

LEANtalk

THE MAGAZINE FOR FRIENDS AND BUSINESS PARTNERS



LEANinside

Efficiency for car production

Car manufacturers have also seized the product customization trend. The quantities produced per variation of vehicle have been falling for years and burden the group with increasing costs. That is why LEANTECHNIK has developed handling systems specifically for this sector, which are highly precise and make cost-effective production possible for the companies despite a high number of different chassis types.

Flexibility is the key to solving this challenge: our systems put the automobile manufacturers in the position to manufacture many different types of chassis on one and the same assembly line. And they make sure that that works fast, precisely and smoothly.

A good example of this is our new three axis positioning system. This extremely flexible handling system adapts to the different chassis types and works on its own with high speeds and a high level of positioning accuracy. Another innovation is our lifting and lowering conveyor: By using this, chassis can be positioned quickly and precisely for further processing.

Read more on page 2

LEANabroad

LEANTECHNIK WORLDWIDE – Out and about at trade fairs all over the world

Our numerous foreign branches have once again been out and about at international trade fairs this year, in order to present our gear rack lift.

In addition to our own successful appearance at the Automatica 2016 trade fair in Munich, our partners from China, Italy, Great Britain and the Netherlands participated in important trade fairs with our products.

They introduced our gear rack lift at BIMU (Milan), at WOTS (the Netherlands), IMXH (Birmingham) and at three trade fairs in China. We would like to warmly thank our teams abroad for their support and look forward to working together again successfully.



Welcome to LeanTalk,

Dear business partners and friends of LEANTECHNIK AG, We are very pleased that our customer magazine is going down so well with you. The many positive reactions have spurred us on to once again share with you exciting and perhaps also unusual stories from the world of LEANTECHNIK.

For example, did you know that we have a genuine hobby baker in our accounts department? Daniela Dombrowski loves to swap her mouse for a mixer in the evenings and conjures up the best sugary works of art for her family and friends. However, preparing these cakes presents quite a challenge for our colleague. Read about how she copes with this on page 4.

Our trainees are also having an exciting time. They are just now getting to know the company. When you come straight here from school that is a little adventure. The LEANTECHNIK team is there though and supports them fully. If that has sparked your curiosity, you can meet our trainees on page 4.

Our young colleagues will certainly also find out something about the history of LEANTECHNIK in the near future. They will be told about certain things that it is likely many long-term business partners do not know about. Have you already heard about the Schlüter lifter, for example? On page 3 we tell you all about what it has to do with us and how a 1-man company became LEANTECHNIK AG with over 1,000 customers. Take a look around there, we are sure that you will see us with new eyes afterwards.

We hope you enjoy reading this issue.

Petra Trojahn (Director) and Reinhard Janzen (Director)



LEANnews

AUTOMATICA
OPTIMIZE YOUR PRODUCTION

Huge interest – Visitors from all over the world visited LEANTECHNIK at Automatica

We presented our trade fair stand in a completely new design at Automatica 2016 and got plenty of positive feedback on it.

Visitors were able to find out about the features of our new lifting and lowering conveyor by watching an impressive film featuring background music, on four large flat screens, which were directly attached to the exhibit. The pick-and-place system where the visitors could earn a promotional gift using the joystick enjoyed great popularity.

In addition to the exclusive new items, our key products did not come off too badly. Visitors could also experience the lifting table for heavy loads, the high-speed lifting columns and our gear series in many different ways.

We are pleased that so many visitors from over 27 countries came to see our stand and took a look at our gears and large exhibits.

We were particularly pleased about the visit from numerous company partners.

In cooperation with our PR agency Köhler + Partner we were additionally able to welcome some specialists from the press to our stand and tell them about our new products.

By means of our participation in the trade fair we were able to present the lifting and lowering conveyor, the pick & place system, the lifting table and our high speed lifting column to the public within the appropriate bounds.

We are also looking forward to being able to participate in Automatica again in 2018

and thank everyone for visiting this year's trade fair stand.

MOVEMENT – OUR PASSION!



