

Issue 5 | September 2019

# FEELER

The Magazine

# “The future depends on what you do today.”

Mahatma Gandhi

Sustainability is more than just a trend.  
More than waste separation and saving  
energy.

Sustainability means thinking and acting in a  
forward-looking manner. As a long-term  
oriented family business with a history of 125  
years, HELLER continues to look to the future.  
That is why this second issue of our magazine  
in our anniversary year focuses on  
sustainability.



## Dear customers, partners and colleagues

The topic of sustainability is on everyone's lips and has long since developed from a social trend into a principle determining our everyday lives. We want to live, eat, build and operate businesses in a sustainable manner. In this latest issue of *HELLER the Magazine*, we are shining a spotlight on the numerous facets of sustainability. However, what does sustainability really mean in the context of a family business looking back on a success story of 125 years?

We at HELLER see sustainable business development as a holistic task covering a wide range of different areas. In terms of the conservation of environmental resources, HELLER aims to identify savings potentials and to optimise energy consumption on a continual basis through innovative solutions, e.g. in the construction and usage of buildings. Moreover, from the beginning, we have supported our industry association's Blue Competence Initiative to produce energy efficient machine tools.

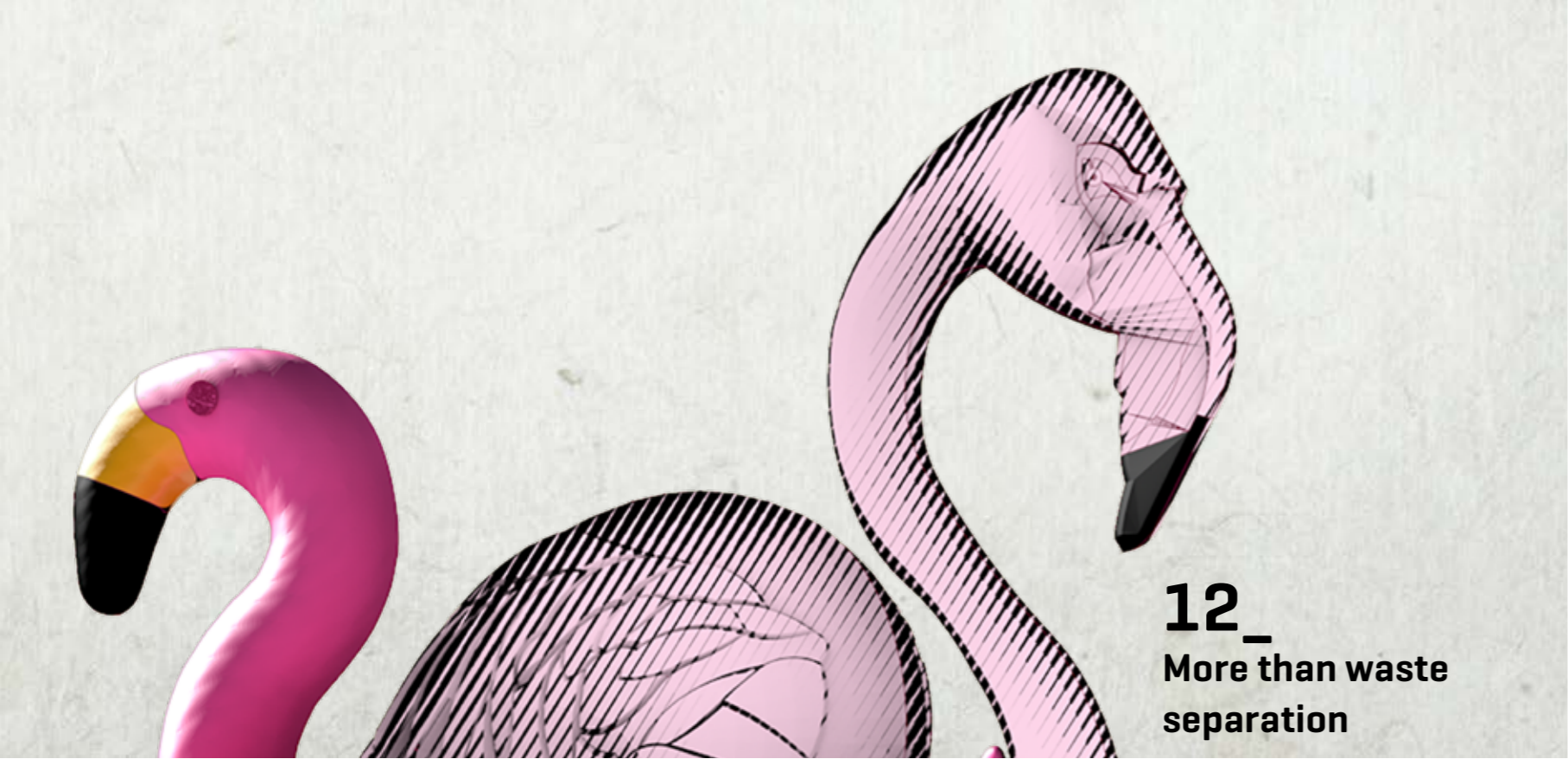
Sustainability is also of fundamental importance in the context of our products and solutions, supporting our customers to achieve sustained success. HELLER is

committed to always offer our customers the best possible solutions for their individual manufacturing tasks. By meeting this commitment, we will develop trustful long-term customer relationships, contributing to the sustained success of everyone involved.

As a long-term oriented family business, sustainable personnel development is another key success factor for us. Since 1913, HELLER has operated its own apprentice workshop to train young talent for our company. For more than 100 years, it has been an example of practical sustainability.

I hope you will enjoy this issue and look forward to your feedback.

**Sincerely, Klaus Winkler**  
CEO of the HELLER Group



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More than waste  
separation

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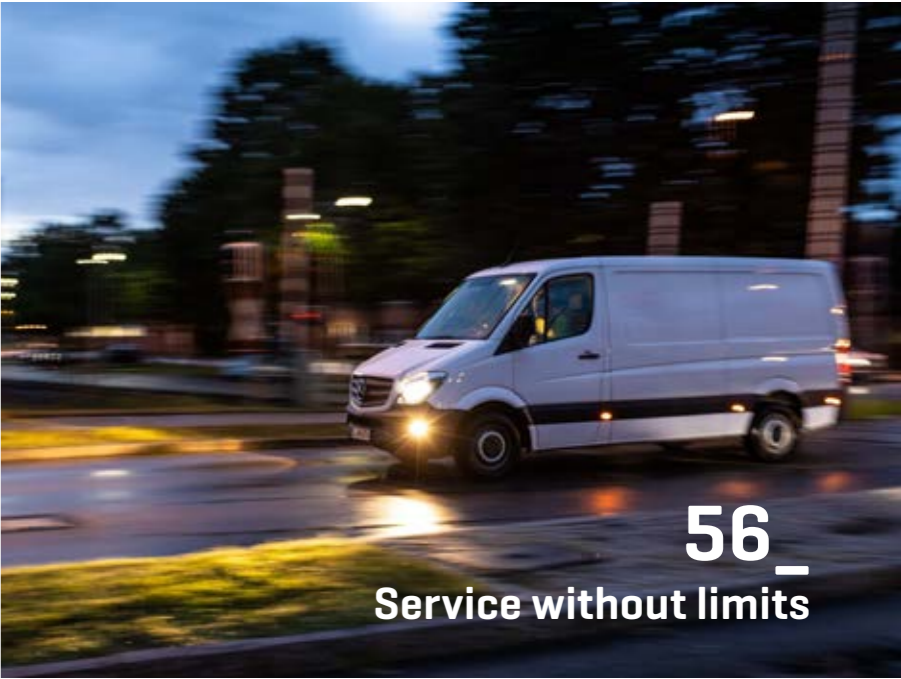
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Anniversary Days

TEXT **Franziska Hapke**  
IMAGE **imaginima/GettyImages, HELLER**

The key elements of the concept of sustainability are nearly as old as mankind. In Germany, the term goes back to forestry in the 18th century when trees be- came scarce also due to the growing mining industry, calling for a more sustainable forest management. Since then, it has grown into a real trend.

**Did you know ...**  
The word ‘sustainability’ first appeared in the German Duden dictionary in 1915.

The flood of information brought by digitisation seems to sensitise an increasing number of people. Certainly, advertising also plays an important role: many companies have recognised that sustainability is well received among their target groups and have started to act or to communicate differently. Suddenly, websites turn green and advertising language uses appropriate puns or catchwords. Almost everywhere we look these days, we are confronted with this megatrend.

**Sustainability first appeared on the scene around 300 years ago and by now has taken a lead role.**

Inevitably, quite a few things have changed for enterprises. To only say that they are doing something to protect the environment (which may not be entirely true or even not true at all) is not enough for customers. On the contrary: in Denmark, for example, there is an award for companies making false ‘green’ claims. Companies have a much greater responsibility when it comes to sustainability, for example in terms of Corporate Social Responsibility (CSR). The term describes the voluntary commitment of private businesses to promote a sustainable development that goes beyond compliance with statutory requirements. It means taking responsibility for corporate actions – in the market, in terms of issues of ecological relevance and not least regarding the exchange with stakeholders and relations with employees. One goal is to treat employees well in order to increase staff loyalty. Sustainability also has a monetary value for businesses. After all, the responsible use of resources enables them to reduce costs and justifies the higher prices of sustainably produced products. Awards, certificates and labels serve as a proof of sustainable corporate action and the resulting credibility contributes to a positive image.

The ‘megatrend’ of sustainability also concerns HELLER – and has been firmly established in the company’s mission statement and strategy for years. In the anniversary year, it also takes on a new meaning. After all, the company wants to remain long-term – sustainably – oriented, continuing to look to the future without losing sight of its heritage.

**HELLER is ready for the future and has understood what is important for a sustainable (further) development.**

Not without reason, Klaus Winkler, CEO of the HELLER Group, emphasised the people behind the company at the Anniversary Day in Nürtingen. Ever since the company’s beginnings, they have helped to shape its success story, growing together as a family, and to this day remain the great strength of HELLER. Job tenure at the Swabian family business is above average and HELLER is committed to keeping it that way.

Together with the employees, a strong network of partners and with a focus on entrepreneurial responsibility, HELLER aims to continue to develop and implement visions, to think about tomorrow and beyond today, to remain competitive in the market and to offer its customers sustainable solutions. To achieve sustained success, HELLER continues to challenge itself time and again, resulting in the continual development of products and solutions. Always with the goal to offer customers maximum productivity for their individual manufacturing tasks. Therefore, ‘Next Generation Productivity’ is not only the motto of this year’s trade show appearance at EMO, but for all of HELLER’s actions.



# Sus|tain|abil|ity|

/səˌsteɪnəˈbɪləti/

**Word meaning/definition:**

- 1. **capable of continuing for a long time at the same level**
- 2. **a) [of economic development] the ability to be sustained, without causing problems such as inflation**

Usage: economics

**b) capable of being maintained at a steady level without exhausting natural resources or causing severe ecological damage**

Usage: environmental science/ecology

Example: New technologies are being de- veloped to ensure the sustainability of energy supply.

Source: *Collins Dictionary / thefreedictionary.com*



**“Staff have  
to *feel* that  
they are  
the key to  
success.”**

An interview with Dr Matthias Mono,  
Head of Human Resources at HELLER

S

“Sustainable personnel development must take a holistic approach and be oriented towards the long term,” says Dr Matthias Mono, Head of Human Resources at HELLER. Since March this year, the graduate economist has been responsible for personnel work at the HELLER Group. In our interview, the 57-year-old talks about the factors making personnel development successful in the long term, about employer attractiveness and the significance of staff and professional education at HELLER.

TEXT **Lukas Schult** IMAGES **Tina Trumpp**

**Dr Mono, this issue of our magazine focuses on sustainability. What is your interpretation of this term as the Head of Human Resources?**

From my point of view, it is primarily about making staff feel that they are the key to the company’s success. This immaterial appreciation needs to be conveyed to staff on a daily basis. With his or her work, each and every employee contributes to whether in the end customers buy our machines or not. This is of crucial importance. After all, it is not Human Resources that pays our salary, but the customers.

**What is the role of executives in all this?**

They play a pivotal role. As an executive, you have the task to keep up staff’s motivation which they bring to work at HELLER every day. What is most important is being reliable when making decisions, being open in dealing with each other and being authentic. A good executive team demonstrably contributes to low fluctuation, low absences and a lasting high performance and productivity of employees. Personnel development can contribute concepts and strategies to achieve this, as for example, the ‘HELLER Talent Programme’ and ‘HELLER Fit for Future’, which actively support young talents.

**What is your personal impression of HELLER after your first six months in the job?**

HELLER is a fascinating company with great staff and quite an ambitious culture. You can feel the defining values of a family business rich in tradition that was and is aware of its social responsibility towards its employees but also towards the community and society. Staff in return show their gratitude through their performance, loyalty and attachment to the company. Maybe this is the reason for some surprisingly generous rulings – at least to me as a new member of staff – although some of them may need to be re-evaluated. [Smiling, Mono adds:] Apparently, the workers’ council has done a very good job over generations [Mono, becoming serious again:] or only an allegedly good job, when I think of some employees’ expectations and entitlement attitude in this regard. Anyway, apart from the executives, to me an employee-oriented workers’ council – that also has an entrepreneurial mind-set – is an incredibly important partner for good personnel management and of benefit to HELLER and the employees alike.

