



# EUROTECH

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*February, 2014*

- Top \$ for Your Old CNC
- **9 Advantages of the Eurotech Rapido over Swiss**
- Machine Tool Sales Trend Continues to Rise
- 5 Star Training Program, Free to Customers
- Rapido vs. Japanese Brand Machining Video

## THE TURNING REVOLUTION

*Eurotech is the Leader in Multi-Axis CNC Machining*

### CUSTOMER SPOTLIGHT

Lehigh Defense, Dave Fricke  
Part: Muzzle Compensator  
Decision making between  
conventional CNC machining  
on live tool axis lathes and Swiss?  
Read inside: The 9 Advantages of  
the Rapido over Swiss

***"The Rapido is scary fast!  
It is the perfect machine for parts from  
the 20 mm to 36 mm diameter."  
—Dave Fricke, Lehigh Defense***



### VIDEO SPOTLIGHT

Below is a video link of a test the factory did for a customer. (The customer asked that we not show the part.) Simulation shown. Watch the film. See the speed.



**B436 Fastest Machine in  
the World**

Click video box or click here to watch:  
<http://www.eurotechelite.com/videos/b436-fastest-machine.aspx>

Customer's part (can't show) ran on their fastest 2-turret, 2-spindle Japanese machine - cycle time 63 sec.  
**Eurotech ran it on their Rapido, 2-1/2 times faster - cycle time 25 sec.!!**



# THE TURNING REVOLUTION



*February, 2014 Edition*

## EUROTECH

**RUNS FASTER, SLEEPS LESS!**



**Tim McArdle of Great Lakes Machinery & Dave Woodcock of Quality Machinery**

**EUROTECH'S 2014 OLYMPIC GOLD WINNERS**

*Pictures taken at Distributor Awards Dinner, Las Vegas, with Joe Selway, Jeff Walz and Roy Selway*

### NOTE FROM OUR CEO

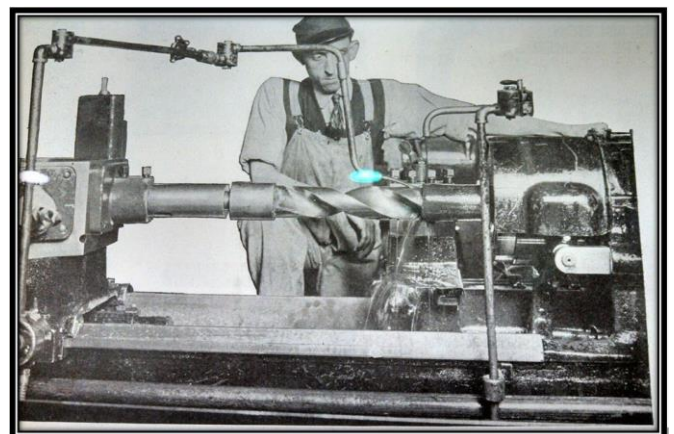
We have just returned from the Shot Show in Vegas where we showed the capability of the Eurotech machines for gun barrels, the long and short of them (plus the "bolt" machine). The show lived up to its reputation as the "World's largest gun show; there was a record attendance of over 67,000 people! We can attest to that first hand; we've never had so much traffic at our booth. With show partners, Lehigh Defense and Meaden Precision, who specialize in contract work for the firearms industry, we brought our fifth annual **Manufacturing Cell** to the show and were able to meet thousands of the industry's specialists.

— *Joe Selway, CEO*

We are offering Top \$ for Old CNC. It's time to trade in your old CNC turning center. Improve throughput with a new Eurotech, the fastest and easiest to use multi-axis on the planet. Take the speed challenge. Get top dollar for your old CNC and let Eurotech improve your ROI by over 25%. Call me at 352-799-5223.