When every move has to be right

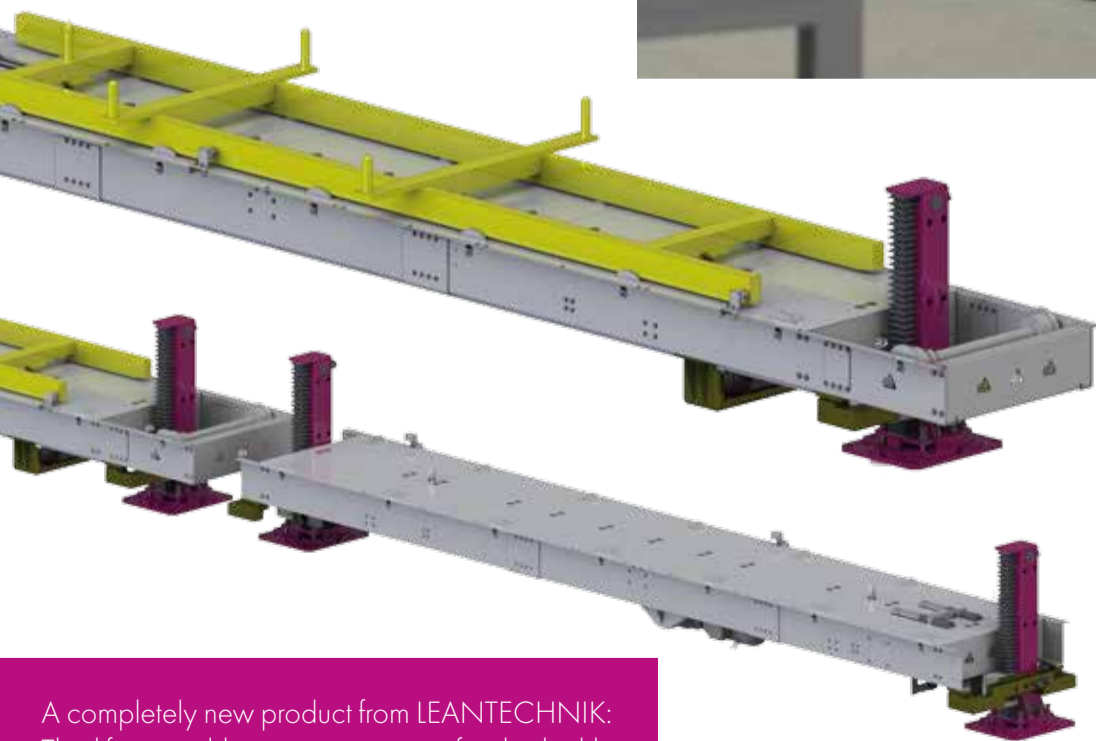
Positioning systems by LEANTECHNIK provide for precise processes in the production of cars.

Ever increasing variations of vehicles, closely scheduled just-in-time manufacturing and increasing pressure on costs - processes in the automotive industry are highly complex. This makes the seamless progress of the processes even more important. LEANTECHNIK's innovative handling systems make sure that everything is at the right place at the right time.

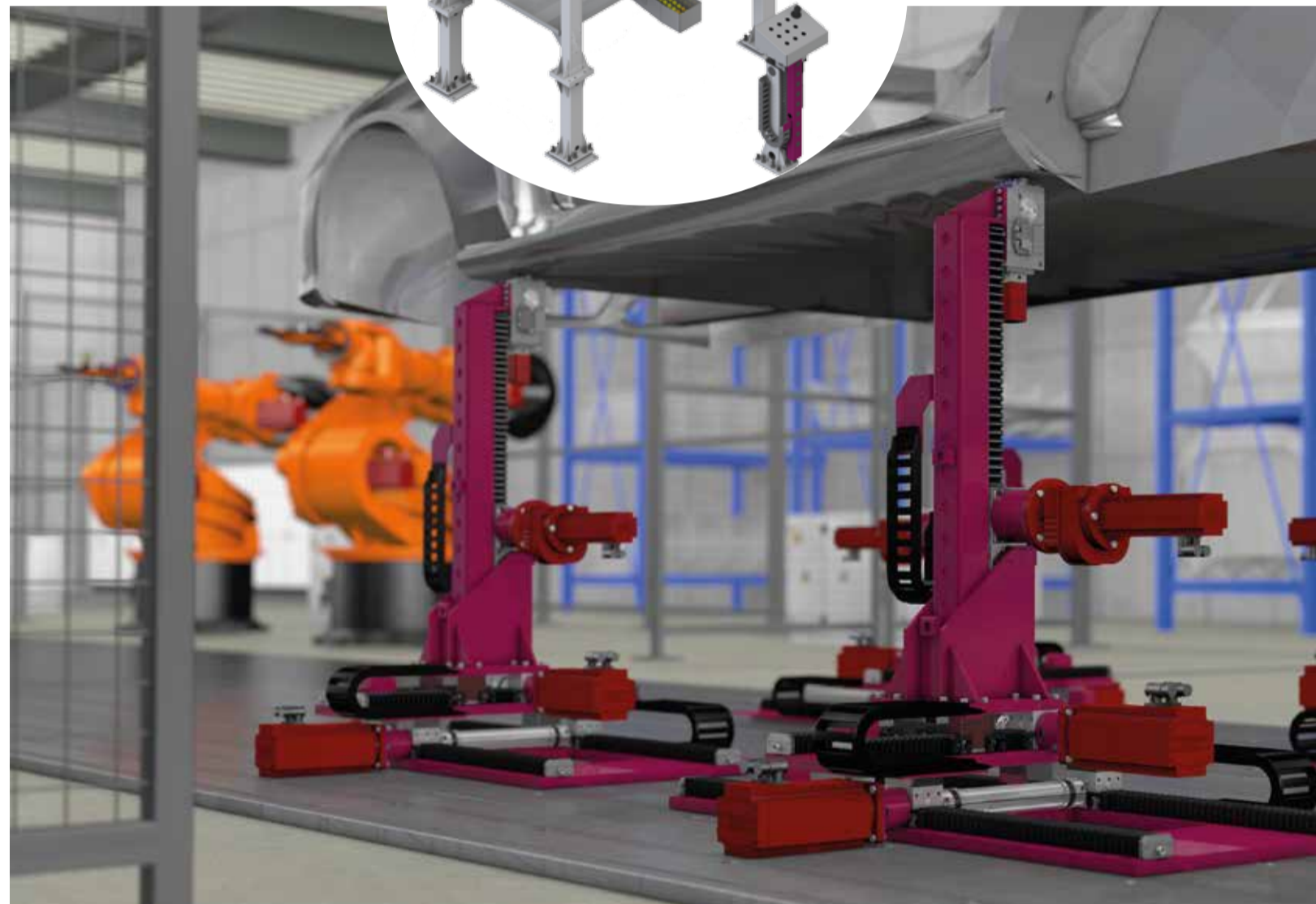
Downtime is an awful scenario as any downtime costs money. This applies particularly to the automotive industry, which does not do warehousing any more and in which all parts must be delivered on the belt very precisely. If the supply of components falters here, the entire production process gets mixed up. In this regard, the handling systems have an important role to play. They are responsible for positioning the parts in such a way that the robots can continue to work without delay.