**How can a company be and remain attractive, especially in times of the skills shortage?**

As I said, only together with the workers’ council is it possible to create modern working conditions, ensuring that employees like working at HELLER. Today, it is about much more than just adequate remuneration. Apart from the immaterial appreciation I mentioned earlier, the following key words come to my mind: a culture of trust, opportunities for further training, career prospects, work atmosphere, workplace furnishing and technical equipment, varied and responsible activities, work/life balance and family friendliness. However, this also means that you should be open to generation-specific requirements and changes in society. Especially as far as the need for reconciling family and work life is concerned, we need creative solutions today that have to correspond to the reality of staff’s lives.

**Especially as far as the need for reconciling family and work life is concerned, we need creative solutions.**



**What do you mean by that?**

What is crucial to me is that employees can do and do their jobs in a result-oriented and performance-oriented manner. Provided their job allows it, it is secondary when and where they do it. Especially in terms of mobile working, mutual trust plays a major role.

**You mentioned the various generations. What significance has professional education at HELLER? And how important is long-term and experienced staff?**

They are all equally important. To me, professional education at HELLER is the heart of the entire company and the foundation for its success. The first apprentice workshop in Nürtingen was founded as early as 1913. To this day, more than 3,000 young people have completed their professional education at the company. It is not without reason that the exhibition marking our 125th company anniversary at Nürtingen Municipal Museum is titled ‘Apprenticeship at HELLER’. Young people are extremely important for the future of the company, they practically embody the future and are our drivers of innovation. Therefore, we must continue to ensure an excellent level of training and education. Experienced staff, on the other hand, contribute their professional and life experience, taking the time to carefully weigh their decisions. Or, to put it in a nutshell: what sets HELLER apart is combining innovation with deliberation.



**About Dr Matthias Mono**

- \_ aged 57, separated, two adult children
- \_ born and brought up in Freiburg im Breisgau
- \_ bank apprenticeship, studied economics and obtained his doctorate at Freiburg University
- \_ first experience as Head of Human Resources at the Allianz Group
- \_ from 1999, Head of HR at various automotive suppliers
- \_ passionate skier, enjoys opera and is a fan of SC Freiburg

# More than waste separation and alternative energies

In focus: sustainability as a megatrend

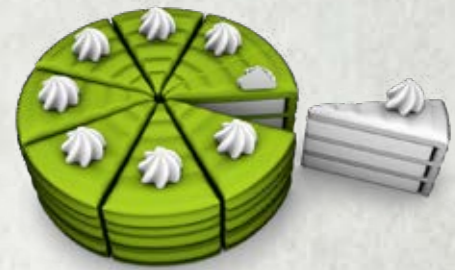
TEXT Franziska Hapke  
ILLUSTRATIONS Felix Gonser, Igor Mitov

The new seats at the Maracãna stadium in Brazil installed for the 2014 Football World Cup are made from recycled PET bottles.

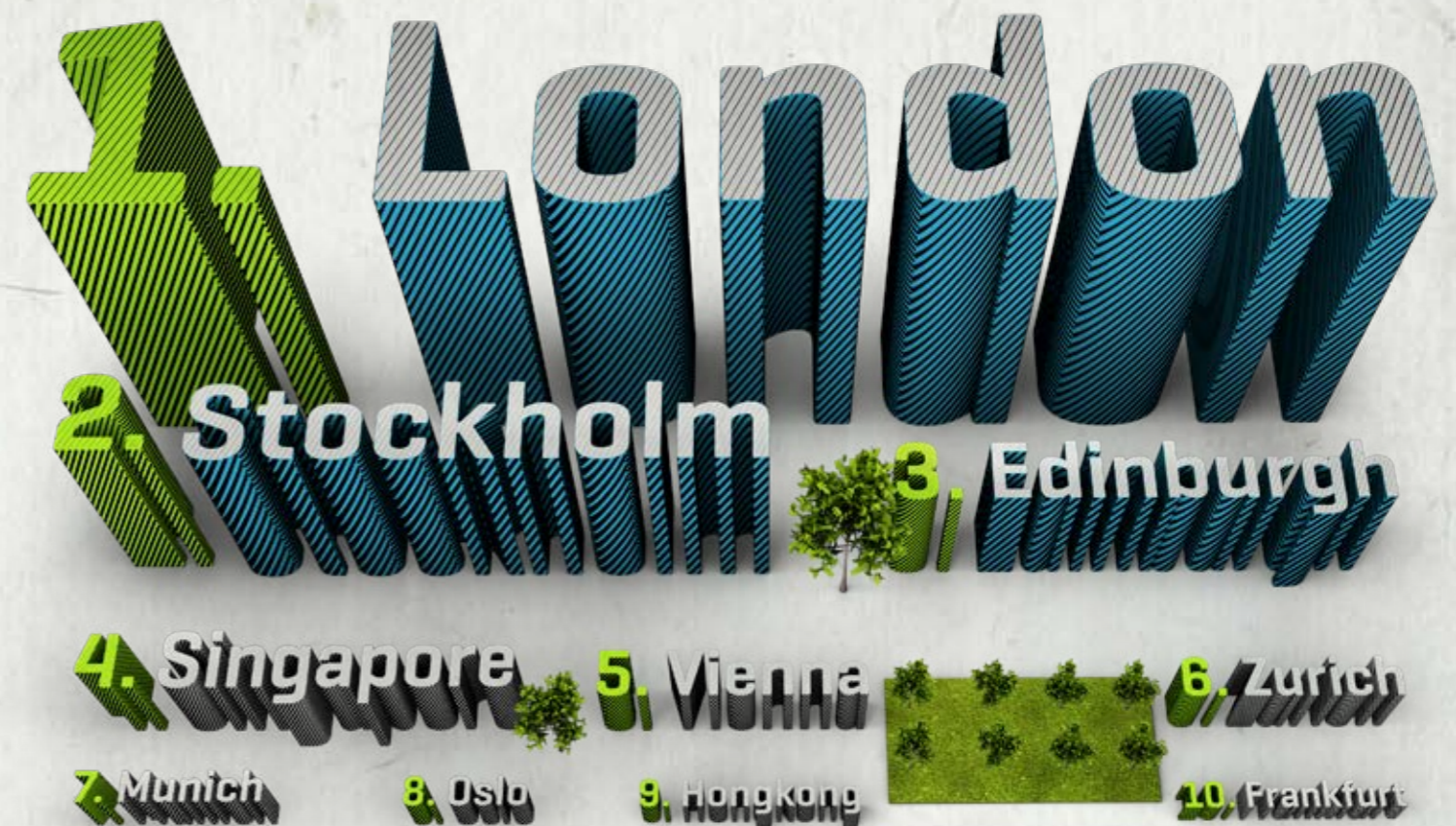


Hans Carl von Carlowitz at the court of the Electoral of Saxony first formulated the principle of sustainability in 1713. However, it took until the 20th century for his idea to really attract any attention.

Produce carrying an organic label must contain at least 95% organic ingredients. According to EU legislation for organic farming, exceptions are possible for the remaining 5%, as there are not always sufficient ingredients available in organic quality or cannot be produced organically.

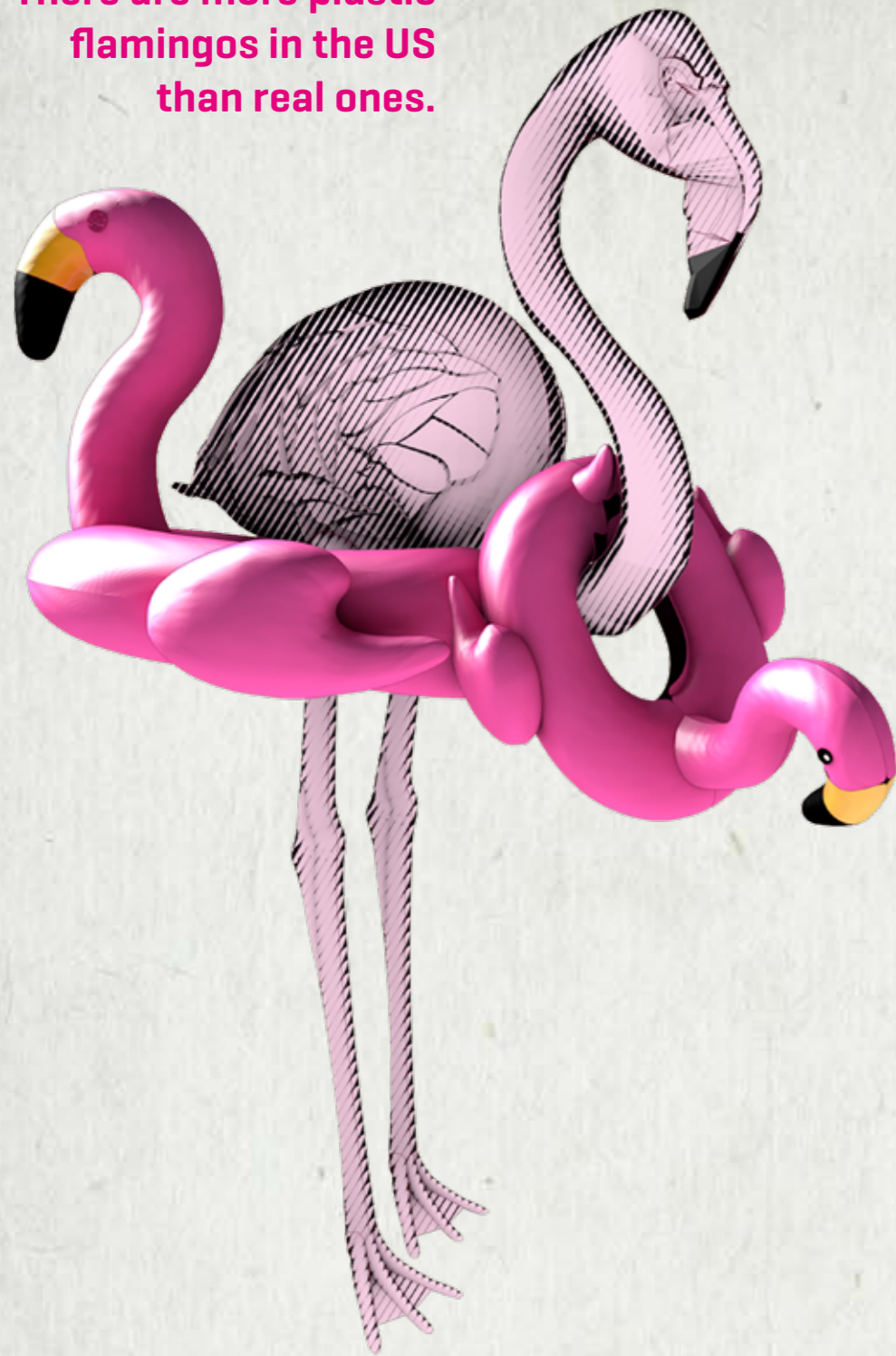


The precious floors at Neuschwanstein castle suffer under the masses of visitors. Therefore, the Throne Room was covered with a printed vinyl flooring, also called 'photographic flooring', in 2015. After 12,000 days in use and approx. 4.5 million visitors, it was recently replaced and the used flooring fully recycled.



Every year since 2016, 100 cities worldwide are ranked for sustainability with the Sustainable Cities Index. The areas taken into account are People [social aspects], Planet [ecological aspects], and Profit [economic aspects]. In 2018, London headed the ranking.

There are more plastic flamingos in the US than real ones.



A study launched by Landesbank Baden-Württemberg [LBBW] shows that the sustainability of a company makes itself felt in its image, its efficiency, staff satisfaction and its chances to recruit young talent. However, it is also reflected in the key economic figures: according to the study, companies from the consumer industry and the trade sector acting in a sustainable way increase their EBIT margin by 6% compared to those operating in a less sustainable manner.



The re-commerce company momox launched a representative Kantar survey to find out more about German consumers' second-hand shopping behaviour. According to the survey, 53% of Germans have bought second-hand products. When comparing the federal states, the people of Hamburg are those who most frequently buy second-hand. In a city comparison, Frankfurt and Stuttgart take the top ranks, followed by Munich.



Already today, individual EU Member States exceed the 2020 target of generating 20% of their energy from renewable sources. In Sweden, for example, the share of renewable energies is already at 51%.



In September 2015, the United Nations General Assembly adopted the 2030 Agenda with 17 Sustainable Development Goals. They include ending poverty, achieving gender equality, access to affordable and clean energy, climate action and partnerships to achieve the goals. All 193 countries of the UN General Assembly committed to achieve these goals by the year 2030.