***"The Eurotech is so much faster than the competition that its speed difference alone completely pays for the machine."***

***—Tom Hassett, T & L Automatics***



**Eurotech Top \$ for your Old CNC**

***Prologue:** The first Eurotech Rapido sold in North America was purchased by a company with several Swiss machines; their first comment about the machine was. "It's scary fast! And the perfect crossover machine for swiss bar work over 11/16" diameter". We asked them to explain further and they listed nine advantages of the Eurotech Rapido over Swiss for bar 11/16-1 1/2" diameter. Read below from Dave Fricke of Lehigh Defense:*

## THE 9 ADVANTAGES OF THE EUROTECH RAPIDO OVER SWISS

1. **Work envelope - Ease of setup.** It's all about safety! Swiss are flexible but to work on them is a nightmare. Every time you work on it you're getting cut up, banged up; oil drips down on your cuts, etc. It is hygienically a huge problem. You want room in the machine to work in, so the work envelope space of the machine is very important to the guys on the shop floor. Swiss do not give you much room to work in.

2. **Work envelope -chip control.** This is a major problem on Swiss machines. Yes, you can turn the part but where do the chips go? They wrap up on next tool right beside it. They fall halfway down in the chip tank. The next tool picks them up. For parts that are square or rectangular and you're taking huge volumes of material off, (especially with materials such as nickel alloys, aluminum and copper), you can't break the chip up and high pressure coolant is not always effective at pushing the chip from the tool. You need good chip flow as well as a decent cycle time but with the small work envelope of the Swiss it's a huge headache. The Star SR32 has 8 cubic feet inside the machine; the Eurotech Rapido has work space of 22 cubic feet inside machine. That's almost three times more volume for tool changes, chip control, and coolant flow and everything else that goes with it. Not an issue on the Eurotech Rapido.

3. **Horsepower and Rigidity.** For high metal removal rates, Swiss machines often do not have the power needed to get the job done efficiently. Combined power on the Star SR32 is 8.9 kilowatts. The Eurotech Rapido has 24 kilowatts of power. This is a BIG difference. With horse power comes rigidity. We ran the same parts on Swiss and the Eurotech Rapido and found that the Eurotech Rapido had double tool life simply because of the larger tool holder. Vibration wasn't transmitting from the work piece to the tool holder.

4. **Guide Bushing Support** – part example – muzzle break with 150 holes in it. Star SR20 has 3/4 of an inch of bearing surface on the guide bushing so once you machine 3/4 of an inch you can never machine more than that and then go back. We try never to do any secondary or off line deburring. So once you've machined it, it's going to drop out of the support of the guide bushing. You'd have to break this part up into thirds which gives you blend lines – it's impossible to get a perfect blend between those two rough and finish passes. We want to make our parts look like a diamond – perfect. We don't want the

blend lines but they are unavoidable on Swiss. Not an issue on the Eurotech Rapido.

5. **Bar Stock Quality.** With a Swiss a lot of companies like to run ground stock but it's not optimal. (Grind lines on ground stock are perpendicular to your axis of force so grind lines are going around a bar, while you're trying to push against the grind lines). Swiss do not require ground stock; however, without it, we have to hold an OD tolerance of  $\pm 0.0003$  within material lot. Having to retension a guide-bushing between different lots of the same material is a huge waste of time. Long unattended runs over a weekend are not possible on Swiss machines unless sufficient material from one lot is available. With Eurotech lot control is not required, as in a brass part, we can load up the

Rapido with mixed lots of material and run for 48 hours unattended as the size variations from the different material lots is compensated for by the collet where the guide-bushing of a Swiss machine would prevent this.

6. **Chucking and Manual Operations.** We try to service customers as best as we can and sometimes that requires small runs of manual parts or modifying existing parts. We don't have manual equipment. Locating the part in the sub-spindle of a Swiss because it is not long enough for the guide-bushing support causes many issues in maintaining length and positional tolerances. While we really hate to stop the efficiency of working off a bar to hand load a Rapido, occasionally, it is necessary, easy, and meets a customer's critical need.

7. **Resale Value** is much better with Eurotech than Swiss. Any machine purchase for a job shop has risk. You never know what job you're going to have month to month, day to day. The risk is much less with conventional CNC's, especially Eurotech as they hold their value longer than any machine I've ever seen.

8. **Operator Capability** – you need a "contemplative operator" for Swiss. Machining a complex part on Swiss is like playing chess. You have to be thinking many moves ahead and a crash is just a brief distraction away. Conventional is much simpler and it's far, far easier to train a new operator on Eurotech than Swiss.

9. **Transition Point** – The defining point for parts to be run on Swiss or conventional is .687 (11/16). From 11/16 and over it is almost always far better to run on the Eurotech Rapido.