This is when our gear rack lifts come into play. Together with a double lifting column, they form a leantranspo® system, which e.g. in the chassis manufacturing grid boxes lifts doors or engine hoods in such a way that the robot can take hold of them quickly. As a solution for such precise positioning tasks, our lifigo® gears are outstandingly suitable because they are equipped with quadruple steered racks. This set-up lends the gears high levels of accuracy, makes them extremely robust and fulfills high synchronization and accuracy demands.

Another leantranspo® system, which we have also developed specially for the automotive industry, is the three axis positioning system. Here robust lifigo® gears are combined on different axes with one another, in order to be able to produce diverse types of chassis within one processing line. Thanks to its flexible and architecture-free ground-fastening device, the three axis positioning system can be calibrated quickly and without reconstruction measures to components of different measurements. That is why it is also outstandingly suitable for use in other sectors, in which different variations of a product are manufactured.



A completely new product from LEANTECHNIK: The lifting and lowering conveyor for the highly precise and fast positioning of chassis



Our newest product for the automotive industry is the lifting and lowering conveyor, which we developed. The lifting and lowering conveyor is composed of hub gear elements, a motor, a steel structure and a skid conveyor and ensures the precise transfer of chassis between two points on the assembly line. The system lowers, lifts and conveys heavy loads in a matter of seconds. Two synchronized lifting columns bring the transport frames to the required position precisely at the time scheduled.

Positioning equipment is obviously not just an important component of manufacturing lines in vehicle production. Many industry sectors require efficient pick and place systems in order to be able to meet their short cycle times. A good example is the transportation of packed goods, which our MCS picker portal with a 3 axis picker arm is particularly suited to. It can even be used in automatic mode or operated with a joystick and works as precisely and reliably as a robot. The challenge in this range of application is to absorb the arising high shear forces. We have resolved this with our gear rack lifts in combination with a pneumatic picker (lifigo® double gears) and a pneumatic rotating unit. The extremely reliable and durable lifigo® series is available in many versions and sizes - we will undoubtedly be able to find the right solution for your application too with one of them.