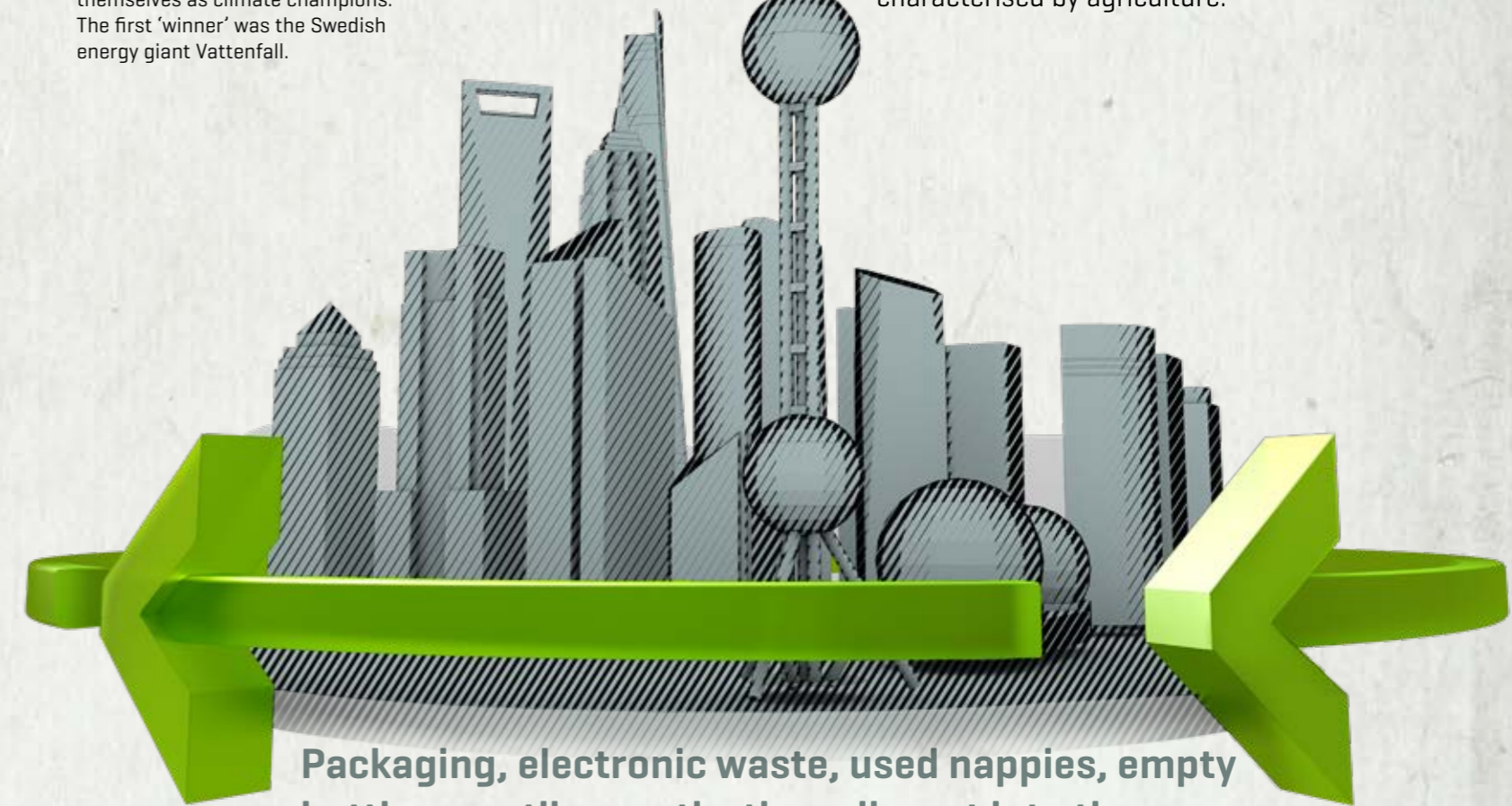
In 2009, Denmark prior to the start of the World Business Summit on Climate Change introduced the Climate Greenwash Award. It is based on a public voting and presented to companies falsely portraying themselves as climate champions. The first 'winner' was the Swedish energy giant Vattenfall.



The melting of recycled glass saves 20% energy compared to making new glass.



In 2005, the village of Jühnde in Lower Saxony became the first of today 149 'bio-energy villages' in Germany. It already won an award in the nationwide bio-energy villages competition. The village has 780 inhabitants and is strongly characterised by agriculture.



Packaging, electronic waste, used nappies, empty bottles – until recently, they all went into the same refuse bin in Shanghai. Often, kitchen waste was simply emptied into the streets. Those days are over: a few weeks ago, the city administration started distributing posters and brochures to citizens to explain the new waste categories. According to media reports, approx. 30,000 volunteers have been recruited in addition to explain the citizens of Shanghai the refuse separation system.

# POR TRAIT



- 18\_** Where company history is kept alive
- 20\_** Three personalities from HELLER history
- 22\_** Ready for the future with strong partners
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# Where company history

# is kept alive

TEXT **Lukas Schult** IMAGES **Tina Trumpp**

Countless rolls of film, numerous filigree machine models made of wood, old canteen crockery and heaps of folders containing historical photos and documents – 125 years of HELLER also means plenty of work and lots of blood, sweat and tears behind the scenes in order to keep the company's long and successful history alive. It requires a trained eye and a great deal of expertise about the rich history of the machine tool manufacturer from Nürtingen.

Ellen Euchner [pictured left] embodies all that. The 64-year-old has been employed with the company for almost 50 years. She started out as a photo lab technician and then worked in office administration, where she was responsible for the interoffice mail. Besides that, she has given a lot of passion taking a leading role in looking after the company archive since 1995. She is responsible for several thousand documents and objects from over a century of company history. For the special exhibition at Nürtingen Municipal Museum titled 'Apprenticeship at HELLER' running until 13 October this year, Ellen Euchner worked in close cooperation with the museum's director Angela Wagner-Gnan. The director of the Municipal Museum is a renowned expert as far as the history of industry, especially the machine building industry in Germany's Württemberg region, is concerned. "Generally speaking, the tool making and engineering industry generated a strong impetus for industrialisation in the Württemberg region and throughout the whole of Germany," explains the graduate folklorist. The museum's director describes HELLER's secret to success as follows: "In retrospect, the company's success principle is based on two components. Firstly, innovative engineering and secondly, strong orientation towards sales and marketing." Already company founder and technical genius Hermann Heller brought commercial expertise to the company when he made his brother Ernst join the enterprise in 1900. This dualism continued throughout the following generations of entrepreneurs at the helm of the company. "Berndt was the interior minister and I the foreign minister," Hubert Heller once said, referring to the mixture of various skills and perspectives in the management of the company that made it successful.



## The archive in the mind

Documenting and preserving all this for coming generations takes passion, expertise and enthusiasm for HELLER's history. Thank goodness, there is Ellen Euchner, whom you could call the heart and soul of HELLER in Nürtingen. Euchner, who started her career in 1970, initially training to become a lab technician when HELLER still operated its own photo lab, has remained loyal to the company ever since. "I grew up with HELLER. My father worked here all his life, so did my godfather and other members of the family." It seems her future path had been predetermined. When you climb the stairs to the attic with her, where the comprehensive archive is located, you learn many interesting facts from 125 years of company history. Ellen Euchner has a little story to tell about everything and everyone. "What I am really glad about is that the archive has always existed. We had to move a number of times, but there has never been any thought of closing the archive," says Euchner. In principle, everything is archived – from construction plans and product brochures from all decades through to old canteen crockery or historical medical objects from the company's medical station. However, Ellen Euchner's greatest passion is and remains photography, as anyone talking to her will quickly notice. "Countless notebooks accurately document where to find which photos and who or what is on them. Basically, they are the 'computer' of the archive," she says.

## Bittersweet retirement

As a person who has been entwined with the history of the company for such a long time, she knows where to find what she is looking for without a tedious search. This knowledge was also very helpful to Angela Wagner-Gnan and her team at the Nürtingen Municipal Museum. The curator, who has been the director of the museum since 1987, found the perfect collaborator in Ellen Euchner. "Whenever we needed photos or other objects during the conception phase, I could rely on Mrs Euchner," Wagner-Gnan says, stressing their good cooperation. However, for one of them, the exhibition will be the final major project for now. After more than half a decade working at HELLER, Ellen Euchner will be retiring in December. To be involved in the anniversary exhibition was important to her: "The anniversary with the exhibition is a beautiful way to end my professional career at HELLER. The anniversary year 2019 was almost my best year at the company," Euchner says smiling, but stresses that leaving the company is bittersweet for her. No doubt, she will be missed; the 'walking archive' will be missed. Meanwhile, work on a future-proof solution is in progress. After all, there will be future success stories that will need to be documented.



Shaping generations:

# Three personalities from HELLER history



Friedrich Wilhelm Eckert



Roderich Pschikril



Birgit Schwencke

They were three fundamentally different personalities, but they shared a profound loyalty and a strong sense of responsibility towards the company and the Heller family. Birgit Schwencke, second child of Hermann and Hertha Heller, who lived in Munich for many years and was a shareholder in the company. Friedrich Wilhelm Eckert was a ‘manager par excellence’ who took a leadership role at HELLER in a difficult situation and together with Roderich Pschikril ensured the orderly transition to the third generation of the entrepreneurial family. As an outstanding networker, Roderich Pschikril played a significant role in helping to shape HELLER’s success story after WWII.

**Friedrich Wilhelm Eckert (1890–1963): entrepreneur par excellence**

“Friedrich Wilhelm Eckert combined technical skills with commercial aptitude and organisational talent,” the former Chairman of the Board, Dr. Paul Binder, once described him. Indeed, Eckert was an entrepreneur par excellence, appreciated in many ways also by Hermann Heller. He started his career at the oldest German machine tool manufacturer Niles in Berlin.

When he died in 1959 at the age of only 51, the leadership of the company fell to his close friend and confidant Friedrich Wilhelm Eckert, who brought a lot of experience with him for this position from his

former engagement at Niles, the oldest German machine tool manufacturer in Berlin. Nearly 70 years old at the time, the graduate engineer, who had been working at HELLER since 1948, was appointed to the company’s management. He considered himself a bridge builder between the two generations of the Heller family, which primarily meant that he had to prepare the then only 23-year-old Hubert Heller for his future role.

“During that time, I had the opportunity to get to know the personality of Mr Eckert and had the pleasure of working with him. The ease with which he familiarised me with our company’s problems and the economic processes to then jointly work with me on making the required decisions always deeply impressed me,” Hubert Heller remembers, who once described the relationship with Eckert as a kind of father-and-son relationship. From today’s perspective, Eckert more than fulfilled the task he was given at that time, considering the fact that Hubert Heller, together with his brother Berndt, would head the company for more than 40 years.

**Roderich Pschikril (1911–2001): great networker and friend of the family**

It was Hermann Heller who brought Roderich Pschikril into the company, which he joined on 1 May 1949. The Austrian, born in Lodz/Poland, had

completed his education at the commercial high school in Vienna and had then gone to diplomatic college. In the turmoil following WWII, he came to Baden-Württemberg. Roderich Pschikril had excellent relations with representatives from Europe’s fast-growing industry and built an extensive network for HELLER. As a result, Pschikril significantly contributed to HELLER’s growth during the time of the Economic Miracle. Hermann Heller bound him and Friedrich Wilhelm Eckert to the company by making them shareholders of Gebr. Heller Maschinenfabrik GmbH and appointing Pschikril to the role of managing partner. The so-called Pschikril room, an office in the main building in Nürtingen, remained his sanctuary until his retirement in 1977. Throughout his life, Roderich Pschikril remained a close friend and consultant to the Heller family, also long after ending his professional career at the company.

**Birgit Schwencke (1939–2018): dormant partner with a strong sense of family**

She never pushed herself to the fore and yet she was an active shareholder of HELLER for 59 years. Birgit Schwencke, the second child of Hermann and Hertha Heller, was born in Stuttgart in 1939 and spent a sheltered childhood in Nürtingen. She was only 20 years old when her father died and had just started an apprenticeship to become a foreign language correspondent clerk. Unlike her brothers Hubert and Berndt, the young woman felt confined in the Swabian region and was drawn to

Europe’s big cities. She first moved to Milan (1963–1967) and, following the divorce from her husband at the end of the 1960s, she moved to Munich where her two sons Steffen and Jochen grew up whom she raised alone.

And although Schwencke was not actively involved in the operative management of the company, she had a major impact on the development of the company. “Our mother always actively supported all her brothers’ decisions,” says Steffen Schwencke. And his brother Jochen adds: “The company was very important to our mother and family meant everything to her.” All her life, she had a very strong social conscience. She provided children coming from difficult family situations with a place to stay, offering them to live at her house for some time. Her grand-son Felix also lived with her until her death nursing his granny, just like she had done with her own mother.

“We were able to grow up free from care and untroubled at a time when this was not the norm,” Steffen Schwencke remembers, who followed his passion to become a landscaper and farmer and like his mother does not play an active role in the company. The same goes for Birgit Schwencke’s second son Jochen.

TEXT **Lukas Schult** IMAGES **HELLER, Kseniya/AdobeStock, Yurii/AdobeStock**

# Ready for the future with strong partners



Four HELLER partners introduce themselves

## GSN Maschinen-Anlagen-Service GmbH

**Founded in**  
1992 in Rottenburg am Neckar/Germany

**Field of business/product portfolio**  
\_ machinery and equipment services  
\_ retrofits  
\_ rebuilds of manufacturing lines  
\_ construction of special-purpose machines  
\_ maintenance and service for technical equipment

**Turnover**  
EUR 40m in the group (2018)

**Management**  
Meinrad Hirlinger, André Elz

**Number of employees**  
300 staff in the group

**Locations**  
\_ Rottenburg am Neckar/Germany  
\_ locations in Germany:  
\_ Kölleda: servicing  
\_ Mosbach: service for machining centres from various manufacturers  
\_ Kamenz: maintenance battery manufacturing  
\_ GSN Mexico  
\_ GSN Poland

**Customers/market situation**  
\_ customers from the automotive sector; OEMs and tier 1, 2  
\_ currently: market demand for retooling of existing equipment  
\_ market demand for maintenance services

**Benefits for customers resulting from the integration into the HELLER network**  
\_ providing service for HELLER machines and others from one single source  
\_ retooling of projects from HELLER machines and others from one single source  
\_ maintenance of customer production with HELLER and other machines by companies from the HELLER Group



## PAATZ Viernau GmbH

**Founded in**  
1993

**Field of business/product portfolio**  
Clamping fixtures, multi-spindle heads, special-purpose machines and assemblies for Gebr. Heller Maschinenfabrik GmbH

**Turnover**  
EUR 11m (2018)

**Management**  
Bernd Malzahn

**Number of employees**  
125

**Locations**  
Steinbach-Hallenberg/Germany [district of Viernau]

**Customers/market situation**  
Customers from the automotive environment as well as many considerable special machine manufacturers

**Important upcoming in-house event**  
‘industrie intouch Thüringer Wald’ on 29 October 2019

**Benefits for customers resulting from the integration into the HELLER network**  
As a result of the integration into the HELLER Group, the customer receives the machine and the appropriate clamping concept from a single source, resulting in short distances to the various contacts.



