

A Commitment to Reducing Machining Times

Steven Baier, HAIMER U.S.A.'s V.P. of Sales, shares their four core competencies, the company's commitment to reducing machining times, and why thinking like a manufacturer has proven beneficial.



PMPA: What is a brief history of HAIMER?

Steven Baier: Franz Haimer founded HAIMER in 1977 in his father's garage. For our first 11 years, we were a job shop doing work for the aerospace, die mold and defense industries in Germany. Mr. Haimer's first employee was a local woman named Claudia. Later she became Claudia Haimer. Today Franz and Claudia Haimer are co-CEOs and Haimer is still a family owned company.

PMPA: What does HAIMER do and who do you serve?

SB: HAIMER has four core competencies, Shrink Fit Technology, Balancing Technology, Presetting Technology and Cutting Tool/Tool Holder Technology. All of HAIMER'S core competencies are designed to pay for themselves through increasing metal removal rates and reducing machining times. We are so committed to reducing machining times, that we invest 8 - 10% of all revenue into research and development.

HAIMER is strong in the Aerospace, Defense, Semi-Conductor, Medical, Die Mold and automotive industries. This is because HAIMER'S solutions provide our customers with consistent setups that can be measured and improved upon.

PMPA: How are HAIMER'S core competencies reflected in the products?

SB: HAIMER Shrink Fit Holders & Machines have a consistent best gripping torque holding systems and 0.0001" runout accuracy at three times the diameter of the cutting tool. We are the only tool holder manufacturer in the world who also produces a balancing machine specifically for balancing tool holder assemblies. These are important because having a balanced tool holder is as important as the tires in your car being bal-

anced. In fact, if manufacturers balances their tool holder assemblies they will reduce vibration and as a result can increase metal removal rates. When a manufacturer can increase metal removal rates, they make more money.

We also produce presetters so that tools can be pre-set outside of the machines — while the machines are running — which reduces down-time and eliminates part scrapped due to tools with excessive runout or other geometrical problems.

Cutting tool technology includes Safe-Lock, Duo-Lock, Haimer Mill and Power Haimer Mill. In addition to sales, we are a manufacturer and, because Mr. Haimer has the mentality of a manufacturer, it is very important that our customers are not locked into just one supplier. Because of this, many of HAIMER'S innovations are available from several sources. For example, HAIMER'S patented Safe-Lock system is available from over 15 of the world's leading cutting tool manufactures.

PMPA: You mentioned Duo-Lock. What is that?

SB: Duo-Lock is the strongest solid carbide indexable end mill system in the world. For example, Duo-Lock end mills are capable of doing a 1.5 times diameter full slot in 4140 steel. Haimer controls the overall length of Duo-Lock end mills to +/- 0.00039", which makes very quick tool changes possible. Because Duo-Lock is a threaded on connection it also provides excellent tool security.



PMPA: How do your ER Collets help with machining times?

SB: Duo-Lock ER collets and Shrink Fit ER collets are not the typical collet. Today's lathe OEMs talk about the horsepower and torque their turrets and spindles have, but operators cannot always take advantage of it. With Duo-Lock ER collets and end mills, an operator can change an end mill in 30 seconds versus three to 15 minutes — less downtime.

The Shrink Fit collets shaped like a traditional ER collet except they have a precision ground ID that expands like a Shrink Holder to precisely grip a cutting tool. Shrink Collets are heated on a HAIMER Shrink Machine like a shrink fit tool holder. When the collet is heated, the gripping ID expands and a cutting tool is inserted. HAIMER ER Shrink Collets provide exceptional gripping torque. We have an online video that shows the tool change times — bit.ly/PMPA-PM0720

PMPA: Why do you value your PMPA membership?

SB: The PMPA is a special tight knit group of manufactures and tech suppliers who work together with each other's best interests in mind. This collaboration results in the old saying that a rising tide lifts all boats. HAIMER is proud to be a part of such a great organization. **PMPA**