



Leistriz

LEISTRITZ PRODUKTIONSTECHNIK GMBH

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LEISTRITZ – the Best Choice for You!

Interview with Mr. Klaus Theusner Technical Director of Machine Tools from Leistriz Produktionstechnik GmbH

Text/ Zhang Hua

As we all know high-precision technology and production capacity are always two key factors to determine the economic benefit. As the world's largest manufacturer of whirling machines the productivity of the whirling machines made by Leistriz Produktionstechnik GmbH, Germany is several times higher compared to vertical turning and milling machines. Therefore Leistriz has also become the first choice for many buyers. Such whirling machines are used in the application field of the automotive, aerospace and oil industry as well as in several other fields.

Leistriz with more than one century of experience

Until now just 20 Leistriz machines are used by Chinese buyers. This does not really reflect the big influence of Leistriz yet - a German company with a history of more than one century - on the Chinese market.

Leistriz started its business with turbine blades. By a continuous development of the product range Leistriz grew to an international operating company and has its own factories and distribution centers both in Germany and in the United States. The Leistriz Group has four subsidiaries whose products cover machine tools (whirling machines, key-seating machines and rolling machines), extruders, screw pumps and turbine blades. The technical director of machine tools, Mr. Klaus Theusner, says "the most advanced technology of the Leistriz machine tools is our whirling technology."

Nowadays the Leistriz whirling technology is able to replace turning, milling and grinding as well as other traditional processing technology. In the application field of ball screws the Leistriz whirling machines can achieve finish quality into hardened material without any grinding. Consequently the traditional process of making ball screws has now been replaced by the Leistriz whirling technology.

In the majority of cases the very expensive grinding process can be deleted afterwards. The LWN 120 is one of the most potential and sophisticated machine types in the Chinese market. The external whirling machine LWN 120 is designed for the common use and fulfills highest requirements. This means highest efficiency and productivity for manufacturing threads. A complete loading and unloading system integrated in the machine housing guarantees a perfect handling of the workpieces. Almost all profiles can be produced due to the high swiveling angle (± 45). With this machine you can manufacture gear worms, module worms, mini ball screws, bone screws, EPS worms, small eccentric screws, small pump screws etc.

Mr. Klaus Theusner says: "With the support of our strong technical team and the local distributors in China we have paid attention to the potential Chinese market for many years. We can provide Leistriz machines for a wide range of products like spindles for pumps, steering worms, eccentric screws, EPS worms, ball screws, gear worms, bone screws and special solutions for profiles or profiles similar to threads."



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All Horng Gear Industry Co., Ltd. was founded by the grandfather of the present general manager, Mr. Hong Yingzhe, in 1945. At the first beginning they engaged in the heat processing and manufacturing of springs. Later on they concentrated on the production of gears and gradually established a leading position in this field. During this period Mr. Hong found out that there was a big demand for turbine vortex rods in the market and he decided to start manufacturing. "But all the original gear hobbing machines or gear machines of the company All Horng can only process turbo but not vortex rods," Mr. Hong analyzed. "In Taiwan there are suppliers who provide vortex rod machines too, but these machines do not work economically and cause high production costs based on a low productivity. In addition Mr. Hong found out that the achieved quality of the workpieces was not stable. For this reason they couldn't establish successfully in the field of turbine vortex rods.

During the exhibition JIMTOF 2008 in Japan Mr. Hong saw the demonstration of a Leistriz whirling machine. At this moment he realized that the above mentioned problem can be solved by this technology. The Leistriz whirling machine showed how vortex rods were processed at that time. Not only the high precision but also the high production efficiency made Mr. Hong very satisfied: "You can imagine my feeling at this moment. That's it! I don't need to compare anymore." Mr. Hong remembered: "It was love at first sight and we decided that we need this technology for our production. Within less than three months my company made the purchasing decision after the JIMTOF exhibition."

After his return to Taiwan Mr. Hong contacted his customers immediately to let them know that he can provide a perfect solution for the manufacturing of vortex rods. As the next step he sent workpiece data to Leistriz to make the process assessment. "We have no doubt about the super performance of Leistriz

machines so we don't need to think over anymore". After that Mr. Hong and another technician were invited to attend the two weeks' training at the Leistriz headquarters in Germany.