## STS Maschinendienstleistung GmbH

**Founded in**  
2012

**Field of business/product portfolio**  
\_ used machines [specialising in HELLER machines]  
\_ service for HELLER machines and machine tools from other manufacturers  
\_ retrofits for HELLER machines and machine tools from other manufacturers  
\_ control technology for machine tools and automation  
\_ operator and maintenance training in control technology  
\_ machine tool rebuilds

**Turnover**  
EUR 7.4m (2018)

**Management**  
Marcus Genkinger

**Number of employees**  
30

**Location**  
Metzingen/Germany

**Customers/market situation**  
\_ automotive  
\_ machines  
\_ contract manufacture

**Important upcoming in-house event**  
Opening of the ‘Used-Machine Centre’ from 7 to 9 November 2019

**Benefits for customers resulting from the integration into the HELLER network**  
\_ used machines and retrofits as a complete service – from purchase advice through to flawless commissioning  
\_ original spare parts from HELLER can be provided  
\_ used machines and retrofits by STS can be supervised by the global service network of HELLER  
\_ projects and orders concerning control technology and rebuilds can be conveyed by HELLER organisation as well



## August Wenzler Maschinenbau GmbH

**Founded in**  
1954

**Field of business/product portfolio**  
5-axis machining centres for the machining of structural components, such as front axle and rear axles subframes, chassis beams, battery holders, etc.

**Turnover**  
EUR 12m (2018)

**Management**  
Wolfgang Wenzler

**Number of employees**  
41

**Location**  
Spaichingen/Germany

**Customers/market situation**  
\_ Wenzler is known as an innovative solution provider for series manufacturers  
\_ especially solutions for the manufacture of series lightweight components and structural parts  
\_ mainly customers form the automotive industry

**Important upcoming in-house event**  
‘Wenzler Technologietage’ in November 2019

**Benefits for customers resulting from the integration into the HELLER network**  
Complex systems require efficient service: as part of the HELLER Group Wenzler has access to the comprehensive services of the partners. Depending on the location, our customers have access to the local HELLER service bases. Local staff has been specifically trained for the Wenzler-specific components. HELLER’s extensive service network provides a global presence of our technology. HELLER stores spare parts at a central location, ensuring that response times and availability are at top level internationally. Moreover, we guarantee availability through teleservice and hotline.



# Black

## Facts and figures from the first six months of 2019

Following the previous year’s growth of 3.6%, the global economy is expected to only experience 3.2% growth in 2019. With that, the IMF has downgraded its last growth forecast made in spring by 0.1%. Political uncertainties, a growing number of trade disputes, especially between the US and China, and the resulting tariff policy of the countries involved continue to play a significant role in this. So far, this has resulted in a worldwide reluctance to make investments.

HELLER, too, experiences the customers’ restrained capital investment. In the first half year of 2019, order intake was

below the past three years’ average. This is primarily due to the subdued new-machine and automotive project business. However, from the perspective of HELLER Service, order intake throughout the first six months of the year developed at an encouragingly strong level, exceeding targets by more than 7%. At approx. EUR 310m, the total turnover until 30 June is still slightly below target, which is mainly due to a delay in a major project. Single-machine business, by contrast, is in line with forecasts whilst service, as mentioned, is higher than projected. At EUR 466m, order intake remains at a very high level.

## Continuity on shareholder level and in terms of management

Heller GmbH		Gebr. Heller Maschinenfabrik GmbH	
<b>Supervisory board:</b> Berndt Heller [Chairman] Christian Hald Harald Völker	<b>Managing Director:</b> Klaus Winkler [Chairman] Manfred Maier	<b>Supervisory board:</b> Berndt Heller [Chairman] Joachim Beyer Wolfgang Seitz	
<b>HELLER Support Germany</b>	<b>HELLER North America (NAFTA)</b>	<b>HELLER Europe (EMEA)</b>	<b>HELLER Asia (APAC)</b>
<b>Managing Director:</b> Manfred Maier [Chairman] Dieter Drechsler Dr Jürgen Walz Peter Weber	<b>Managing Director:</b> Kenneth M. Goodin  _ HELLER Mexico _ HELLER USA	<b>Managing Director:</b> Andreas Müßigmann Peter Weber  _ HELLER Germany _ HELLER France _ HELLER Italy _ HELLER Poland _ HELLER Russia _ HELLER Slovakia _ HELLER Spain _ HELLER Sweden _ HELLER Switzerland _ HELLER UK [Sales & Services]	<b>Managing Director:</b> Andrew Parkin  _ HELLER China _ HELLER India _ HELLER Singapore _ HELLER Thailand
<b>HELLER Support UK</b>	<b>HELLER South America (LATAM)</b>		
<b>Managing Director:</b> Matthias Meyer	<b>Managing Director:</b> Alfredo Griesinger  _ HELLER Brazil		
<b>GSN [Germany]</b> <b>Paatz [Germany]</b> <b>STS [Germany]</b> <b>Wenzler [Germany]</b>			

# on White

Order intake

EUR 229m

Europe: 80 %  
North and South America: 12 %  
Asia and ROW: 8 %

Turnover

EUR 310m

Total operating revenue

EUR 334m

Equity capital:

EUR 117m

Employees

2,930

HELLER Group worldwide

# HELLER USA

An important location  
of the HELLER Group

This year, HELLER globally celebrates a major milestone. Exactly 125 years ago, Hermann Heller – only 25 at the time – founded a trade and manufacturing business for patented products and watchmakers’ tools in Nürtingen/Germany. It marked the birth of today’s family business with production sites, sales and service companies all over the world. With the sales and distribution of tools of all kinds, the company founder laid the foundations for the company’s long-term success. Almost 40 years ago, HELLER started its activities in the US. Since 1982, HELLER has been providing the North American customers with unparalleled machine tool solutions, service, and support. HELLER USA has had some major accomplishments in the last thirty-seven years and we are going to give you a glimpse of what we have done to get to where we are at today.

TEXT David Mondek IMAGES HELLER



1982

HELLER begins its operations in the United States in Elk Grove Village, IL, primarily as an importer and servicer of its crankshaft milling machines it is then selling to Ford, Deere, Caterpillar and Chevy Bay City plants.

1993

First major project for HELLER USA with Chrysler.

1995

HELLER builds a new state-of-the-art USA Headquarter and production facility in Troy, MI. In the same year, HELLER USA receives several projects from reputable automotive customers.



2002

After 1999, the building is expanded again to current size with +90,000 m² for machine assembly.



1992

HELLER relocates to Troy, MI.

1998

HELLER becomes QS certified, which is turned into the current ISO 9001-2000/14001 certifications later on.





## 2016 & 2017

HELLER USA wins the GM Supplier of the Year Award in two consecutive years.

## 2006

The success story as a supplier of manufacturing systems for the automotive industry continues, especially with projects for the machining of powertrain components.



2007 2008 2010 2011 2012 2013 2014 2015

## 2009

First major open house event



## 2018

HELLER USA wins the GM Supplier of the Year Award for the third time in a row. In the same year, a new Sr. Management and new sales team are introduced. HELLER USA is also successful in the oil and gas industry.



## 2019

HELLER introduces a new Authorized Distribution Program in the US.



## 2018 – 2019

The renovated lobby and meeting rooms enhance the customer experience.

2020 2021 2022 2023 2024 2025

# 125 years of HELLER

## Anniversary Days

### in Changzhou (China) and Nürtingen (Germany)

125 years of HELLER – a milestone that calls for a celebration. To mark the occasion, the machine tool manufacturer organised Anniversary Days at its locations in Nürtingen and Changzhou. Numerous members of staff and their families followed the invitation, celebrating HELLER's anniversary with a varied entertainment programme.

TEXT **Franziska Hapke** IMAGES **Tina Trumpp, Xu Zhou**



On 1 June 2019, HELLER celebrated the 125th company anniversary at its Chinese location in Changzhou. More than 300 guests, including staff and their families, joined the celebrations offering entertainment for young and old alike. In his opening speech, Youpeng E., Vice President Sales of HELLER China, presented many interesting facts from the company's history. Moreover, staff had prepared a large history wall showing major milestones of HELLER's success story especially for this occasion. A special moment for all the guests was the awards ceremony held to honour long-term employees and apprentices having successfully completed their training at HELLER.

All this was complemented by a varied entertainment programme for the visitors of the Anniversary Day, including a collaborative painting project, a live band as well as food and drinks.



#### Celebrations send guests into high spirits

On 6 July, the Nürtingen location was ready for a party: more than 4,000 visitors attended the celebrations for the company's 125th anniversary. In their welcoming addresses, Klaus Winkler (CEO), Berndt Heller (Chairman of the Board) and Bernd Haußmann (Chairman of the Works Committee) emphasised the employees' significance HELLER has long been aware of. According to Klaus Winkler, 125 years of HELLER reflect the history of a family that has provided work and fulfilment for a large number of people – and the history of a works community that by now has developed into a large family itself and which to this day remains the great strength of HELLER. In recognition of this and for the

untiring commitment of everybody involved, Christoph Nold, Managing Director of the Chamber of Industry and Commerce Esslingen-Nürtingen, not only awarded the company with an honorary certificate marking the 125th anniversary of HELLER, but also presented it with an honorary award for outstanding services to the local economy.

Following the official programme, visitors enjoyed street-food style culinary treats and a varied entertainment programme: more than 20 stands and food trucks, various bands, magicians and acrobats as well as numerous join-in activities and an impressive fire show made the celebrations a successful event.



# TECH NO LOGY



**34\_** 'Green' patents for tomorrow's world

**38\_** Open to standards, flexible for individual solutions

**42\_** Easy entry into automation with Fastems

**44\_** Faster machining with artificial intelligence

# 'Green' patents for tomorrow's world

Sustainable technologies: trailblazing and award-winning inventions at the European Patent Office.

TEXT **Adrian Günther** IMAGES **European Patent Office**

Since 1977, the European Patent Office (EPO) has been responsible for granting and managing patents throughout Europe, thus providing assurance to innovators from industry and research. The protection of intellectual property is an important cornerstone of innovative strength within the European Economic Area. Every year since 2006, the EPO honours groundbreaking inventions in different categories with the European Inventor Award. In the following, we shine a spotlight on four winners from recent years whose research has contributed to a more eco-friendly future.



+

Already today, Pure is used in many different areas, ranging from carwashes or filter technology through to water pollution control and civil protection.



+

Marketed under the name 'AdAmmine', it is today one of several options considered for reducing NOx emissions in diesel engines. Potentially, it could help to make Diesel engines comply with the Euro 5 emissions standards in order to avoid imminent driving bans.

## Solid ammonia against air pollution (2016)

Ammonia is an ambivalent substance. It is poisonous, corrosive and it smells – but it also has great application potential. In 2016, Tue Johannessen and his team revolutionised ammonia storage: they found out that certain metal salts are able to effectively absorb the uncooperative substance like a sponge absorbs water. In this combination, it is not only safe for the environment and easy to handle but can also be used for effectively cleaning diesel emissions or as a potential source of energy in electric fuel cells.



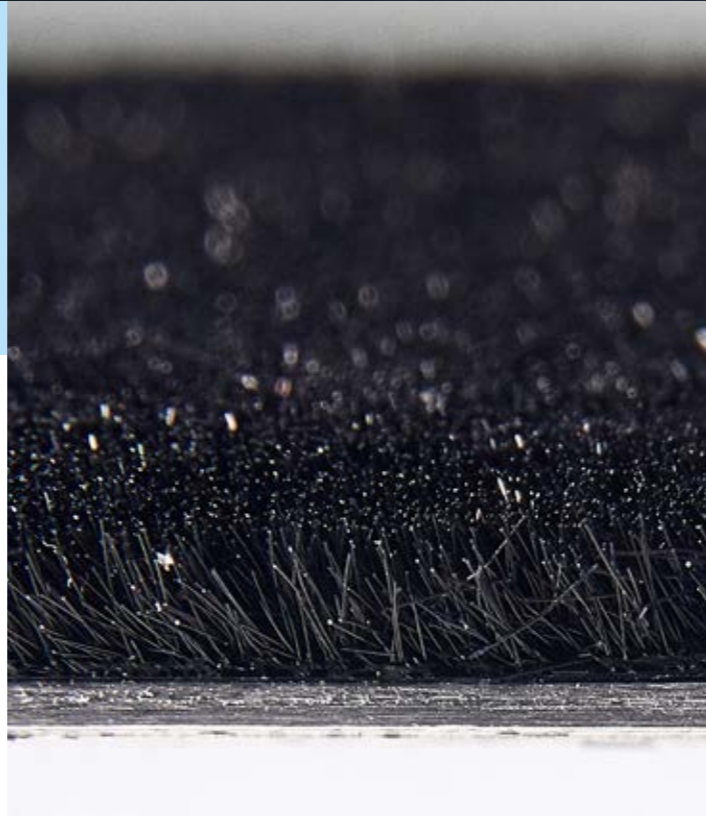
## A supersponge against oil spills (2017)

The discovery of this invention, providing a way to absorb oil spills faster and more effectively than conventional methods, was really an accident. A machine running at the wrong settings at the laboratory of Günter Hufschmid resulted in the production of the 'prototype' of a synthetic wax able to adsorb seven times its own weight in hydrophobic liquids. Moreover, after use it can simply be wrung out and used again. Since 2010, Hufschmid's company has marketed the supersponge under the name 'Pure', which could be used, for example, for oil spill management in the future.



