



Katharina Keber, CEO – Behindertenwerkstätten Oberpfalz Betreuungs-GmbH



Left to right, Thomas Hummel, Technical Consulting and Sales at Hainbuch and Dipl.-Ing. Gerhard Beck, Technical Operations Manager of Behindertenwerkstätten Oberpfalz.



Hainbuch products have been used in the lathe area since 1996, now all lathes have been retrofitted.

Always

the right solution

Suppliers, particularly those who make smaller lot sizes, must seek possibilities of keeping the set-up times as low as possible. A good partner for these challenges is the workholding specialist Hainbuch located in Marbach, Germany.

An interesting as well as challenging question: One would never guess what company is in the beautiful Oberpfalz that employs 600 people and can present a reference list that includes names like BMW, Daimler, Siemens, Continental, Kuka, Knorr-Bremse, and Magna? It is: Behindertenwerkstätten Oberpfalz Betreuungs-GmbH [the company name can be translated as Upper Palatinate Workshops and Care Facilities for Disabled Persons]. The company was founded in 1972 and its objectives are best defined on the company's current website: »The objective is to include people with disabilities in our daily life and in the working world. Arising from this responsibility, the Sozialverband VdK Bayern and the Lebenshilfe Cham, established the Behindertenwerkstätten Oberpfalz Betreuungs-GmbH. Through a variety of training and teaching programs, our employees are qualified for the differentiated requirements of our high-performance manufacturing and service company. It is quite a success if those people, disadvantaged by fate, who find few possibilities in the general labor market, can pursue an activity that is appropriate for their capabilities.«

Requests exceed capacities

However, this is only one side of the coin, the other is described by CEO Katherina Keber like this: »In spite of everything, we are a market-economy based enterprise, and naturally we depend on external business connections. Formerly for institutions such as ours, costs were covered 100% by various organizations. However, the situation now is that the care rates are increasing. Running costs are covered, but there is no longer any money for »extras«. »As a company we currently have a turn-



Mandrels and clamping heads can also be quickly and easily changed in the basic unit.



Different clamping heads for a wide variety of applications. Commonality: They all come from Hainbuch.



In the lathe area the firm primarily relies on Traub machines.



Products from Hermle AG predominate in the machining centers.

over of € 12 million. Half of this we earn in the area of metalworking, where we are a supplier and offer goods and services to many companies in the region. The biggest customers are the BMW manufacturing sites with a share of approximately 40 percent and Siemens with a share of 10 percent.« It appears that the two largest customers are not unhappy, because the inquiries significantly exceed the capacities of the workshop for disabled persons. For example: »In the metal industry we must meet certain staffing ratios, this means that here, on average one attendant can care for four disabled employees. Currently, 14 attendants are responsible for approximately 60 people. Katharina Keber adds: »We are active in the area of small series production runs. For our customers we are a high standard supplier, who reacts to the market with the same quality specifications and with the same scheduling pressure as all other suppliers. But internally things look quite different. Our disabled employees choose on a daily basis whether or not they work in the metal workshop or participate in other activities. This is a big job planning and challenge.«

Particular attention is paid to safe handling of technology

Dipl.-Ing. Gerhard Beck is responsible for this area: »Our manufacturing processes are run hand-in-hand by highly-qualified specialists and people with physical and mental disabilities. In this regard, naturally the priority is to adapt the workload to the possibilities of the supervised employees. So we pay a lot of attention to the safe and easy handling of our equipment.« At the same time, this should not excessively impact the economic boundary conditions. For the responsible parties this should mean that equipment must be identified, which on one hand meets the most rigorous safety requirements, and on the other hand, does not excessively hinder the operational procedures. It would be better if the equipment not only does not hinder the operational procedures, but rather accelerates them. Working together with the clamping specialist Hainbuch meets all those expectations. Gerhard Beck: »We have approximately 25 CNC machines in use, including 10 Hermle machining centers and the same number of Traub lathes. We first put Hainbuch products on a lathe in 1996. The system performance was so convincing that we have successively equipped all other lathes in the workshop since then. Likewise for new investments, Hainbuch is simply our first choice.«

Saving time when changing over clamping devices

Among the advantages: »On average we have lot sizes of less than 300 parts, this means that we must change-over relatively frequently. For other companies this is al-



A look at part of the workshops for disabled people at Behindertenwerkstätten der Oberpfalz Betreuungs-GmbH in Cham.

ready a big challenge. We have only one shift, which produces small lot sizes, and therefore set-up times are even more problematic than they are for other companies. We always strive to offer the supervised employees the same work conditions. This particularly applies for equipment, such as clamping devices. In the past, we clamped everything via the classic three-jaw chucks. In this regard, there is no need to talk more about the large set-up and adjustment effort. Now with the Hainbuch products, this is not a problem. Our disabled employees can also change the clamping heads.«

On the lathes [the hand-actuated Manok stationary chuck is used] three different power chucks are used on the milling machine: On two TNX 65 machines the TOPlus mini pull-back chuck is used, on three TNA series machines the TOPlus combi deadlength is used, and on two TNA 65, one TNC 42, one TNL 32 and a TND 400 machines [and a kern] the proven Spanntop nova combi deadlength chucks are used.

The new jaw module is also in use

Thomas Hummel, Technical Field Sales Consultant at Hainbuch knows the advantages of the systems cited, inside and out: »Extensive explanation is not required for our Spanntop nova system, since we have already been in the market with this product for several decades. This chuck is designed for maximum RPM and holding power at ideal concentricity. It is extremely rigid, precise, and has an extremely long service life. The TOPlus combi deadlength chuck with axial standing clamping head is

designed for extremely short clamping collars. Last but not least, the new mini series with a mass reduced by as much as 38%, 1/4 less total length and 1/3 lower check diameter. This means reduced energy consumption, more dynamic spindle acceleration, and better tool accessibility.«

But that's not all. Behindertenwerkstätten Oberpfalz Betreuungs-GmbH is one of the first users of the new Hainbuch jaw module. Thomas Hummel referring to the advantages of the new development: »The advantages of the new jaw module are that in a very short time you can change-over from actuation of the clamping head to chuck clamping, without having to change the actual chuck.« This means that with this product a flexible clamping solution is offered, since mandrels and clamping heads can also be quickly and easily replaced in the basic unit. Moreover, you can change-over just as fast [a mere two minutes are specified] from a small size to the large jaw module, so that the right solution can be offered for a variety of different clamping situations.

In conclusion, again to cite CEO Katharina Keber: »Our main business, if we may refer to it in this manner is the care of fellow citizens with disabilities, and not the production of parts. Nevertheless, we must always be looking for ways to manufacture as economically as possible. In this regard our partners like Hainbuch are a big help.« Nothing should be added to this statement.

www.wfb-cham.de
www.hainbuch.com