Picture 1: Technical Director of Machine Tools from Leistriz Produktionstechnik GmbH, Mr. Klaus Theusner (left) and Sales Manager of Asia-Pacific from Leistriz Produktionstechnik GmbH, Mr. Rainer Blank (right) and General Manager from All Horng Gear Industry Co., Ltd., Mr. Hong Yingzhe during the training days

The training was divided into two parts: hardware and software. Hardware refers to the operation of the machine tool including how to find the optimal cutting speed, how to choose the appropriate technology, etc. The software provided by Leistriz assists to set the optimized cutting tool path. It is worth mentioning that in order to reduce user costs as much as possible Leistriz develops special tool application software according to the actual needs for different customers

which can minimize the use of special tools and thereby reduce the manufacturing costs.

All Horng purchased a whirling machine of the type LWN 120 HP. Now everything was ready to get success. Just as All Horng was prepared to start manufacturing turbine vortex rods the global economic crisis started untimely. This slowed down the pace of All Horng. "Although our orders reduced dramatically this didn't affect us so much because we enlarge our own manufacturing capacity and our influence in this field", Mr. Hong said: "The main turbine products are exported to Europe. For example, the world-known company Bonfiglioli is one of our clients."



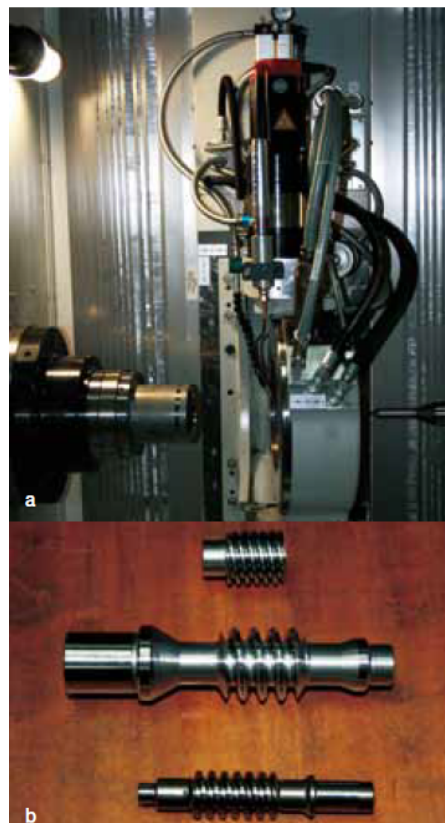
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Only 40 % of the machine capability could be used at that time due to the economic situation. Now it's getting better and better. Therefore orders are also becoming more and more. "Of course, the demand is increasing because our customers know that we have Leistriz machines. On the other hand Leistriz provides very good service, too. As soon as we face with new problems during the processing we always get a proper help immediately." Mr. Hong indicated: "If there are too many orders for one Leistriz machine to process we will buy another one. The investment of such a machine is not cheap but highly efficient. Overall it seems very cost-effective."



Picture 2: a The Whirling Machine LWN 120 HP that All Homg purchased;
b. Whirling machine LWN 120 at Leistriz facilities



Picture 3: a. Although only 40% of the machine capability could be used at that time the economic situation is getting better and better. Therefore orders are being placed more and more.
b. Precision parts of All Homg which are processed by the Leistriz Whirling machine.

Outlook in Chinese Market

For Leistriz there are many customers such as the company All Horng which "felt in love at first sight" with it. With the rapid development of the Chinese market in recent years, particularly with the growing demand for high-tech equipment, Leistriz strongly feels that it should bring more advanced technology and machines (especially machine tools) into the Chinese market and should be close to customers and serve the Chinese metal processing industry.

"I am glad that this day finally came," Mr. Klaus Theusner said enthusiastically. " In January 2011 our subsidiary in China – Leistriz Machinery Taicang Co., Ltd. - was finally set up." It is known that Taicang is located near Shanghai. The setup of Leistriz Machinery Taicang Co., Ltd. will obviously help Leistriz to support our customers in China.

"Our selling is not only a simple job but much more a long-term cooperation with the customers.



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This attitude is very important for us to keep the loyalty of our customers." The technical director Mr. Klaus Theusner said: "As a market leader in this field Leistriz has the intention to operate as a worldwide technology partner. We will take care of the rapid-growing Chinese market whose potential is unlimited."