### Specialist for marine antifouling (2019)

This year's winner's invention also focuses on water: inspired by the densely growing spikes of sea urchins, the Dutch materials researcher Rik Breur developed a so-called anti-fouling wrap that prevents the growth of algae, barnacles and mussels on boat hulls and maritime structures – without harming the environment. Ships and maritime structures remain stable and clean for longer and are able to maintain their hydrodynamic performance, whilst fuel costs are reduced.



### Innovators of plastic recycling (2019)

This year, the Austrian scientists Klaus Feichtinger and Manfred Hackl received an award for their contribution to solving the problem of plastic recycling: their Counter Current technology makes plastic recycling easier and less energy consuming. The waste is turned into pellets, which can then be used as a raw material to create new products whilst delivering a higher quality than previous recycling processes, making the solution of Feichtinger and Hackl a groundbreaking invention for future plastic recycling.





# OPEN TO STANDARDS

The main purpose of automated manufacturing and production centres is to achieve a reduction in idle times, thus optimising system availability. However, the requirements of the individual industries vary greatly, resulting in a wide range of different solutions available in the market. HELLER is completely open as far as the three main groups of automation solutions are concerned when it comes to enhancing productivity, availability and economic efficiency.

TEXT Manfred Lerch  
IMAGES Jens Gelowicz, Manfred Lerch

The introduction of automation is always accompanied by organisational realignment, irrespective whether customers opt for overhead loading of the machining centre, pallet automation or flexible robot cells. The most frequently asked questions before investing in an automation solution therefore mostly concern the various possibilities this type of system offers, how large it has to be in order to be adequately dimensioned for the production in question or whether the targeted cycle times are feasible in order to achieve the desired reduction in per-piece costs.

At Daimler AG, the goal was to achieve a significant reduction in unproductive idle times through maximum productivity. The focus was on agile processes, allowing to respond flexibly to changing customer requirements. The project concerned the manufacturing of crankcases for combustion engines with different workpiece variants to be produced on a flexible, agile manufacturing line. The existing modules comprised up to eight HELLER machining centres loaded via a single gantry loader. The new project was realised using four direct-loading machines per gantry. The goal of these redundant systems is to be able to continue production at a reduced output volume in case one of the gantry loaders is out of operation. Additionally, HELLER positioned an adapter changer in front of each machine, enabling decoupling of the automation and the machining centre.

## Stationary, mobile or collaborative robot solutions

A totally different automated manufacturing solution was implemented at Samson AG [2] to automate bulk material and to manufacture different part families. The company based in Frankfurt opted for a HELLER 4-axis machining centre model H 2000 with a robot cell. The H 2000 was a standard machining centre, but the challenge involved was the clamping of the component for two operations and the interface to the robot. HELLER took on overall responsibility, and six months later, series production with the system was started.



# FLEXIBLE FOR INDIVIDUAL SOLUTIONS

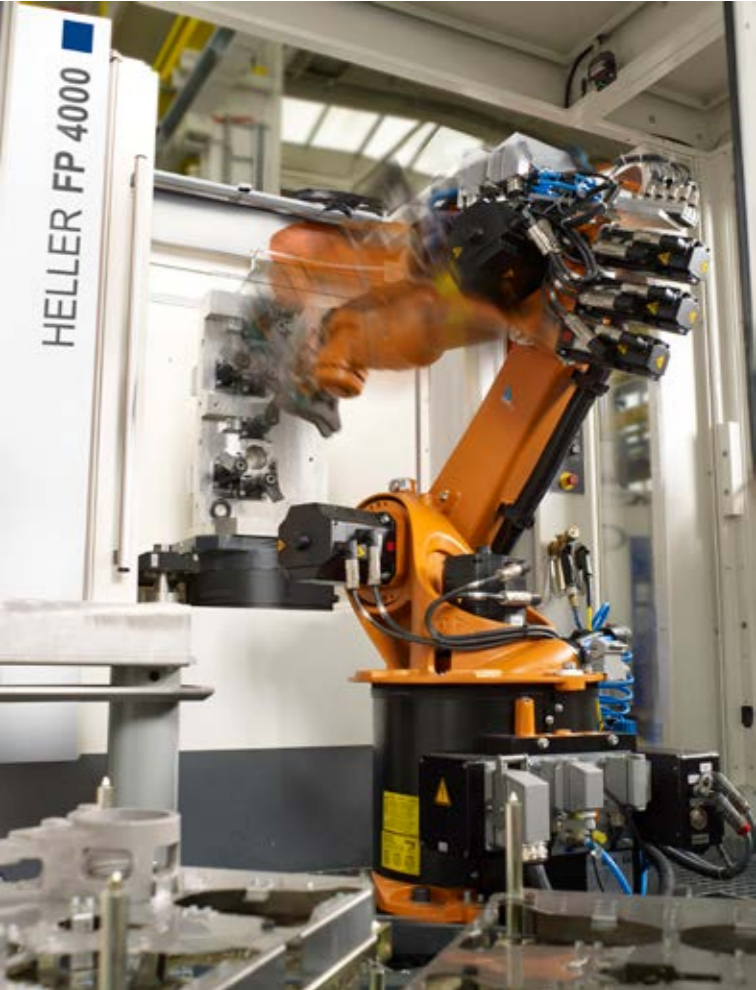


# Central contact with know-how in pallet automation

Frequently, the wish to reduce setting times and manufacturing for just-in-time assembly are the requirements that result in automation. The solution Siemens AG in Ruhstorf initially envisaged was a simple pallet magazine. In the end, the project developed into an integrated system comprising three HELLER mill/turning centres model CP 2000 and an MLS-LD Multi-Level-System for a total of 72 machine pallets and two high-precision setting stations. Since then, the central pallet handling with integrated loading and unloading stations and the associated host computer with the relevant software ensure that the operators, especially those at the setting and loading stations, know what to do next. Current jobs to be processed are already provided in the software before start of production. In this specific case, the software is able to plan production three shifts ahead. As a result, the operator receives all relevant information about the entire production planning, including all setting data required, before the start of a shift.

The people responsible at the Rohde & Schwarz Teisnach location are constantly looking for innovation and ways to achieve shorter cycle times. In addition to approx. 4,000 parts that have occurred over the last 30 years, the company also produces an extremely wide range of variants, most of which have to be available at very short notice. Therefore, flexibility, consistency and output have top priority throughout every benchmark phase as the company wants to mitigate fluctuations in utilisation with job order processing whilst expanding its know-how. To meet these requirements on a continual basis, the company has linked all 4-axis machining centres model H 2000 with a container solution comprising 12 pallets each and is currently manufacturing in 3-shift operation, 24 hours a day, six days a week. Most of the components are cubic parts, including aluminium high-tech casings.

So, in summary, HELLER is meeting users' demands for modern automation solutions for machining centres in all respects. Unmanned machine operation or operation during 8,760 hours/year ensure maximum availability and productivity whilst helping to cut per-piece costs. By now, quite a number of workpiece and pallet handling specialists have become well-established in the market that HELLER co-operates with as part of a best-in-class partnership.



In contrast to this, the company Konstandin [3] based in Carlsbad was aware that it would not have sufficient large turning components to achieve full utilisation of the new 5-axis mill/turning centre model CP 4000 with pallet changer. Therefore, the people in charge opted for a robot automation. The automation itself was a retrofit solution with HELLER being responsible for its connection. The new level of flexibility has not only been achieved through the use of automation, but also due to the productive mill/turning centre model CP 4000. Meanwhile, this investment has resulted in massive time savings and additional capacities.

At ZSD Zerspanungs- und Systemtechnik [4] in Oberstaufen, it was also a robot solution that made the difference. The goal was to create a fully automated cell for a major project that was still in the acquisition phase. The workpieces to be machined were cast aluminium components for a major automotive supplier to be produced in an annual volume of several tens of thousands of parts. To achieve this, the manufacturing solution comprises a fully automated cell with a 5-axis machining centre model HF 3500 and a collaborative robot. The workpiece is manufactured in two setups using 5-axis machining. Additionally, a steel bushing is shrink-fitted between the two setups using liquid nitrogen. By now, the system is fully integrated into the network and can be accessed via the intranet and internet.





The new Fastems MMS unites three previously strictly separated manufacturing worlds in a single, powerful software solution.

# Easy entry into automation with Fastems

The Fastems Flexible Pallet Container (FPC) provides a simple and efficient entry into the automation of HELLER machine tools. The Manufacturing Management Software (MMS) for the planning, control and monitoring of production turns the FPC into a powerful Flexible Manufacturing System (FMS) with the software offering more than automated pallet handling.

The FPC is a complete FMS that comes compactly packaged in a pre-configured container allowing to set up the manufacturing automation in practically no time. As a standardised, scalable solution, an FPC can be flexibly expanded by additional containers and machine tools. Starting with one FPC and a connected machine tool, the FPC provides a very efficient entry into automation which can be expanded to up to three containers and machine tools when needed. The pallet storage with a capacity for up to 12 pallets per container is the core component of the FPC. Further basic components include a stacker crane for pallet transport within the system and loading stations for the loading of workpieces into the fixtures as well as loading and unloading of the pallets with the fixtures.

**Intelligent manufacturing management**

The actual intelligence of an FPC is integrated into the host computer with the Fastems MMS. It belongs to the most advanced software solutions for the planning, projection, control, visualisation and monitoring of an automated production system. The software automatically plans and calculates the optimum production flow based on the jobs at hand and all the resources required for it (e.g. tooling, NC programs etc.). It also takes account of any real-time changes, e.g. resulting from new, urgent jobs to be processed.

**New potentials for robot-based applications**

Originally conceived for automated pallet handling, the new version of the MMS, for the first time presented to the public at EMO, now also integrates automated and non-automated

processes into the digital manufacturing management. For this purpose, MMS combines three application areas within a single software platform: pallet-based automation, automation of direct workpiece handling using robots, work cell operation for stand-alone machines and other manual manufacturing operations. As a result, MMS now offers expanded functionalities for the production management of robot-based applications in the area of machine operation.

Easy integration of new workpieces into a manufacturing process is the key to meeting today's production requirements. For this purpose, the new MMS offers a graphical user interface with powerful functions for defining sub-process plans. In combination with parametric robot programs and a coordinate-based parts positioning, it allows to minimise the robot programming requirements, even eliminating time-consuming PLC programming. In one robot cell, the new MMS manages the job-related production by means of manufacturing batches. Flexibility is provided by the possibility to simultaneously produce a number of different components in different job batch sizes. Additionally, information is provided about the clamping fixtures required at the machine tool in the form of setup operations. The MMS can plan new setup operations for machine tools and, depending on the application, is even able to perform automatic loading of a machine using the robot.

**Equal focus on non-automated processes**

The latest version of MMS also enables planning and control of non-automated processes, closing the gap between automated and manual manufacturing processes. For example, the operator of the stand-alone machine receives precise lists and instructions from the MMS with the steps and individual tasks required for production. In this context, the software promptly provides him with all relevant information, e.g. when a setup, materials, tooling etc. need to be available.



Fastems is one of the leading manufacturers of automated materials handling and machining solutions for metal-cutting machines and related processes. The company's portfolio comprises consulting services in the field of materials handling through to flexible manufacturing systems, robot-based automation solutions, software for manufacturing control, gantry and linkage systems as well as a comprehensive range of services. The company's headquarters are located in Tampere [Finland] and it operates manufacturing locations in Finland and Germany as well as a global sales and service organisation, generating an annual turnover of approx. EUR 90m and employing approx. 450 staff.



# Faster machining with artificial intelligence

## FANUC presents new CNC software tools at EMO

Easy commissioning, comprehensive monitoring and perfect performance are the key topics at the FANUC trade fair stand [hall 9, stand A50] at EMO from 16 to 21 September in Hannover. Moreover, FANUC will be presenting a number of useful software tools and options. The iHMI user interface has been further optimised, whilst the PANEL iH Pro operating unit now incorporates more powerful hardware. The two control series 30i-B Plus and Oi-F Plus represent the next stage of innovation in terms of factory automation.



Under the heading of Smart Machining, FANUC offers new software solutions allowing to step up performance also using artificial intelligence [AI]. During operation, the Smart Feed Axis Acceleration/Deceleration function determines the component’s current moment of inertia and adapts the optimal acceleration of the servomotor. The advantage becomes apparent when machining at a high chip removal rate, when the workpiece is significantly lighter at the end of the machining time and higher accelerations are possible. The Servo Learning Oscillation software function is especially helpful for turning operations and enables or facilitates extended automated operation. The function is used to make the tool oscillate to prevent the formation of long chips, requiring labour-intensive cleaning of the work area by staff.

