

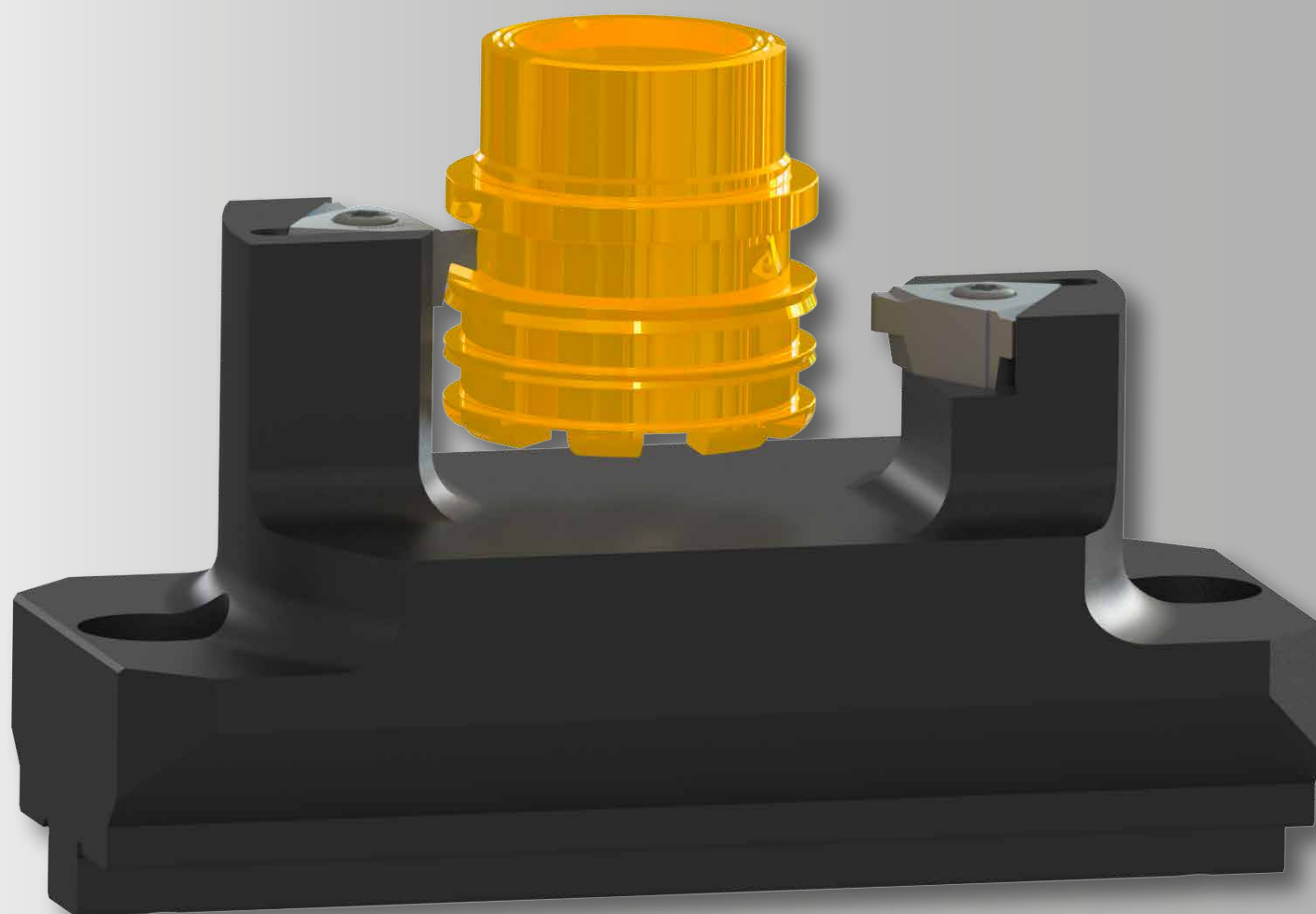
# NEWS.

THE SCHWANOG NEWS FOR CUSTOMERS,  
EMPLOYEES, AND FRIENDS OF THE COMPANY.

**PAGE**  
**03** **Schwanog interchangeable center drills:**  
Schwanog center drills are changed quickly and offer a high repeatability of  $\pm 0.01$  mm, resulting in less machine downtime and maximum productivity ...



**PAGE**  
**04** **Dominique Py joins Schwanog France:**  
With Dominique Py, we gained an experienced sales representative to strengthen our sales team in France in November 2023 ...



Highly productive solutions with SGK combi holders:

**AQUATHERM HAS BEEN  
USING SCHWANOG TOOLING  
SOLUTIONS SINCE 1999!**

**PAGE**  
**02**

## EDITORIAL:

**Dear business partners,**

In today's Schwanog News, we are once again offering you an interesting mix of technology, solutions, and people.