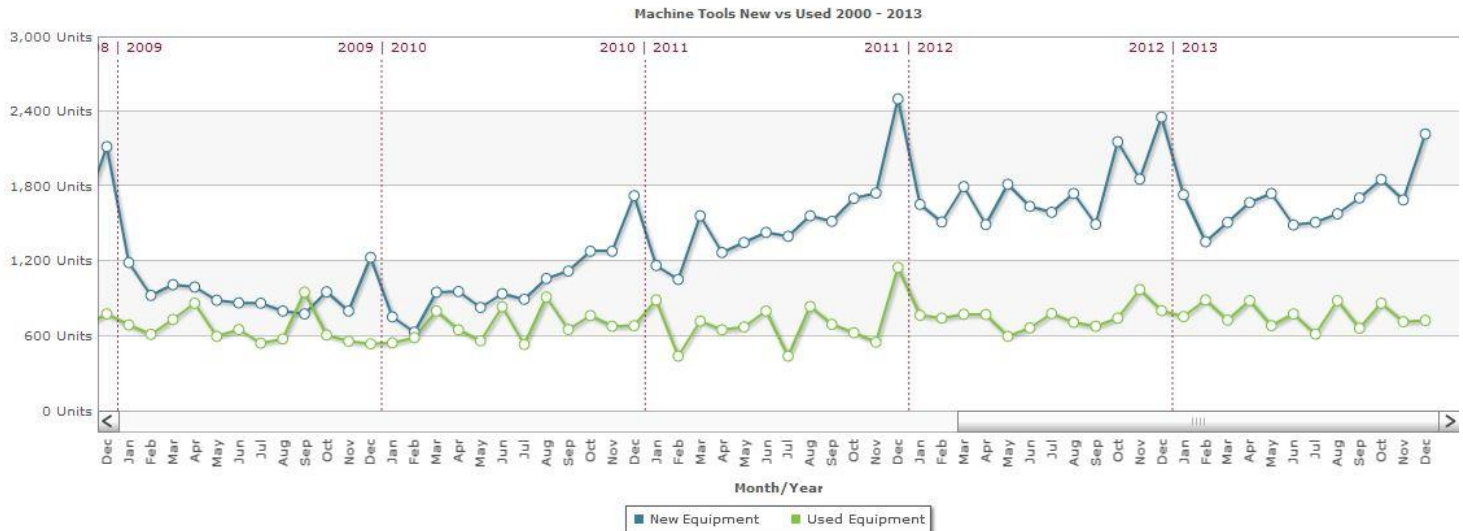




## INDUSTRY NEWS REPORT: Machine Tool Sales Trend, Updated 1/22/2014

### Your Source for Market Intelligence: New vs. Used 2000-2013

The EDA IndustryInsight trend charts provide monthly statistical data on UCC financing activity in the U.S. for sale and lease transactions of equipment; a snapshot of industry data that'll let you see where buying activity has been, and forecast where it might be heading so that you can proactively stay in touch with the needs and habits of your market. Understanding how and where buyers have been spending their money can help determine the scope of consumer spending, project growth for a certain product line, or identify the signs of a future downturn.



### FREE PROGRAM TRAINING

For over 20 years we have offered **FREE LIFETIME TRAINING** to our valued customers as well as free engineering phone support. **Registration:** open PH: 352-799-5223 or email [angelas@eurotechelite.com](mailto:angelas@eurotechelite.com).

#### **2014 PROGRAM TRAINING DATES**

**April 8, 9, 10 Eurotech-Fanuc, Chicago**  
**May 20, 21, 22 Polygim-Mitsubishi, Florida**  
**Aug. 5, 6, 7 Eurotech-Fanuc, New England**  
**Dec. 2, 3, 4 Eurotech-Fanuc, Florida**

\*\*Classes are free to all Eurotech original buyers.

\*\* Class registration is \$350 per day.

*"Awesome class. Great instructor. Very knowledgeable information packed into the three days of training. I give it 5 stars! I love Eurotechs.*



*—Joshua Farney, Harken*

*"Larry's program training class is the best I've ever been to. Thank you!" —Goran Lukic,*



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### FINANCE

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