



I&Co. The Grinding “Spindle Meter”

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Kellenberger Grinders feature ID Grinding Capability on many OD models.
www.hardinge grinding.com

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Hardinge Inc. purchases HTT to expand their grinding products

In an acquisition described as an excellent strategic and operational fit, Hardinge has purchased the Swiss firm Hauser Tripet Tschudin AG (HTT), one of the world's leading manufacturers of precision grinding machines.

The December 2000 move followed the December 1995 purchase and successful integration of Swiss-based L. Kellenberger & Co. AG, which also manufactures precision grinding machines. But don't expect any significant degree of overlap between HTT & Kellenberger.

“Acquiring HTT allows us to expand the types of products we can offer our customers

and doubles our volume in grinding,” says J. Patrick Ervin, President and COO of Hardinge Inc., “We're after the bonus of incremental sales, because Kellenberger and HTT products are so highly compatible.”

The acquisition experience was a great success for Hardinge, Ervin says, and was a tremendous team-builder across-the-board. “We learned from them and they from us in how we do business under the



Hauser Jig Grinder



Tschudin Compact CNC Production Cylindrical Grinding Machine

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Lewis Machine & Tool purchases New Kellenberger Kel-vision CNC Grinder

Lewis Machine & Tool is a precision parts manufacturer focusing on DOD and commercial business. Prior to the acquisition of the Kel-Vision machine from Iverson & Company, a justification review was completed. Key discriminating factors were price, service technical assistance, training, machine

capabilities (i.e. setup times, stiffness of the machine, accuracy, repeatability, maintainability) and repair parts.

Six machines were selected and a technical review was done. We then narrowed down our selection to two, and had sample parts run. Cycle times, setup times,

and parts were reviewed.



Karl Lewis with his Kel-Vision

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Seibert new Kel-Varia making a difference!

Seibert Inc., started in 1938 by O.R. Seibert and located in Chenoa, IL, has been producing quick-change and precision tool holding systems for over sixty years. Marketing multiple drilling products, spindles, upper and lower universal joints, holding tools, close center floating holders, S/A Collet adapters, tool control units, preset gaging systems and its new screw machine product line has helped Seibert, Inc. gain recognition from major U.S. and European corporations. Customers include Caterpillar, Ford, General Motors, Daimler Chrysler, Cummins, Detroit Diesel, John Deere and Mack Trucks.

As part of its ongoing quality improvement program, Seibert, Inc., began its search for a new CNC grinder in March 2001. Seibert, Inc. needed a grinder that not only could provide great quality but could reduce product lead times, as Seibert's customers no longer wanted to hold expensive inventories and yet required quick delivery of specially



designed products. Seibert wanted a partnership with the distributor and manufacturer of the machine chosen.

Seibert did not want to buy a machine and only communicate with the distributor and manufacturer when there were problems or when they wanted to sell Seibert a new machine. It was apparent from the start of the process that Iverson & Company, the distributor for Kellenberger, had that commitment. Ralph Wingate of Iverson & Company, along with Bernard Murphy and Jeff Hillard of Kellenberger, spent weeks reviewing the Seibert product line and learning both the short and long-term goals of the Company so the right machine would be chosen. A trip to the Hardinge/Kellenberger factory in Elmira, NY, in July 2001, to view the Kellenberger machines in a production environment processing components for their own product line was impressive. The time Seibert was allowed to spend on the manufacturing floor with operators who gladly shared their knowledge about the various machines and their capabilities was more informative than we could ever have imagined.

The Kellenberger Kel-Varia UR 175/1000 was the unit chosen. Now after less than 6 months in production, Seibert has seen cycle times reduced by as much as 40% on some products, with programming and set-ups reduced in some cases by 50%. The machine has been so effective, that it has replaced seven older grinding machines. As an example of both the increases in

quality and productivity, Seibert had a major customer with a transfer line with a competitor's product that had been custom built for their particular application. The line was breaking \$7,000 of tooling a week. The customer decided it was necessary to try another product, but because of the special run out requirements, the product could only be run on a grinding machine capable of the highest level of

"Throughout this time Iverson & Co. and Kellenberger's commitment to support after the sale has never wavered."

precision. Seibert delivered the product in record time to the customer and the line ran weeks without a broken tool. As a bonus of the Kel-Varia's unique features and versatility, including the I.D., O.D., O.D. and Face and Angular grinding capabilities utilizing the full CNC B-Axis option, Seibert was approached by a major customer to perform customized grinding applications for its fuel injector prototype division. That work has now blossomed into an ever-increasing amount of requests from other customers for Seibert's grinding services.

Throughout, Iverson & Co. and Kellenberger's commitment to support Seibert after the sale has never wavered. We have received calls concerning the status of the machine and our business from Terry Iverson, President of Iverson & Co., as well as Bill Cram, the Sales Manager of Kellenberger. Seibert, Inc. has increased its advantage in a very tough market with the addition of the Kel-Varia and hopes to add more Kellenberger equipment in the near future.

Lewis Machine & Tool Kel-Vision CNC Grinder

Final negotiations concluded and a return on investment was done.

Iverson & Company was awarded the purchase order for a demo-machine which was available. The lead-time for this was approximately 4 weeks. Not long after the purchase order was issued, our Iverson salesman Ralph Wingate called to set up a time to meet face to face about our order. At that time, there was a delay in our machine. He came to us with a recovery plan which was acceptable to us and our new machine arrived in a timely

manner.