At EMO, FANUC will be showcasing a whole package of new tools and functions. These innovations mostly aim at optimising the operational behaviour and maximising availability by providing enhanced condition monitoring. The Edge Analyzing Unit can also be retrofitted as a sub-assembly into existing machines. It provides synchronous recording of CNC and sensor data. The combination of the data and comparison to nominal data can be used for preventative maintenance purposes for example. Comparable information can be retrieved using the AI Servo Monitoring software option. This tool had been specifically developed for the analysis and evaluation of the machining spindle data. Now, FANUC has expanded the software, allowing

to acquire data from all servo drives and drive assemblies of a machine. Artificial intelligence compares the recorded data with a normality score and suggests appropriate maintenance actions in case the adjustable thresholds are exceeded. This software is part of MT-LINK i, the software FANUC offers for the acquisition, evaluation and visualisation of machine data. To guarantee machining quality, surface finish and performance, FANUC offers the known software options Fine Surface Technology and Fast Cycle Time Technology which have been further evolved and refined and can now be supplemented by the 5-Axis Integrated Technology function. The Smart Rigid Tapping function used for thread cutting has also been improved. After cutting a thread hole, the spindle now exits the bore with maximum motor power. Field tests at FANUC have shown that this helps to achieve cycle time reductions of up to 35 percent.

The iHMI user interface has been further enhanced and expanded and is now also available for the Oi-F Plus CNC series. With interactive presentations, FANUC will demonstrate simple and straightforward handling on two stations: iHMI Milling and iHMI Turning allow practical testing of operation and of new functionalities. The new features include functions for the preparation of machining [tool setup, programs and simulations], for the machining operation itself [easy operation] and for the optimisation and daily use with the Servo Viewer and Maintenance Manager. An important feature for machine operators in this

context is the iHMI Maintenance Manager. Its functions and effects on maintenance will be presented on a special demonstrator at the stand. In addition to a new user interface, the Oi-F Plus CNC also provides new functions that are available as standard. Moreover, storage capacity has been increased to 2 MB. This provides benefits to both MTB and machine operators. FANUC Picture, for example, is an interesting feature allowing to customise the user interface. Moreover, the Start-up Tool developed for the Oi-F series makes commissioning of a machine much easier. Important parameters for a machining operation and for motion control can be entered in advance on a PC using menu-driven functions [standard defaults for specific parameters] and can then easily be transferred to the CNC. FANUC has also upgraded the operating units: The PANEL iH Pro now has a 21.5” widescreen LCD and incorporates the latest generation processors. A practical feature for MTB: PC Unit and Display Unit can now be placed at separate locations on the machine. The display can be positioned at the front of the machine in a space-saving and visually appealing manner whilst the PC unit can be incorporated into the control cabinet. As a result, it becomes easier to integrate a second display unit into the machine housing at a different location, e.g. when needed at the back for tool change.



Environmental protection is one of FANUC’s most important corporate principles. As a specialist in industrial automation and manufacturer of CNC controls, robots and machine tools, we work continuously to save energy and preserve nature. In the past fiscal year, FANUC reduced energy consumption in its production by 10.7 percent compared to the same period last year. The energy supply at FANUC’s headquarters in the Japanese city of Oshino was partly switched from kerosene to gas. The energy efficiency of FANUC products was also further increased.

Our corporate policy includes the promise of a ‘lifetime service’ to our customers. This means that we repair products and provide service for as long as our customers require. This also contributes to a positive environmental balance.

**FANUC**

# PRO DUC TION

An abstract graphic featuring a large gear shape composed of many concentric, slightly offset lines, creating a sense of depth and motion. The gear is positioned diagonally across the page, with its center towards the bottom left. The lines are thin and light yellow, contrasting with the solid yellow background.

**48\_** Innovative resource management behind old walls

**50\_** Umati, the future USB-port for machine tools

# Innovative resource management behind old walls

TEXT **Lukas Schult** IMAGE **HELLER**

Sustainability has many facets. Particularly in the corporate context, you have to produce, operate, build, plan and to develop in a sustainable manner in many areas. The subject of sustainability has been a fixture in HELLER's corporate strategy and mission statement for many years. In the following, we are going to look at the term in the context of facility management and with a focus on occupational safety and environmental protection.

"In the past, buildings were nothing but four-walled structures to me," says Wolfgang Höhn, Head of Facility and Quality Management at HELLER. However, according to the 53-year-old, buildings represent a significant cost factor and an important asset for most companies today and therefore have to be regarded from a holistic point of view. This approach has been standard practice in HELLER facility management for years. Many of the approx. 60 buildings at the company's headquarters in Nürtingen are listed buildings. There is not much room for new constructions. Therefore, the company invests heavily in the modernisation of the existing halls and buildings. "Whenever we plan constructional measures, we exceed the statutory requirements," explains Daniel Maier, who, among other things, is responsible for energy performance assessment in the team led by Wolfgang Höhn. But what does this mean specifically? The long-term goals of HELLER Facility Management are to achieve increased efficiency, a significant cost reduction and improved fire safety and security. Innovative building technology is one possibility helping to achieve these goals.

For this purpose, HELLER has been using intelligent systems, such as a building services management system, for many years now. For monitoring and control purposes, the system uses 10,000 data points, e.g. speed-regulated fans and pumps in the production halls. This automation makes it possible to respond to all wishes of the users, e.g. to adjust temperatures, humidity values or volume flow rates. Moreover, it is planned to directly link the majority of the machines in HELLER production to a building process cooling system in the future. This will allow to remove the heat given off where it is produced with immensely positive effects on room parameters.

Another step towards optimisation and transparency is currently made in terms of the monitoring of energy values. The goal of Höhn and his team is to implement a system independent of the buildings, allowing for centralised energy monitoring of consumptions and requirements.

**A cogeneration unit for greater independence**

In 2018, HELLER consumed ten million kilowatt hours of electricity. "This makes us an enterprise with average electricity consumption in relation to our size," explains Daniel Maier. However, HELLER aims for greater independence from the electricity market and therefore plans its own combined heat and power unit [CHP] and to install solar power systems on the roofs of new buildings on the company premises in Nürtingen. "We need a substitution strategy. Therefore, our goal is to produce more



of our energy ourselves," Wolfgang Höhn, the Head of Department, explains. While this project is still in its planning phase, the company has already achieved a number of successes in terms of energy management. HELLER has been re-certified in accordance with the DIN 16247-1 standard for the second time. In April 2015, the German Bundestag confirmed the Energy Efficiency Directive adopted by the European Union in 2012. Since 2015, medium-sized companies in Germany are required to perform a comprehensive energy audit every four years.

**Waste tracking and occupational health and safety**

Georg Preu has a similar point of view as far as the subject of sustainability is concerned. He heads the administrative department for occupational health and safety and environmental protection at HELLER. His tasks go beyond building services and range from industrial safety through to occupational health of staff at the workplace. Moreover, HELLER also holds certification in terms of environmental management. "We obtained certification to the ISO 14001 environmental management standard in 2018," Georg Preu is happy to say. Companies pursuing this certification have to implement an extensive package of measures to ensure operational environmental protection. At HELLER, these are included as a set of strategic goals in the company's environmental objectives and have also been implemented as part of a wide range of concrete measures. Shop floor lighting, for example, is successively being converted to energy-saving LED technology. In terms of waste disposal, the materials

are closely tracked and accounted for in a comprehensive waste balance sheet at the end of the year.

"To consistently achieve our environmental targets, we have also audited the waste disposal company we work with to ensure they comply with the environmental standards," Preu explains. "We also require our suppliers to use environmentally friendly packaging as far as possible." Another area of responsibility of the Health and Safety Officer Georg Preu is to ensure and to enhance occupational safety in the workplace in a sustainable manner, both for office staff and shop floor staff. Regular workplace inspections help to achieve continuous improvements in these areas. Last but not least, well-functioning works medical services contribute to the protection and performance of the employees in a sustainable manner. In 2018, Preu registered more than 3,800 medical care situations at the medical station. Approx. 170 employees in Nürtingen are trained first-aiders, 18 of which have received further training as qualified first responders. Whilst most have been trained as medics, there are even two professional paramedics, all ensuring that occupational health and safety have the highest priority and are guaranteed by a sufficient number of competent staff.



the future USB-port for machine tools

Digitisation of production is more and more becoming a reality. To date, proprietary systems complicate linkage to subordinate and superordinate control levels. An initiative started by the German Machine Tool Builders Association VDW has succeeded in developing an internationally accepted standard for a data exchange interface called umati.

TEXT **Martin Ricchiuti** IMAGES **VDW, Ansgar Pudenz**

Anyone engaged in the linkage of industrial systems – be it vertical integration with superordinate systems or horizontal integration of equivalent units – has to consider the compatibility of the various controls and interfaces. Over decades, various manufacturers and providers have pursued their own proprietary approaches which they deemed appropriate for the application at hand. This resulted in heterogeneously controlled and linked machinery, performing as intended following installation, but requiring a substantial integration effort with every modification made to the original configuration.

Many entrepreneurs are feeling the enormous impact of this almost Babylonian confusion, particularly regarding the numerous ongoing digitisation initiatives. To extract data from your systems, you first have to merge and standardise data. Otherwise it will not be possible to perform any analyses beyond the systems’ boundaries. According to Bernd Zapf, Head of Development New Business & Technology at Gebr. Heller Maschinenfabrik GmbH (image p. 51), these kinds of problems already emerge when linking a machine to MES software: “What we have is a standardised and extensively documented interface. In practice, we then have to see whether we have to adapt our interface to the conditions at customer site or vice versa. The first scenario always incurs additional costs, ties up capacities and complicates a seamless integration. This is something we are faced with almost every time we sell a machine. In the second scenario, the automation or software partner is required to make the adaptation.” This example gives us an idea of the kind of complexity the machine tool manufacturer is confronted with during the integration and what kind of know-how he has acquired over the past years.

Uniform machine interface paves the way for data exchange

Zapf expressly welcomes the VDW’s initiative to develop a uniform machine interface in close cooperation with machine tool manufacturers: “We prefer to adopt an active role in the design to promote our idea of universal compatibility of different machines, units and software. As a so-called ‘core partner’, HELLER became involved at an early stage, playing a key role in the engineering of the umati interface.



The OPC-UA server developed by VDW in 2006 provides the foundation for the umati standard. The OPC-UA server acts as a ‘translator’, transforming the various data formats provided by the CNC control, the HMI or other data sources into clear-text encoded signals. It significantly facilitates communication on a purely formal level.” Zapf gives an example to illustrate this: “To perform a machine status enquiry, all you have to do is ask the question: what is the machine status? Since the answer to this question is provided in clear text, it is just as easy to understand. Before we had umati, the question would be just as cryptic as the response. This does not only increase ease of operation, but also provides higher user acceptance.”

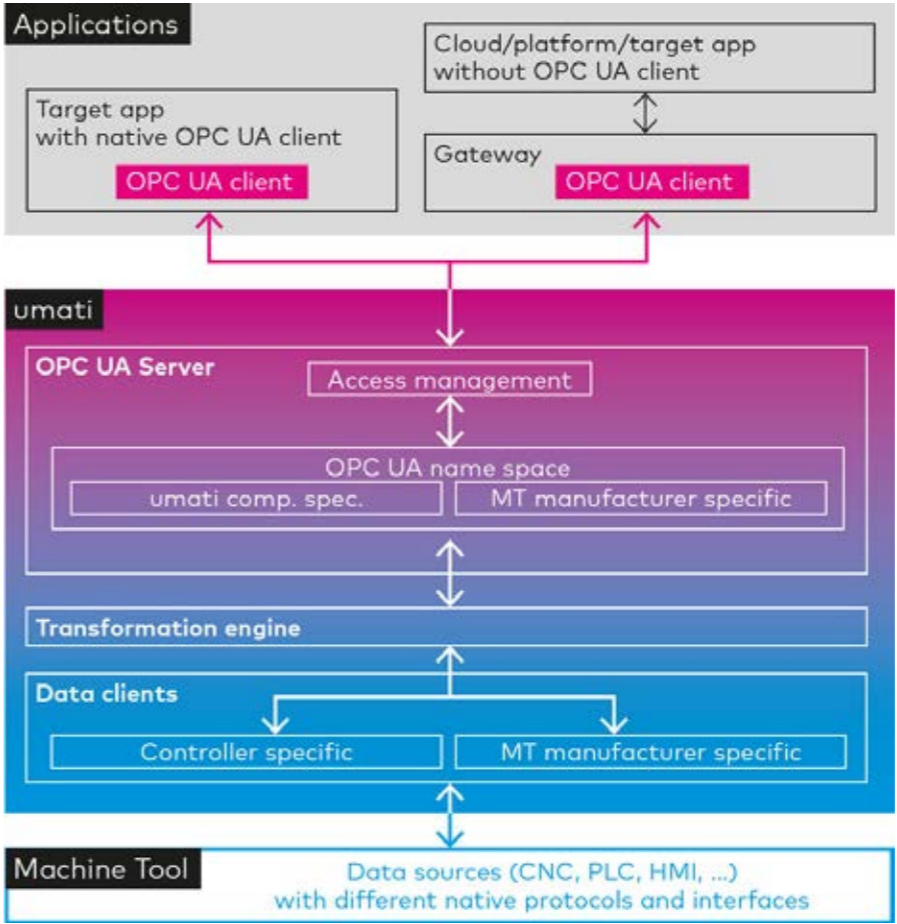
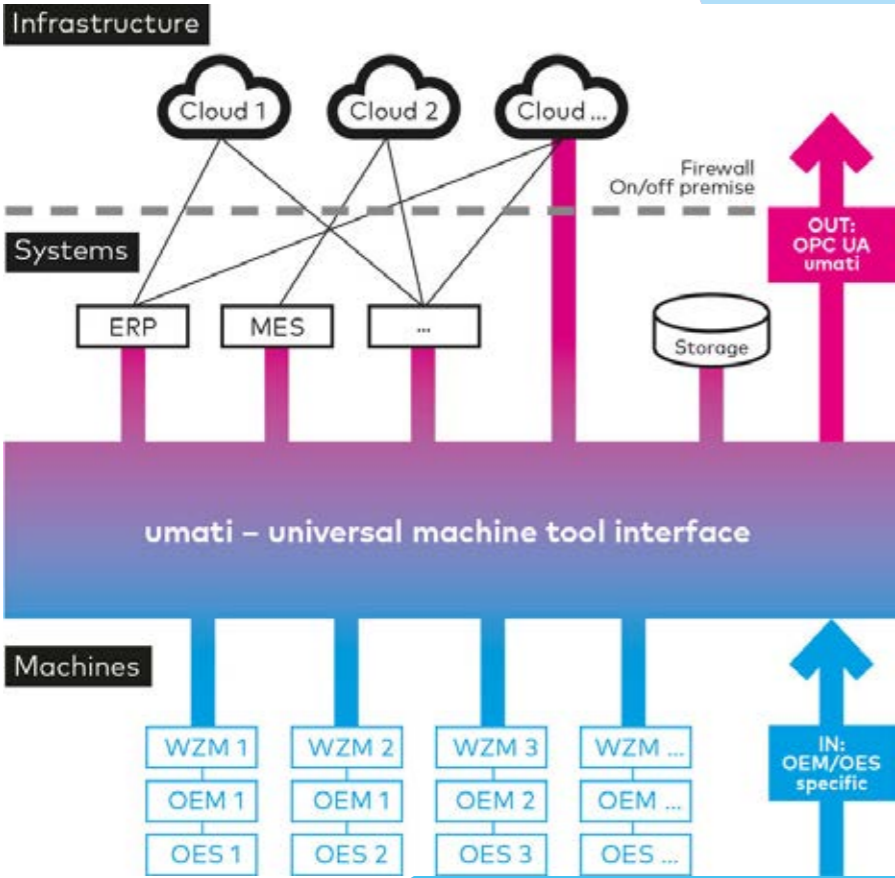
“Another crucial advantage of the umati project is its transparency,” Zapf explains. “Unlike previous standardisation efforts, all parties involved in the joint working group pull together. However, this requires a certain willingness to compromise to ensure a viable consensus is reached and the project is making progress. The involvement of control manufacturers from Japan and the North American MQTT initiative underscores the outreach and significance of the umati standardisation efforts.”