08-Feb – 10-Feb-2017

Harelbeke, Belgium
Indumation

07-Mar – 12-Mar-2017

Taipei, Taiwan
TIMTOS

17-Apr – 22-Apr-2017

Beijing, China
CCMT 2017 Beijing

02-Aug – 06-Aug-2017

Qingdao, China
Qingdao International Machinery
Tooler Exhibition

05-Sep – 08-Sep-2017

Shanghai, China
Shanghai International Automotive
Manufacturing Technology &
Material Show

07-Nov – 11-Nov-2017

Shanghai, China
China International Industry Fair

Five minutes that changed everything

From the employee to the employer – How Reinhard Janzen founded LEANTECHNIK

Reinhard Janzen remembers the beginnings of LEANTECHNIK with a slight wink, "We prepared our invoices in the evenings, manufactured during the days and just about slept at weekends". The company was founded in 1993 from the automation branch of Janzen's insolvent employer Schlüter. Janzen - who until then had been a sales representative there - decided then, in just five minutes, to buy the branch. He did not need more time to make his decision.

"I simply just thought I can do this", explains Janzen confident from the moment that changed his life. And thoroughly, as it would turn out because what followed were very intensive months and years. And not just for him but also for his wife who always supported him. It began there and then, and within just three weeks the purchase had to be financed. "At that time there was a worldwide crisis, worse even than the 2008 one. The banks did not want to lend any more money", Janzen describes the circumstances. By one week it had all worked out though and things could kick off.



Everything began with the Schlüter lifter

The first product was the Schlüter lifter from the bankruptcy estate, a toothed gear, which certainly did not have much in common with the current LEANTECHNIK products. "That is roughly like comparing the gearwheels of the romans with our modern ones", jokes Janzen. Being able to take over the entire Schlüter customer base made it easier for him in the beginning. The initial phase was stressful and exhausting nevertheless as Janzen was the company's only employee, and had to do a lot of things himself, and cope with quite a number of challenges. The most pressing issue was the problem of space: "We needed space for our materials. Six semitrucks of it had to be accommodated", explains Janzen. A friendly employer from Duisburg was happily able to help and straight away cleared some shelf space. Janzen set the office up in his home, which slightly affected family life, "my daughter had to move into the basement", chuckles Janzen.

Huge success for lifgo® at EuroBLECH 1996

After the brief interlude in Duisburg, the business premises were relocated to Mülheim an der Ruhr, where opposite Brenntag from 1996 the first lifgo® gears were produced. They were introduced in the same year at EuroBLECH and sold like hotcakes. "We actually sold all of our production at the trade fair, only the models were left over", Janzen still marvels today. For him, the reason behind the rush demand lies in the unique nature of his toothed gear, "you can't find anything comparable anywhere even now". Only four employees worked for LEANTECHNIK in 1996, and in the same year the first design engineer was hired. Until that point, Janzen alone had taken care of this area.

Pioneer in 3D construction

The success of his products is also undoubtedly related to the modern construction and production methods that he employed early on: LEANTECHNIK was already working with 3D data in 1996 and was one of the first three companies in Germany that purchased a license for SolidWorks. "The fee of 8000 Deutschmark was an unbelievable amount of money for us", says Janzen. The investment was obviously completely worth it, because thanks to the good situation concerning orders, the Mülheim an der Ruhr site was already bursting at the seams in 2001. By now with 14 employees, LEANTECHNIK moved to Oberhausen, in close proximity to the CentrO shopping center. This is where, in an 800 square meter area, the lifgo® gears were manufactured. In 2008 the lean SL® line was added. The financial crisis followed, which LEANTECHNIK (now LEANTECHNIK AG), in contrast to many other companies, came out of relatively unscathed. "The decline in sales was around 35% - for many competitors this figure represented their total sales at that time", says Janzen proudly. In the following years, the company recovered, the sales increased respectively on a continuous basis by up to 15.2%.

Over 1,000 customers worldwide

Now LEANTECHNIK has over 1,000 customers worldwide, including some well-known car manufacturers. With most of them a long-standing, close and trusting cooperation has arisen, which yields more and more new projects. Today, LEANTECHNIK has 52 employees, 51 more than in 1993. Is that not a fantastic evolution? Reinhard Janzen hesitates briefly, "It is great, isn't it?"



LEANteam

THE LEANTECHNIK BAKERY – Hobby baker & accountant Daniela Dombrowski

The first cake you make yourself is always something special, and that is why Daniela Dombrowski can still remember the time exactly: "A good friend of my brother's found out that I loved baking and came to me with an important assignment". He wanted a cake for his daughter's christening and, naturally, it had to be very impressive. Since then Daniela Dombrowski regularly creates sweet works of art for family and friends. She likes baking themed cakes the best. On the hunt for new challenges and experiments, over time many new ideas cropped up each with their very own stories. We wanted to share a selection of these with you today:

Minion cake: Simply irresistible

Daniela Dombrowski has invested a lot of effort in baking the perfect minion cake. The occasion was truly worth it as the cake was to be a birthday gift for a lovely colleague. However, a slight mishap occurred during its production. Just as the minion was completely finished, it slipped out of the hobby baker's hand on its way to the fridge. Luckily she did not let herself get put off by the incident and got back to work straight away. The result was genuine eye candy in the office. The cake tasted good too, which was no doubt linked to the basis of the delicacy. After all, let's face it, what could be more befitting of the beloved small nuisances than a banana?