The headline article is intended to draw your attention to our SGK combi-holders, which ensure excellent performance for our long-standing customer Aquatherm and thus offer the highest quality and efficiency. Read all the details in our customer story on page 2.

The Schwanog Configurator has proven to be a particular highlight for our customers and has already gained a large fan base after just a short time. Now we are pleased to announce the addition of grooving tools to the Configurator, read more about it, on page 3.

On page 3, you can find out all the facts about the Schwanog interchangeable center drill, which offers a wide range of options and impresses with its high repeatability of  $\pm 0.01$  mm and increase in productivity of up to 40%.

On page 4 of this News, we report on the interaction between our international subsidiaries and the Global Leadership Meeting 2024. Here we note that personal contact and dialogue have become much more important in a digital world.

Finally, we would like to get you in the mood for the upcoming trade shows AMB and IMTS 2024, to which we cordially invite you.

**We look forward to meeting you in person and wish all our customers a successful business year!**

Clemens Güntert - CEO

**SCHWANOG**

Highly productive solutions with SGK combi holders:

## AQUATHERM HAS BEEN USING SCHWANOG TOOLING SOLUTIONS SINCE 1999!

Aquatherm was founded in 1973 by Gerhard Rosenberg in the garage and basement of his private home. His goal was clearly defined from the outset - he wanted to revolutionize the market as a pipe manufacturer.

This vision gave rise to what is now the world's leading manufacturer of plastic pipework systems made of polypropylene for plant engineering and building services. Gerhard Rosenberg recognized the superior material properties of polypropylene and was able to convince industry and trade of its outstanding ecological advantages and high temperature and pressure resistance right from the start.

Today, Aquatherm and its partners are present in around 70 countries around the world and employ over 450 people. The high level of customer orientation and close contact with users has led to complete systems that always offer welding or plug-in connection technology as a permanent solution.

Today, Aquatherm's product ranges include different pipe systems for applications such as construction, HVAC, as well as fire protection and sprinkler systems in practically all industries.

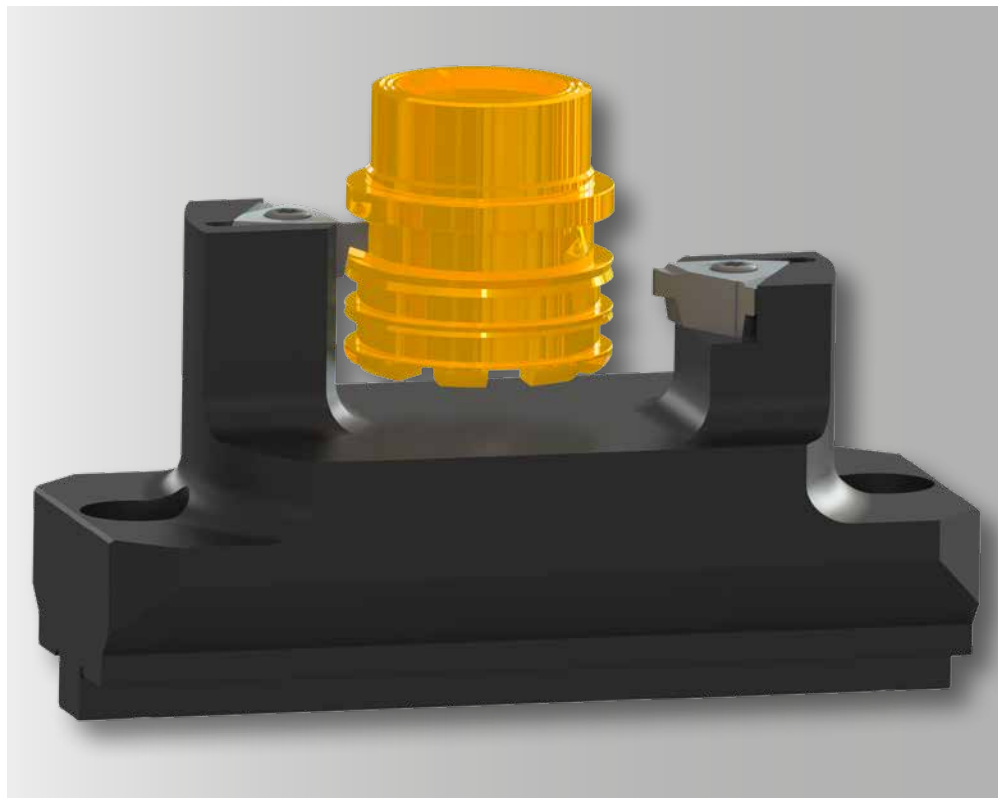
### Schwanog has supplied Aquatherm since 1999

The high demand for quality and perfect functionality has meant that Schwanog has been working for Aquatherm since 1999. Fabian Sasse has been a competent contact for Schwanog sales representative Jörg Hönle for many years.