In a way, umati can be compared to road traffic regulations – provided all parties involved observe the rules, smooth and secure data exchange is guaranteed. At the same time, the VDW-managed project is open to many different machine manufacturers. It includes companies from different industries whose requirements in terms of data signals are uncommon in metal-cutting machining, for example. As a result, the exchange with these industries brings fresh impetus to machine tool manufacturing. In the future, umati will cover these various data requirements. The advantage for HELLER is that for data provision, the OPC-UA server only has to be configured for umati communication. No programming is needed. Zapf stresses: “We as HELLER have decided to realise the entire transformation outside of the control in order to leave the machine control untouched. For this we use edge computing in the form of Sinumerik-Edge: the OPC-UA server is installed in the small grey box. If this is already sufficient for the signal scope at hand, no further installation is needed. If the required signal scope goes beyond that provided by the control, we additionally install the transformation engine to comply with the umati standard.”

This configuration can easily be retrofitted to existing HELLER machines using the edge computer. In the future, customers operating older machine models will be able to upgrade their machines with the additional edge computer to be on the safe side.

Standardisation where necessary, flexibility where possible

Bernd Zapf is convinced that the wide acceptance of standardisation based on umati is due to the approach utilising functions known from social communities: “The more companies participate, the broader the acceptance. Genuine willingness to compromise ensures the agreement of all. By now, China, Japan and the US have expressed their interest in this standard – a dream that seemed inconceivable only a short while ago.”



What are the benefits to the user?

The user has the advantage that he can link different systems with minimal effort. This applies to various machine types, from tool presetters or measuring machines, deburring cells and part cleaning through to machine tools and peripheral equipment.

To illustrate the functional principle of umati, HELLER will present various use cases at EMO: at the trade show, the Nürtingen-based machine tool manufacturer will showcase a total of four data suppliers with the EMO-umati data model: a 5-axis machine at the HELLER stand, two training machines, one of them at the VDW stand, and another 5-axis machine located at the production workshop in Nürtingen from where it sends data.

Another example from tool management illustrates the compatibility of the umati interface: when requesting data about all the tools required for a machining operation using umati, the ‘replies’ from various types of machines or machines from different manufacturers can be transmitted to the superordinate control system. Since only a part of the requirements regarding the new interface have been implemented so far, the current focus is on application examples from machine data acquisition. For this purpose, HELLER will integrate its previous MDA/PDA interface into the umati data model, making it possible to link the previous interface to MES systems without any problem using umati.

With umati and its wide market acceptance based on the involvement of many different stakeholders such as control manufacturers, machine builders and software suppliers, the goal of plug-and-produce solutions has come within reach. In terms of Industry 4.0 and digitisation of production, this means an enormous step forward has been taken.

# SER VICES



56\_ Service without limits

# Service without limits

## A spare part's journey from HELLER to the customer

It is a wet and cold Friday evening somewhere in Sweden. The late shift is already looking forward to calling it a day when it happens. The machine stands still. It quickly turns out that a collision of the spindle and the workpiece must be the reason. However, the operator, an experienced man, reacts quickly and makes an emergency call to HELLER. In case of an emergency or if regular maintenance is due somewhere around the globe, the team of HELLER Service does whatever it can. Also on that freezing Friday evening last winter. The protocol of a successful rescue mission.

TEXT **Lukas Schult**

IMAGES **Sebastian Grenzing, robh/iStock, [www.devlomedia.com/GettyImages](http://www.devlomedia.com/GettyImages)**



Friday evening,

**19:56 hours**

**at HELLER Services in Nürtingen**

The telephone rings, but instead of picking up the receiver, Jürgen Stolz only has to fold down the microphone on his headset to answer the call. The HELLER service expert is the man of the hour. As a so-called Hotliner, he immediately answers emergency calls. He is talking to the Swedish customer on the phone, letting him explain how it came to the serious collision between the tool and the spindle. To make it easier for him to understand what happened and to see if a program error might be the cause, he simulates the incident on an identical machine control at the HELLER simulation room.



Together with Bernd Gruber, Head of Global Spare Parts Logistics, he works out the best possible approach. It quickly becomes obvious that the spindle needs to be replaced, and that as quickly as possible. The part needs to be shipped this very evening. "We are able to send out spare parts until late in the evening. This is one of the unique selling points of HELLER Service," Gruber explains, who has worked at the company for 31 years.

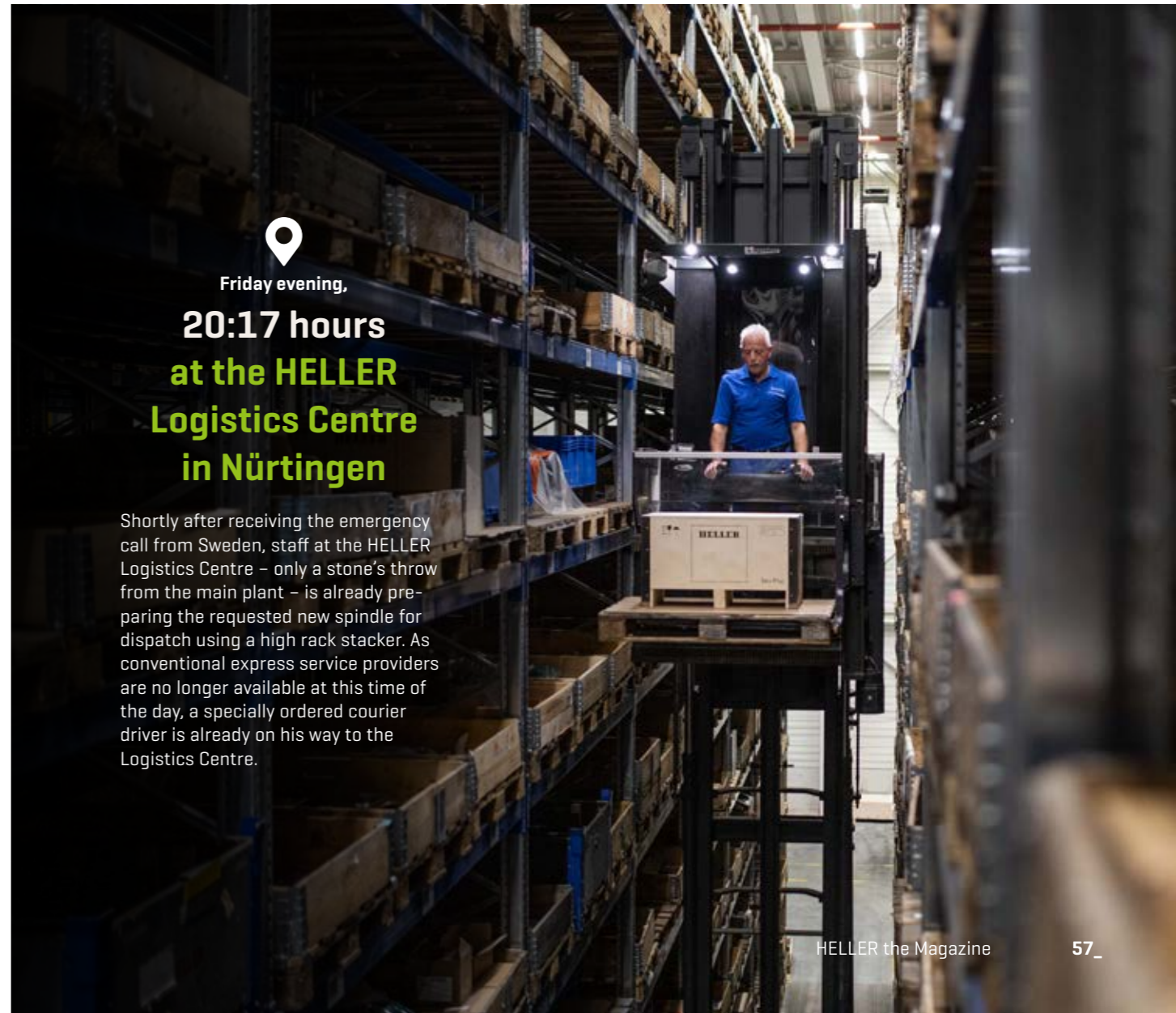


Friday evening,

**20:17 hours**

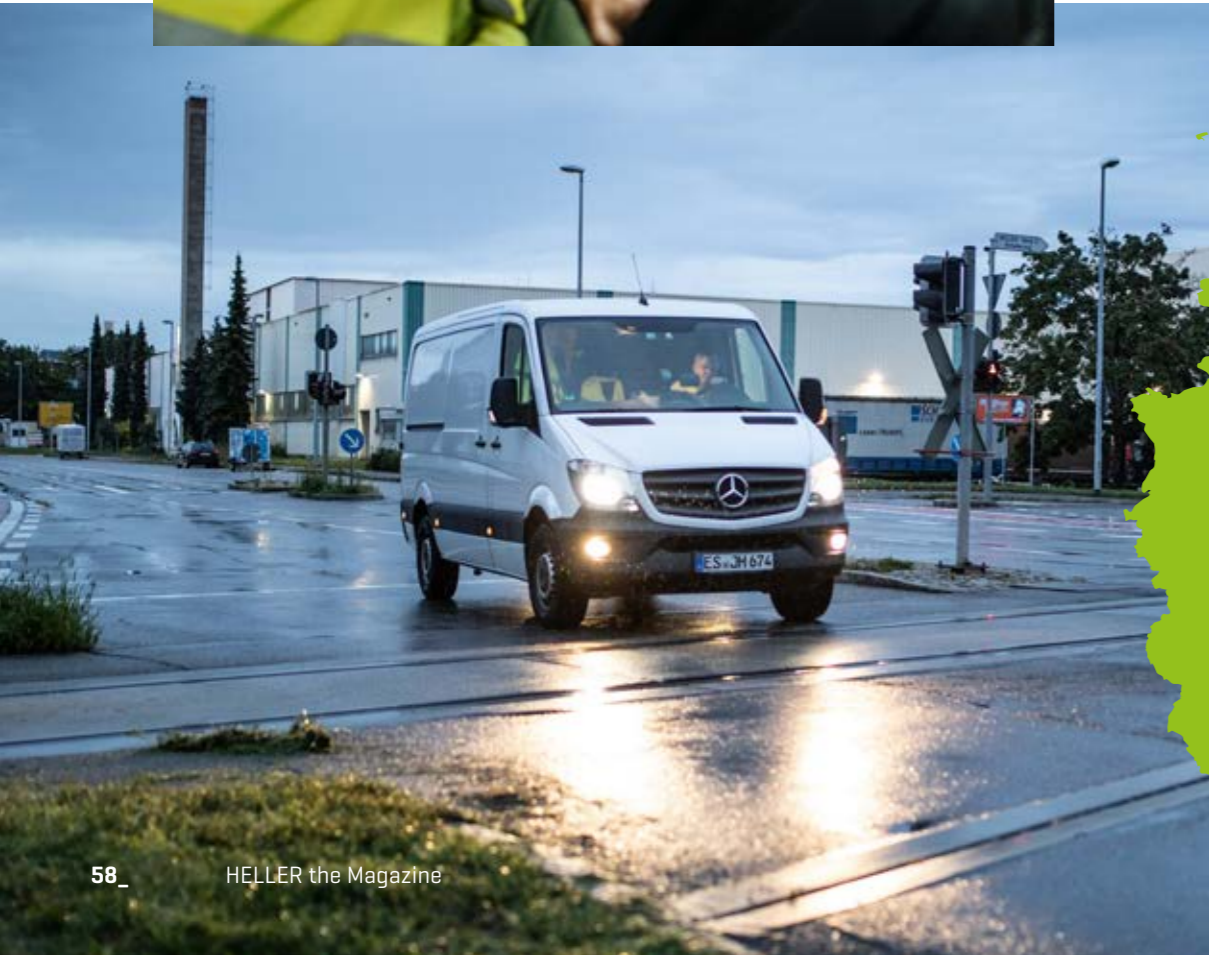
**at the HELLER  
Logistics Centre  
in Nürtingen**

Shortly after receiving the emergency call from Sweden, staff at the HELLER Logistics Centre – only a stone's throw from the main plant – is already preparing the requested new spindle for dispatch using a high rack stacker. As conventional express service providers are no longer available at this time of the day, a specially ordered courier driver is already on his way to the Logistics Centre.





