

# Second-hand machinery overhauls by **WAFIOS Umformtechnik**

**W**AFIOS Group provides overhaul on the brands of its own such as WAFIOS Umformtechnik, EWMenn, Hilgeland, Nutap, MRP, Formatech, Kieserling in line with the demand of the customers bringing the 2nd hand machines used for many years to WAFIOS facilities to complete overhaul process and delivered back to customers.

WAFIOS's Umformtechnik Senior Executive Sales Manager Julian Peinke and WAFIOS's AG Area Sales Manager Turkey Erkan Güler, gave information about machine overhaul services:

"At WAFIOS Umformtechnik our main business is to produce and sell new machines. However, in accordance with customer demands, we provide overhaul services for second-hand machines they own. The most important criterion in this respect is that the machines must be in the original state. We do not overhaul the machines that have already been modified and deformed.

We can provide this service to all brands of WAFIOS including cold forging, spring, wire bending, nail and chain machines. Overhaul demands mainly come from European countries, but recently we provided a customer with this service for the first time in Turkey.

When the request for overhaul is received, an operator from our company in Germany goes to the customer and performs machine analysis. With the result of the first analysis, an overhaul plan is formed by taking into account the wishes



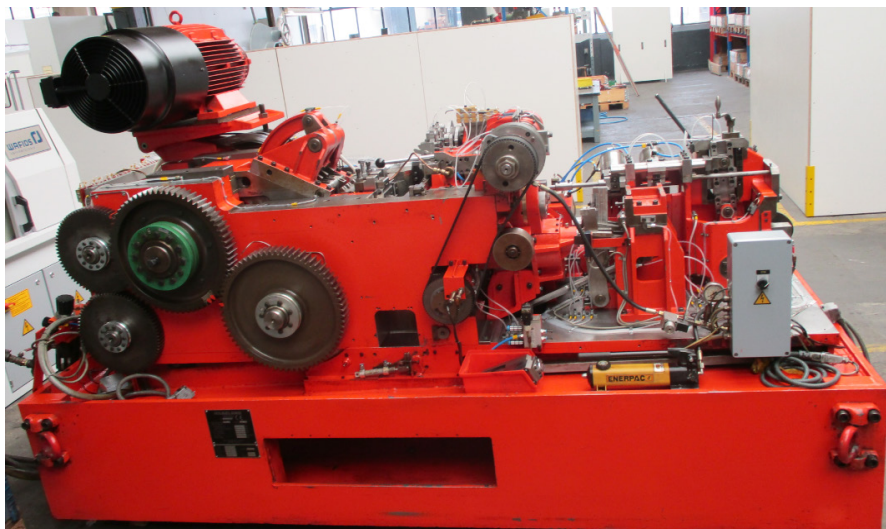
From left to right Erkan Güler, Julian Peinke, Tayfun Bora

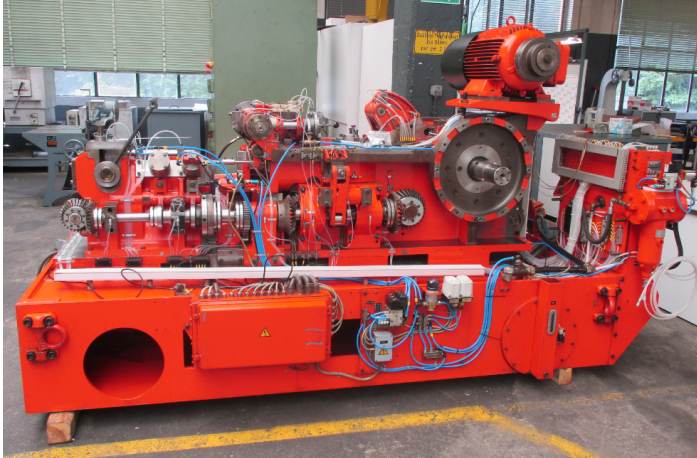
and expectations of the customer. The resulting cost and approximate delivery time are notified to the customer. The machine is then overhauled at the customer's site or at our headquarters in Germany.

In the process of overhauling, we often replace the parts with new ones. We do not prefer to repair the parts. We are in constant contact with the customer during the process to keep them informed of the procedures, parts changes, recommendations and the costs of extra procedures. When necessary, we send and receive pictures about the status of the parts and proceed the operations providing ideas and information. Because the customer needs to be kept informed as new situations occurred as the parts of the machine are dismantled.

We are capable of bringing our 20-30 year-old machines to the quality as new at very low cost to have it work with higher performance for at least another 20-30 years. Even though these machines have been sold many years ago, it is important for us to stand behind our brand and to show that we are always stand by our customers. Strengthening our relations and mutual trust with our customers with an improved dialogue during the overhaul process also makes us happy. This trust allows our customers to choose us for their other investments.

At WAFIOS Umformtechnik, we prefer to manufacture new machines according to the customer needs. We produce machines in about 50 different versions from 0.6 mm to 20 mm in diameter, from 6 mm to 300 mm in length and up to 6 stations."





## Reform Civata is very satisfied with the overhaul made by WAFIOS Umformtechnik

Tayfun Bora, General Manager of Reform Civata, who had the Hilgeland brand machine overhauled, shared his experience on the process:

“We needed to bring our 2-die-3-blow machine of Hilgeland brand with the production capacity up to 6mm in diameter and 75mm in length up to date. It wasn't operating at the speed we wanted. The speed of the machine at the catalog value was 400 pieces/min, but the performance we were receiving from the used machine was 120 units/min. There were gaps and more potential in the machine. Production with precision tolerance was impossible. The punch was breaking and the transfer system was problematic. Since it was a very valued machine for manufacturing our products, we decided to have it overhauled.

We have contacted WAFIOS Umformtechnik. Their response was prompt. They sent an expert to examine the machine. Though the

overhaul process could also be done in our factory, we have sent the machine to WAFIOS Umformtechnik facility in Germany to have more sound process, where the machine was completely dismantled and a list for the priority overhauling has been created. Then the experts advised us that it would be better to have various parts changed and some processes done in order to make the machine work more efficiently.

After all the tests performed, the machine was delivered to us in about 30 days, which was much sooner than we expected. Thus, we were able to start using our machine without any disruption at our work.

When the machine was delivered, it felt as if we were receiving a brand new machine. The transfer system, the cam system, the lubrication system, the cooling system were made as original. Unlike the previous state of the machine, the speed, precision tolerance settings really started to work at maximum efficiency.

We also were very happy to see that this overhaul was done at a much lower cost than we expected. We were concerned if we would have to pay a new machine amount. However, the cost to us was the only ¼ of a new machine and we had a machine with the features of a new one.

We thought that it would be very costly sending machine from Turkey to Germany for an overhaul. However, Wafios made us feel like we were one of them. They tried to make the maximum service available to us at a minimum cost which built confidence. They offered to train our operators about the details of the use of the machine. As a result of their service and the trust they built, we are planning to buy a new machine from WAFIOS Umformtechnik to strengthen our machinery park.” ■

The next meeting will be during the open-house from WAFIOS Umformtechnik in Wuppertal from May, 8th till 11th. WAFIOS Umformtechnik and WAFIOS AG will present their new machines.

