

SMALL MACHINE PACKS A BIG PUNCH

Manufacturing Company Boosts Sales & Adds Diversity with Eurotech's Hybrid SwissTurn Fix Machines.

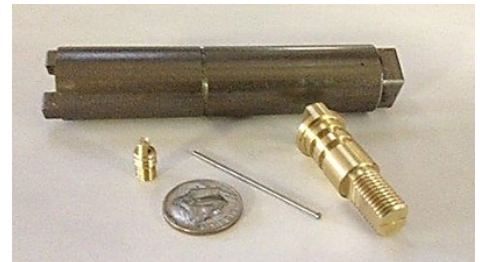
Schaefer Screw Products, located in Garden City, Michigan, was founded in 1942. Today, this company is a family owned and operated manufacturing company that spans three generations: President Sanford Szalay, Vice-President Mike Szalay, Production Manager Mark Szalay and Quality Control Manager Dave McManus. Over the years, Schaefer Screw Products become known as a quality screw machine and CNC fitting supplier. They specialize in supplying straight and extruded bar stock fittings.

With 34 employees and 20,000 square feet of manufacturing and office space housing 50 screw machines, Schaefer is uniquely positioned to service the needs of its clients and is a leading supplier of high quality screw fitting machines to the following industries: gas valves, plumbing, refrigeration, transportation and the beverage and hydraulic industries. But they didn't stop there, in 2012 they wanted to expand into new industries and broaden their customer base.

CNC Director Sees Impressive Results Due to Eurotech SwissTurn

In 2012 CNC Director Dan Anger was brought on board to pursue different avenues of business. His first plan of action was to purchase new equipment that would help them broaden their customer base and open new industries for them. They purchased their first SwissTurn from Eurotech in December 2012, and the results have been impressive. Currently, Schaefer has two SwissTurn Zeit 42SLY-B machines on the premises.

- Bottlenecks solved
- Parts brought in house from overseas
- Zero quality defects
- 33% cycle time savings
- Part inspection down



The SwissTurns are hybrid Swiss-sliding head stock machines, the first on the market to have the innovative B-axis and the undisputed best Swiss B-axis machine on the market. The Zeit model comes standard with 8 axis, B-axis on both main and sub spindles, 26 cutting tools, C-axis on main spindle, a quick change feature from guide bushing to non guide bushing, and programmable parts handling and conveyor system for the main and sub spindle. Besides being the innovators of the B-Axis feature SwissTurn machines' claim to fame is the 'ultimate solution for bar machining and auto loaded components.'

CNC Director Dan Anger is in charge of all set-up and programming of CNC, a responsibility he shares with Production Manager Mark Szalay. Dan was quick to note the positive impact of the SwissTurn Zeit, stating,





“One of the reasons we purchased the machine is that you can only do single operations with screw machines. Now we can finish parts complete and take the burden away from secondary operation areas. This, of course, has translated into a considerable boost in productivity.” -Dan Anger

Increased Sales and New Opportunities Due to SwissTurns

The Eurotech SwissTurn machines allowed Schaefer Screw Products to demonstrate to their customers that they could provide diverse services, and this allowed them to develop new customer relations. “We have screw machines that are 50-60 years old, so we are trying to upgrade the technology and incorporate super high volume. We had been known for medium volume, but now we can go into the medium/low volume stuff,” said Dan. The end result was quite impressive. Sales increased by millions in aggregate, and a range of new opportunities opened up, thanks, in large part, to the addition of the SwissTurns. Schaefer Screw Products has been very pleased with its interaction with Eurotech, noting, “The equipment has done everything we’ve asked it to do so far. And we haven’t yet tapped into all the assets. Our goal is to be able to tell people, ‘Hey, we can quote specialty products and we have the machines to make it happen.’”

Eurotech Played Key Role in Shifting Part Production from Overseas Manufacturing to In-House with Zero Defects

Eurotech equipment has also proved to be an invaluable partner in dealing with difficult situations. For instance, Schaeffer Screw had a part being made overseas; this part was a transition part for Dana Corporation. Despite best efforts, the overseas manufacturer just couldn’t get the manufacturing of this part right. “The overseas part were always inconsistent and we had multiple quality defects,” said Dan.

Once the SwissTurn arrived, Schaefer Screw Products was able to shift the manufacturing of the part away from the overseas manufacturer and handle it in house. He explains that over a 3-4 month period, they became fully productive. Currently, Schaefer Screw Products is able to produce 2,000 to 3,000 parts per month. This change in workflow has significantly boosted productivity and output.

“Not only have we solved a huge bottleneck by making the parts in house with the Eurotech SwissTurn, we have had zero quality defects!”

Dan was able to point to specifics on how the SwissTurn greatly assisted with the production of this part, stating, “Now the start point is z zero, right at the nose of the spindle. You always have the support at the tool nose. With conventional parts, you are farther away, and when you are further from holding position, you can have more issues with chatter or vibration. I’ve found no issues like that with Swiss machines.” Time has been saved in other ways as well. For example the time for multiple drilling, tapping and turning was originally over 3 minutes. Upon utilizing the SwissTurn, this number dropped substantially to just 2 minutes, giving them over a 33% cycle time savings!

“With the Eurotech SwissTurns we have a 33% cycle time savings and part inspection is down to 1-2 parts per hour. It’s really phenomenal!” – Dan Anger, CNC Director of Schaeffer Screw Products

For more information on the Eurotech SwissTurn machine please visit www.eurotechelite.com and to contact Schaeffer Screw Products please visit www.schaefferscrew.com