One special feature emphasizes Schwanog's high market presence in international markets. This is because Aquatherm uses Buffoli rotary transfer machines from Italy to manufacture its fittings. Buffoli in turn supplies its machines with holders from UBR, which is a close Schwanog partner in Italy. Several Schwanog interchangeable form tools are increasingly being used on these SGK combination holders.

### Aquatherm uses combination holders from Schwanog

Aquatherm uses Schwanog combination holders to optimize the use of limited tool spaces. The decision to carry out the complete machining of partial areas in a single operation contributes to the higher quality of the components. The high quality of the GK combination holders and form tools and the user-friendliness of the system during set-up and production are definitely important factors for efficient production.



Manufacturing of fittings with WEP-Tip holder



Schwanog sales representative Jörg Hönle, left and Tool Management employee aquatherm GmbH Steffen Schneider

*Fabian Sasse, Head of Tool Management at aquatherm:*

*We are very pleased about the cooperation with Schwanog. "Both the top quality of the tools and the service and support provided by Jörg Hönle are remarkable!"*

With these positive experiences from 25 years of partnership, it is the aim of both companies to intensify their cooperation with other applications. For Schwanog, this is the best confirmation of intensive customer support and a good example of the advantages of international networking in sales.

Schwanog USA expands its association work:

## MEMBERSHIP IN PMPA, USCTI UND AMT!

Since its foundation in 2004, Schwanog LLC has developed into an important partner for American companies in the USA through continuous growth.

Whether in the automotive, medical, or other industries - Schwanog has been able to expand its portfolio of services in a targeted manner thanks to its strong customer-orientated approach as a full-service provider with direct B2B sales, manufacturing, and comprehensive services.

Our customers' associations also play an important role in this, enabling us to better understand the trends in the various markets and the economic impulses and to grasp them more quickly.

This is why Schwanog joined PMPA as a technical member 20 years ago. Tracy Nichols took over as Schwanog's representative for PMPA last year.

Two years ago, Schwanog also joined USCTI and AMT to gain valuable insight into the North American business landscape. Due to AMT's help, Schwanog was able to open a sales office in Toluca, Mexico in 2023 much faster than anticipated.

For further information, please contact Tracy Nichols:



### Contact Info:

Phone: 224-828-5721  
E-Mail: [tracy.nichols@schwanog.com](mailto:tracy.nichols@schwanog.com)



Productivity leap with impressive repeatability:

## SCHWANOG INTERCHANGEABLE CENTER DRILL!

To ensure consistently high precision in series production, center drills are used to prevent drills walking and to maintain a chamfer on the drill diameter.

Schwanog center drills are changed quickly and offer a high repeatability of  $\pm 0.01\text{mm}$ , resulting in less machine downtime. Designs range from 60 to 140 degrees and, depending on the material to be machined, various carbide grades and coatings can be applied.

The quick-change ability of the drill inserts guarantees a 40% increase in productivity. The interchangeable drills are offered in both left and right-hand and right-hand versions, where the same holder can always be used, which significantly increases flexibility. Upon request our drill inserts are available with edge preparation to reduce possible chatter.

Rely on Schwanog center drills for maximum precision and increased productivity.

Contact us today for your individual tooling solutions!



The new Schwanog Configurator:

## SOON ALSO AVAILABLE FOR GROOVING TOOLS!

The new Schwanog Configurator for the automatic creation of tool drawings has already gained a large fan base among our customers since its launch.

After the start with single-lead whirling inserts, we are delighted to announce that we are working intensively on the next expansion with grooving tools. Customers are always amazed by the ingeniously simple handling of the configurator:

- ❑ Select from predefined templates
- ❑ Enter your individual parameters
- ❑ Receive a customized solution immediately

Save significant time and reduce your delivery times.

The Schwanog Configurator. Your fastest way to the finished tool!



*Take advantage of reduced delivery times now:  
Your link to the Schwanog Configurator!*

Experience, inspiration and innovative solutions:

## GLOBAL LEADERSHIP MEETING 2024!



Once again, the importance of personal contact in our digitalized world has been proven. The Global Meeting in April 2024 with our managers from Germany, France, USA, and China is the best example.

Strategies were actively developed together, cooperation intensified, and understanding between the different countries, markets, and cultures were strengthened.

One highlight was the two-day visit to our colleagues from UBR s.r.l., Italy. A detailed presentation and tour of the new company premises provided a comprehensive insight into the company's ambitious goals and processes. We would like to take this opportunity to thank our colleagues from UBR.

The Global Meeting continued after the visit to Obereschach, Germany. It offered all participants the opportunity to exchange perspectives, ideas and experiences to develop innovative solutions for the common challenges of our time.