Not just for Christmas - Tasty biscuits

Every year in time for Santa Claus, Ms Dombrowski bakes tasty biscuits for the meal at her brother's as giveaways for his clients (around 200 bags). The whole process happily takes from Friday afternoon to Sunday evening. The bags are filled with all kinds of delicacies. Included along with her biscuits are shortbread cookies, nut macaroons, chocolate krispie cakes, alpha-bet-shaped biscuits and also coconut macaroons, the receipt for which we would like to share with you here. Copying is welcome!



Danielas Tip!

COCONUT MACARON RECIPE:

Ingredients for around 100 units:
5 1/2 cups desiccated coconut
4 egg whites/1 egg yolk
(as required 1 bottle of almond flavoring)
Around 100 wafers

METHOD:

- Beat the egg whites until stiff.
- Fold in the desiccated coconut until the mixture becomes firm (add almond flavoring as required).
- Distribute the wafers on a cookie sheet.
- Distribute the firm mixture onto the wafers using a teaspoon.
- Using a brush, spread the egg yolk onto the mixture.
- Repeat the process until you have finished all of the wafers.
- Place in a (fan) oven at 160 degrees for around 20 minutes, until light brown.



Dear readers,



A project that has been of particular value to our company this year is the transition to DIN EN ISO 9001:2015. A customer focus, sustained company growth and a clearly formulated company vision are the cornerstones of the success of LEANTECHNIK AG, which has stood for high-quality products, innovative solutions and customer-orientation for 23 years. Our management system helps us to cope with the internal and external challenges. And when introducing the new standard, we have left no stone unturned and worked on it as a whole team, in order to improve the performance of the company, in each of its departments. We have almost finished implementing the new standard and I would like to thank all colleagues for their active participation. Great achievements are only possible with a strong team.

Dear customers and business partners, I would like to wish you a successful end to the year and a Merry Christmas.

With best wishes,

René Halw
(Deputy General Manager)

The year is drawing to a close at great speed. LEANTECHNIK faced exciting and interesting challenges in 2016 too - the affiliate company in the USA starting its operations, the introduction of various software products, the intensification of our foreign business in Asia or the expansion of the vertical range of manufacture are just a few examples.

Several projects with our customers in different sectors have shown us how many different uses our products have. Did you know, for example, that our gear rack lift helps with the production of tasty bread rolls? We would like to say a big thank you to our clients for their creativity and innovation - together we can continuously keep pushing the limits of the impossible.

LEANinfo

Our new trainees are here

Björn & Kathrin have started their business administration traineeship at LEANTECHNIK. Both of them will actively support our administration and gain insight into our product range at the same time. Romao & Leosava are learning about the work of an industrial mechanic with us and are already processing components under supervision and guidance. The first emails have been checked, the first documents have been filed and our trainees have even already familiarized themselves with the production processes.

We wish all trainees a good start and much success during their traineeships. We are very pleased to spend this time together. LEANTECHNIK wishes you a warm welcome to the team!



New Sales Representatives

We are pleased to be able to introduce our new Sales Representative, Mr Dirk Nickel.

Since 1 July, Dirk Nickel has been responsible for supporting all customers and potential customers of the Central-North sales region, in the postcode areas 2.0 to 2.5; 2.9 to 3.1; 3.4 and 3.6 to 3.9.

If they require help with the implementation of their lift or transfer tasks, our new colleague is pleased to offer them assistance to plan and implement their specific solution. You can reach Dirk Nickel using the following contact details:

Dirk Nickel Vertriebsgebiet Mitte-Nord

Im Lipperfeld 7c | 46047 Oberhausen | Cellphone: 0151 52781926 | Internal sales: 0208 495 25 - 39 (Mr Petz) | E-Mail: dirk.nickel@leantechnik.com



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LEANTECHNIK AG
Im Lipperfeld 7c
46047 Oberhausen
Tel.: +49 208 49525-0
Fax: +49 208 49525-18

www.leantechnik.com
info@leantechnik.com

Project management and coordination:
Köhler + Partner GmbH
Brauerstraße 42
21244 Buchholz i.d.N.
Tel.: +49 4181 92892-0
Fax: +49 4181 92892-55

www.koehler-partner.de
info@koehler-partner.de

Editors:
Torben Trupke
René Halw
Sven Schürmann

