

New wipers.

Improved effectiveness through new materials.



In the case of ball screws, it is very important that the lubricant supply and the wiper or seals of the nut are matched to each other. In addition to the ambient conditions, the operating speeds and loads also influence the selection.

The material previously used in the double wipers for precision ball screws has been replaced by a strip of synthetic felt based on PUR ester. This new material not only reduces friction between wiper and spindle shaft, it is also characterised by approximately 5% better oil absorption capacity compared to the previously used felt strips. Users therefore benefit from an improved lubricant supply to the ball screw.

Detailed information about all our wipers can be downloaded from our website.

Training at Steinmeyer.

We train our young talents.



Nine trainees in technical/commercial fields have just passed their final examinations with distinction and have been directly taken on with permanent contracts.

"The aim of our training program is to train experienced young talents and bind them to our company, long-term. We are extremely proud of the high performance level of our trainees for many years now", said Marc Bitzer, trainer at Steinmeyer.

Currently Steinmeyer is educating around 40 trainees in various commercial/technical and business professions as well as in combined mechanical engineering studies.

More information about our training occupations can be found on our website.

Upcoming fairs 2018.

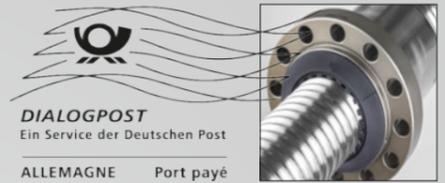
You can meet us for personal talks at the autumn fairs.



- **IMTS in Chicago** from September 10 - 15, 2018
East Building, Level 3, Booth No. 134154
- **AMB in Stuttgart** from September 18 - 22, 2018
Building C2, Booth 2D31

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Social media

Further information and updates from Steinmeyer can be regularly found on our social media channels. **Follow us.**



Legal notice

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Newsletter 1, June 2018

Fit for the future.

Newsletter 1, June 2018



Guard-Plus





Dear Readers,

You are holding the very first Steinmeyer newsletter in your hands. Our reasons for sending you information this way are clear.

The unprecedented economic upswing in the machine tools sector has led to a record backlog of orders in our company. Just the incoming orders in the first 5 months of this year have almost surpassed our turnover in 2017. Our backlog of orders, including orders received in the last quarter of 2017, now reaches into the second quarter of 2019.

Unfortunately, this means undesirable delays in delivery times for you. **What are we doing to address this?**

We have increased our output by 20% from mid-2017 to today. This was possible through process improvements in our production and increased external processing. It is of course clear that this is simply not enough. We are therefore reconfiguring our entire company to be process-oriented. Our name for this conversion to flow production is "Segmentation."

The objectives are clear:

Faster run-through times, better on-time delivery performance and significant productivity increases – all essential for the increased capacity that we need.

We will not know until the results of this restructuring process 2019.

But we wanted to involve you in this process with our current newsletter.

Enjoy your reading!

Fit for the future.

Steinmeyer is setting a new course and investing in a new production system.

2020 Strategy

The volatile market environment and current mega-trends (e.g. globalization, digitalisation) demands extreme willingness to change and agility from companies.

To remain competitive, companies need to constantly rethink their way and adapt to new market conditions.

We have also set ourselves the goal – in our 2020 Strategy – of adapting and improving our company. Our main focus are processes that are competitive and oriented towards our customers. We will be achieving this using our very comprehensive internal reorganisation project "Segmentation", which was started back in 2017 and should be completed by mid-2019.

Segmentation – Reduction of interfaces

Segmentation to us means doing away with departments, setting up competence teams oriented on our processes and reducing interfaces to a minimum to implement our processes more efficiently and smoothly.

Segmentation starts with us in the administrative areas – from incoming orders in sales, via order and production control right up to production itself.

Challenges in the administrative areas and in production

For the administrative areas and production, this means new competence teams getting to know and coordinate with each other, redefining processes and responsibilities and specifying other organisational framework conditions in order to be fully functional at the applicable go-live deadlines.

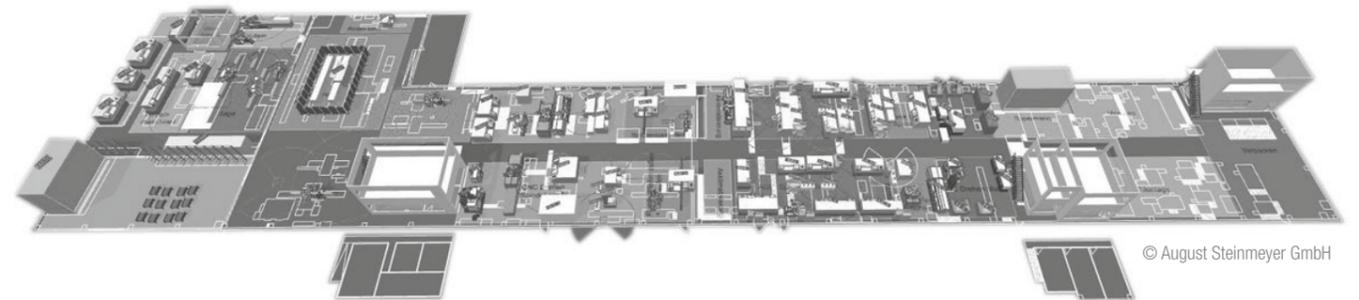
Additional outlay for logistics and conversions is also necessary for production. Complete machine parks need to be moved and set up in optimised production lines. This should take place, if possible, outside usual operating hours.



The aim of this reorganisation in production is primarily to optimise warehouse and logistic processes, reduce leg-work and significantly shorten run-through times through the optimised layout of the machines.

Ambitious scheduling

The administrative segments should be in place by July 1, 2018. An incremental procedure is aimed for in production.



Works structure 2020

Reduction of run-through times – Increase in on-time delivery – Significant productivity increases



Best regards from Albstadt

Dr.-Ing. Manfred Münch

CEO