As part of the Global Meeting, our technical training was again organized as a Teams meeting with the entire sales staff worldwide. The focus was on the latest innovative application solutions.



Support for our subsidiaries:

## EFFECTIVE SUPPORT FOR ERP SYSTEMS, IT, AND QUALITY ASSURANCE!

Supporting our international subsidiaries to optimize their ERP systems and IT processes is one of our key tasks.

Daniel Brandi, Petra Grade, and Thomas Klingler travelled to our subsidiary Schwanog France for two days in February. They not only shared their technical expertise with our French colleagues, but also optimized internal processes.

The tasks proved to be very successful: While Petra Grade was responsible for analyzing and optimizing internal processes and training employees, Daniel Brandi was responsible for analyzing and improving software and hardware processes, installing new hardware and integrating a new financial accounting system.

Finally, Thomas Klingler was responsible for setting up new tool systems on CMM's for quality control, updating the measuring programs, and training employees.

Meeting our international colleagues in person and promoting the exchange of knowledge is both a challenge and a pleasure for us.



Team Schwanog France with colleagues from Germany

The trade show highlights of 2024:

## AMB AND IMTS 2024 PREVIEW!

We are looking forward with great anticipation to the trade show highlights of the year: AMB in Stuttgart and IMTS 2024 in Chicago.

This year, once again, we will be presenting trade show visitors with the latest cost-cutting solutions from all application areas, which can be implemented immediately.

**NEW**

We would like to inform you that you will find us at a new location with an even larger booth at AMB!

We warmly welcome you to Stuttgart and Chicago!

**AMB**  
September 10<sup>th</sup> to 14<sup>th</sup>, 2024  
Stuttgart, Germany  
Hall: 3 · Booth: C47



**IMTS**  
September 9<sup>th</sup> to 14<sup>th</sup>, 2024  
Chicago, McCormick Place  
West Building, Level 3, Booth: 432061



Dominique Py joins Schwanog France:

## MORE POWER IN SALES!



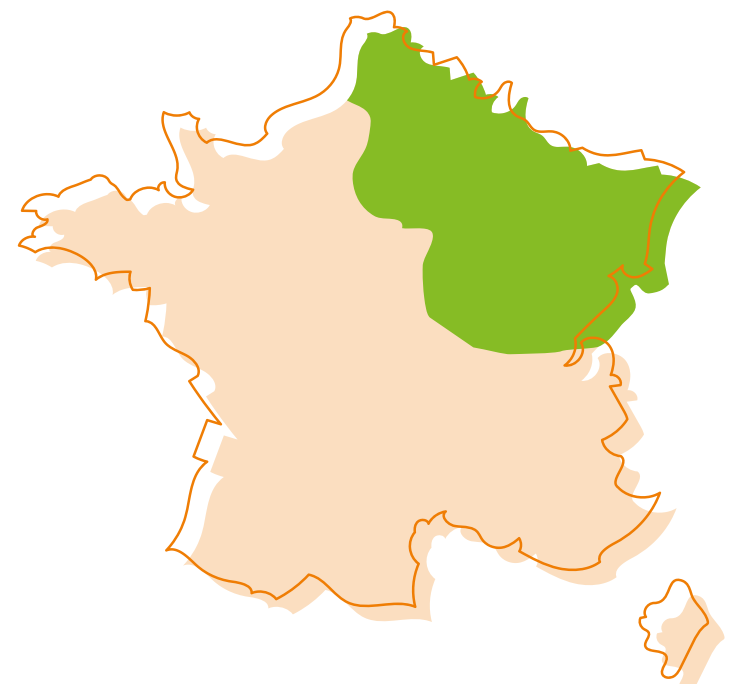
With Dominique Py, we gained an experienced sales representative to strengthen our sales team in France in November 2023.

Dominique is responsible for the sales areas of eastern France and southern Belgium and has already familiarized himself with the region. He has over 35 years of experience in technical sales and machine tools.

His hobbies include horse riding, travelling, and rally motorsport.

We wish Dominique continued success and enjoyment in the Schwanog team.

**Contact Info:**  
Phone +33 6 77 16 08 73  
E-Mail: dominique.py@schwanog.com



**SCHWANOG**

**77 years**

Schwanog · Siegfried Güntert GmbH  
Niedereschacher Str. 36 · D-78052 Villingen-Schwenningen  
Tel. +49 (0) 77 21 / 94 89-0 · Fax +49 (0) 77 21 / 94 89-99  
info@schwanog.com · [www.schwanog.com](http://www.schwanog.com)

Schwanog LLC  
1301 Bowes Road, Suite A · Elgin, IL 60123  
Phone: 847-289-1055 · Fax: 847-289-1056  
info.usa@schwanog.com · [www.schwanog.com](http://www.schwanog.com)