker in the world. In order to achieve this goal they rely on the innovative technology by WaldrichSiegen: They ordered a WaldrichSiegen ProfiTex 60S in January 2013.**

By purchasing the EDT machine, the Japanese steel-maker equip their roll shop with state-of-the-art texturing technology and increase its quality and productivity. They will machine roughly 200 rolls each month with the ProfiTex.

The customer already uses WaldrichSiegen texturing technology in three other plants. Based on those positive experiences, they now also rely on the excellent quality of the EDT machine a fourth plant where they produce steel tubes, high-quality products made of steel bars and flat steel for the automotive industry.

The repeated orders illustrate a trend at the Japanese market: In order to remain competitive on an international level, the Japanese steel industry increases the demands on steel surfaces. In cooperation with trading partner Mitsui-Bussan WaldrichSiegen and its texturing technology replaced the more expensive and less reliable sand blasting machines for machining sheets of metal in Japanese steelworks. By selling another ProfiTex to Japan WaldrichSiegen confirms its position as market leader. Furthermore, the ProfiTex 60S is the first compact EDT machine for the Japanese market.

WaldrichSiegen began a cooperation for modernizing roll grinders with the company Sankyu. The modernization of roll grinders is another market segment in which WaldrichSiegen continuously extends its position as quality leader.

Jan Babatz



The customer is going to machine 200 rolls per months with the ProfiTex 60S.

# State-of-the-art after 50 years of use



After 50 years of reliable use the portal milling machine is again one of the most powerful machines worldwide.

When WaldrichSiegen commissioned a portal milling machine at their production site in Burbach in 1962, the machine was the most modern machine of its kind in Europe. Here, the machine precisely processed components for 18 years. After relocating the production site from Siegen to Burbach (Germany), WaldrichSiegen sold the machine to contract manufacturer Jung Großmechanik GmbH & Co. KG in Bad Laasphe where the machine was used for another period of 30 years.

Then Jung decided to completely modernize the portal milling machine. WaldrichSiegen developed a convincing concept for the modernization: The complete mechanics were reconditioned and hydrostatic guide ways were in-

stalled. Besides rebuilding the complete hydraulic and electric system, WaldrichSiegen integrated new CNC controls and a complete complement of milling heads of the ProfiMill series.

The commissioning of the modernized machine took place in 2012. This is where the machine came full circle – the machine, that used to be state-of-the-art in 1962, is again one of the most modern and powerful machines of our time. After the tailor-made modernization Jung will be able to use the machine for efficient and precise contract manufacturing for many decades to come.

Hubert Schuhen

# Proud memories and a touch of adventure

**When I ask him about the event he remembers best, Karl-Hermann Kolb doesn't need much time to consider his answer: "I found myself in the middle of a typhoon once during an assembly in Korea. Within ten seconds my car disappeared in the masses of water. I only just made it out of the car."**

The stories the four men tell me aren't all dramatic like that. They rather talk about their very personal memories of their time at WaldrichSiegen. Rolf Bäumner (machine fitter), Bernhard Gabriel (design engineer milling machines) Karl-Hermann Kolb (head of electrical commissioning) and Rudolf Schäfer (design engineer lathes) started their training at WaldrichSiegen on April 1, 1963. Now, they celebrate 50 years of employment at WaldrichSiegen. They look back on a long working life and several proud moments. Rudolf Schäfer's greatest prides

are the crank shaft lathes designed by him. "One of those machines was filmed professionally", he says. "I've got this video at home and I show it to my guests from time to time." His fellow design engineer Bernhard Gabriel adds: "When you look at the assembled machine you're proud of your contribution. For example the ProfiMill – you're proud that it works that precisely and efficiently."

The company, the technology, the processes – of course many things have changed since 1963. Rolf Bäumner, machine fitter: "There have been many changes in the fields of design and electronics. But when you look at the assembly some things are still the same. Although we used to do more processes by hand back then."

The men's' highlight in all those years was the excellent working

atmosphere at WaldrichSiegen. Some of their colleagues moved on to new places or challenges. Rolf Bäumner never even considered that: "I never had that in mind. We were always in good hands here."

Now, he and his three colleagues look forward to the next period in their lives: their well deserved retirement starting this year. They haven't made big plans yet. They want to look after their houses and gardens, go hiking in the Dolomite Alps or go for a walk with their grand children. They now turn their attention from the large machines to life's small pleasures



R. Bäumner, R. Schäfer, K.-H. Kolb and B. Gabriel celebrate their 50<sup>th</sup> anniversary.

## Successful training

The long tradition of successfully completed trainings at WaldrichSiegen continues. Kelsey Jungwirth completed his training as cutting machine operator (turning) with the overall grade „very good“ in 2013. 10 other trainees also successfully passed their examinations: Radoslaw Bochenek (cutting machine operator – milling), Florian Dietermann (electronics technician), Sven-Oliver Jacob (electronics technician), Kevin-Jens Klaas (industrial mechanic); Alexander Magarjan (mechatronics technician); Nico Schäfer (industrial mechanic),

Timo Schlotter (cutting machine operator – turning) and Pascal Weinert (mechatronics technician). Simon Fischer and Paul Paskal (both cutting machine operator – milling) brought forward the date of their exams and completed their trainings in summer of 2012.

The management and all employees of WaldrichSiegen congratulate to those excellent results.

## EMO 2013

After exhibiting at the CIMT in April, WaldrichSiegen will also take part at EMO in Hannover from September 16-21, 2013. Three companies of the

HerkulesGroup are going to present themselves within one booth: WaldrichSiegen, Union-Chemnitz and RSGetriebe.



## Imprint

WaldrichSiegen Communications

Issue: Spring 2013

**Publisher:**  
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