Installation went well. We did the bulk of the training prior to its arrival, at Iverson & Company's facility. With that out of the way, we held a one day training course and safety review. We began production on a second shift and by the next morning we had fulfilled the job. The in-process gaging has made key size and finish requirements a breeze. CpK values look too good to be true. Less time is spent verifying features so there is more time making the product.

This is not just attributed to gaging though, it also comes from better control of the grinding process and a pre-determined automatic dressing cycle.

At times we have discovered an occasional programming problem. However, Iverson always addressed them in a timely and professional manner. The acquisition of the grinder not only made sense on current products, it has also improved set-up and expanded our capabilities.

Iverson & Company now offers HTT products

banner of Total Quality," Ervin says. Jürg Kellenberger, President of Kellenberger, will take a leadership role in integrating HTT into Hardinge systems. Working with him will be Frank Ziersch, HTT's President, who is staying on to manage the formerly family-owned company.

"We have a great opportunity to use the expertise and experience we have at Kellenberger to assimilate HTT into the Hardinge family of companies and the way we do business," Ervin says. HTT and its 220 employees are located in Biel, a city of 50,000 about 30 km from the capital city of Bern in northwest Switzerland.

Its web site can be accessed at www.htc.ch. Kellenberger, about 96 miles away, is based in St. Gallen in the country's northeast.

"We will work with HTT's long-standing representative, Usach Technologies, Inc., of Elgin, IL, to increase North American sales by using Hardinge and Usach resources," Ervin says.

Formed in 1994 from three established leaders in the grinding industry—Hauser, Tripet and Tschudin, HTT comes to the Hardinge family with a proven record of advanced technology, profits and solid management and with a culture and values identical to Hardinge's. "We worked on this for some time," Ervin says, "and we're



Tripet CNC ID Grinding Machine

delighted to welcome HTT."

HTT at a glance...Hauser - jig grinders for tool and mold-making applications, specializing in demanding contour components. **Tripet and Tschudin** - product technology focused on high-volume production customers.

Oetlinger Tool of Grafton, WI rebuilds spindles as part of its business. Frank Oetlinger explains that the company purchased its 1st Kellenberger 1000U approx. 5 years ago, based largely on Kellenberger's reputation for precision and excellence. Since then, the machine has fully lived up to its reputation, delivering extreme accuracy and precision all along the way. The company recently added a 1500U. "Simply stated Kellenbergers are excellent machines" according to Oetlinger.



Omega Tool is a mold house, who has owned their 1000U for 5 years. President Andy Lehner says, "we are able to hold extreme tolerances and roundness as never before. All the other cylindrical grinders we had before never had the finish and roundness capabilities that the Kellenberger offers."

Kellenberger introduces the Kel-Vista

"...requiring little or no CNC programming knowledge."

Have you heard about the newest Kellenberger cylindrical grinding machine—the Kel-Vista 600? Hardinge Grinding Group Sales Manager Bill Cram says "It's an affordable solution for both CNC & manual grinding. The Kel-Vista offers efficient and robust grinding of different lot sizes and prototype jobs, while requiring little or no CNC programming knowledge."

Two models are offered—the R 175/600 with an OD grinding wheelhead and the UR 175/600 with a swiveling OD/ID grinding wheelhead. The UR wheelhead provides indexing for straight- and angle-plunge in any 2.5 degree increment. Both models offer a center height of 6.9" and a between centers distance of 24". A swiveling workhead with thermally-optimized bearings is capable of live/dead center spindle and chucking applications.

The Kel-Vista 600's compact design makes it ideal for shops with limited



floor space. The complete separation between the machine base and machine enclosure enhances grinding accuracy by keeping undesirable heat and vibration from the grind zone.

The Kel-Vista 600 compliments the family of Kellenberger grinding machines as shown in an eight page brochure. You'll notice the inclusion of the Hardinge's HTT Hauser, Tripet, Tschudin production and jig grinding machines, as well as Usach (importer) turnkey grinding systems.

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Iverson & Company now offers Myford Manual, Hydraulic and CNC Models

During the 1980's Iverson & Company of Des Plaines, Illinois sold Myford Grinders throughout the Midwest. Now Iverson & Company is again selling the Myford product throughout their territory. The Myford product line has established niches in many industries including aerospace, punch, header tooling, small shaft work, as well as general

job shop applications. The product line consists of 6 different models:

MG12 M *Manually operated*

MG12 ME *Hydraulic Table only*

MG12 HM *Hydraulic w/ inc feed*

MG12 HMR *& timed auto retract*

MG12 HPM *Plunge OD Grinder*

MG12 CNC *CNC OD Grinder*

All models feature an optional ID swing down grinding attachment. The newest model is the MG12CNC which includes an optional 5C adaptor and lever operated collet closer as an option. The Iverson & Company demo room will feature both a HPM & CNC model under power.

Two of Iverson & Company's Illinois



customers have purchased Myfords since Iverson signed back on with the English manufacturer. **MPC Products** is an aerospace manufacturer located in Skokie, IL just purchased their third MG12CNC. **Grinding Specialties** specializes in the punch industry and has an entire shop filled with Myford manual machines. Recently they purchased a new MG12M as a part of their continual upgrading process.