Only a few minutes pass before the spare part can be loaded into the courier vehicle to be transported to the ferry port in Puttgarden on the island of Fehmarn by the most direct route from where it will be transported to the Swedish customer through Denmark.



**Saturday morning,**  
**05:30 hours**  
**island of Fehmarn**

Overnight, the courier driver has travelled 800 kilometres in more than 8 hours in order to reach the ferry terminal on the island of Fehmarn on time. From the Danish town of Rødby he will take another eight hours before he and his valuable freight arrive at the customer's factory gates. Everything is going according to plan. Already early on Saturday evening, the courier driver unloads the spare part at customer site and is ready to return home.

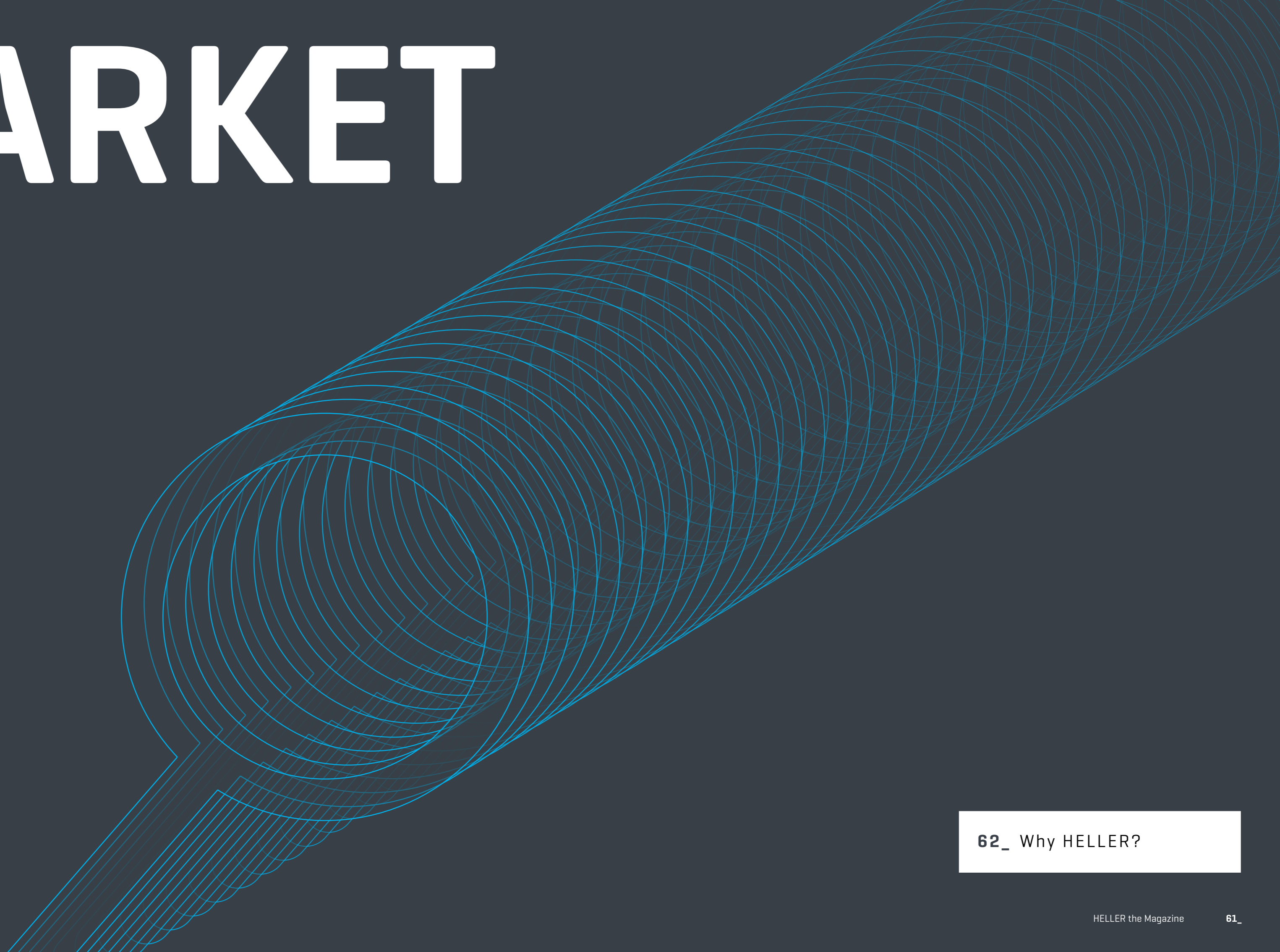


**Monday morning,**  
**07:30 hours**  
**somewhere**  
**in Sweden**

Now, Markus Lindblad comes into play. HELLER's Swedish service engineer heads straight off to the customer. Due to the courier driver's excellent job Lindblad is able to start work on the machine immediately upon his arrival and will replace the spindle within a short time. This is service made by HELLER: quick, reliable and, above all, competent and personal.



# MARKET



62\_ Why HELLER?

# Why

## Customer stories from the US

We have asked long-time customers of our Troy/Michigan site why they have chosen HELLER in the first place and/or how HELLER has contributed to their success.

IMAGES Yevgeniy Melnik/Alamy Stock, Pexels/Pixabay, HELLER, Koos Van Der Lende/Alamy Stock



” The technology built inside the machine is second to none. HELLER builds relationships with the end user, from new sales to aftersales you are on a first name basis with everyone involved. Pens, hats and salespeople bring the first-time customer, but HELLER understands that service organization brings the repeat customer. Focused on equipment lifecycles, not just selling a machine.

**Jeremy Diebel**, Director Production Machining  
at Volvo Powertrain, Hagerstown/Maryland

” Our decision to choose HELLER was driven by HELLER’s unique ability to provide a production system that is capable of achieving the tight tolerances specific to our product needs as well as working within the physical limitations of our already crowded plant floor. Other distinguishing characteristics of HELLER Machine Tools adding to our success include the true partnerships between our teams that were created while co-developing and launch of our Production System. The ability to meet face to face to work through challenges has also proven to be invaluable during this project.

**Greg R. Rhees**, Manufacturing Engineer  
at the Chrysler Kokomo Transmission Plant

” Something that I value is HELLER’s usually quick response when needing service support. HELLER always does their best to get someone available to come to the plant as quickly as possible. Even the over the phone support that is provided is very valuable and helpful when trying to troubleshoot an issue as quickly as possible. This is obviously very valuable in a production environment.

**Adam Harlow**, FCA Group

” HELLER was chosen for the Caterpillar Undercarriage machining lines for three main reasons:  
\_ outstanding machine tool reputation & technology  
\_ North American footprint for service & parts  
\_ the system’s productivity & low cost/part

HELLER has helped us succeed by providing good post installation support in service & parts availability and by standing behind their product.

**John R. Freeburg**, Manufacturing Project Engineer  
at Caterpillar Inc – East Peoria Undercarriage



# HELLER?

Market

# PEOPLE



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reduces response times

**70\_** HELLER UK

**74\_** [More] sustainable living

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# Market-oriented application department reduces response times



At the end of 2018, HELLER established the SNSE department as a support and engineering team. The new team's goal is to minimise the response times from the first enquiry to the elaboration of a specific quotation, especially for enquiries received from the European market. The department's responsibilities cover three subject areas: determination of the machine type and definition of the required machine options, elaboration of the machining processes and the appropriate machining strategy and visualization, and, as a third step, the preparation of cycle time calculations.

TEXT **Manfred Lerch** IMAGES **Tina Trumpp**

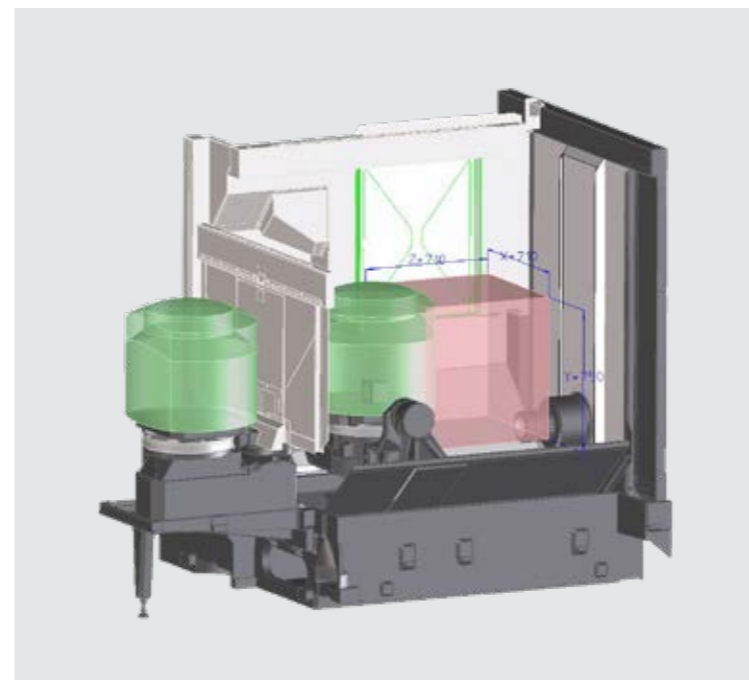




Ninety percent of the components machined by the customer are made of aluminium. Therefore, he intended to invest in a machine equipped with an SC63 spindle unit with 16,000 rpm. However, in addition to the aluminium components, he also machines steel components. The result of the spindle power investigation performed by SNSE based on tooling and cutting data provided by the customer from their current manufacturing process showed that the planned machining operation would go to the limits of spindle performance. Therefore, the team recommended a different machining strategy for the steel components. This meant that the tool number had to be increased from three to four, but resulted in significant time savings and a reduced spindle load.

The SNSE department often faces a situation where a customer wants a specific machine model. The example in which the customer initially considered a 5-axis mill/turning centre illustrates the benefits and economic advantages of the analyses and assessments made by the department. In this specific case, the investigation showed that the use of the HELLER out-facing head solution on a 4-axis machining centre was the more cost-effective solution for the machining of the workpieces in question.

At HELLER, engineering starts with the quotation phase. After all, the design of the machining processes, clamping fixtures and tooling, and the determination of machine models and cycle time calculation often provide the basis for a ready-to-order quotation. So far, HELLER provides four teams for these tasks, working on projects from all over the world and specialising in crankshafts, prismatic engine components, transmission and axle components and components from hydraulics, mechanical engineering, agriculture and construction machinery, etc. In mid-2018, HELLER came up with the idea to install an application department for the European market under the direction of the Sales and Services Europe business unit. Today, the department established at the end of 2018 comprises four staff, partly contributing more than 25 years of experience at HELLER. The department's main goal is to reduce response times by providing preliminary studies. Determining the appropriate machine types is the initial goal when receiving an enquiry. This means that the customer provides SNSE with information and data about the workpiece to be machined and a request for an appropriate machine. Head of SNSE Atilla Yurtseven and his team investigate the swing diameters and, depending on the workpiece dimensions and machining requirements, recommend a suitable machine for 4-axis or 5-axis machining. The result and the evaluation are forwarded to Sales including recommended options, e.g. the appropriate spindle type or software options.



#### Analyses and recommendations regarding machining strategies

In the second stage of the process, the results are visualised. This includes a 3D analysis of the work area with consideration of the workpiece, the complete clamping fixtures and, if requested, first machining strategies. Recently, the demand for these has increased, as customers often have not yet machined the components and therefore ask for suggestions regarding the number of setups or possible sequential processes. The workpiece dimensions and the predefined tolerances provide the basis for these investigations in order to visualise a reasonable and efficient process. One customer, for example, wanted to use several redundant machining centres for complete machining in a single setup in order to reduce setup times and to achieve shorter cycle times. SNSE's analysis and calculation showed that the machining of the workpiece would require approx. 50 tools. However, further investigations also showed that machining of the high numbers required using a single setup was not feasible without compromises due to possible collision paths of the fixtures and the resulting use of relatively long tools. Therefore, the SNSE team recommended a sequential process to optimise accessibility on the workpiece (tool lengths), the machining process and, as a result, machining time. This approach also allowed to achieve a significant reduction in the overall investment costs for tooling as the required tools do not have to be provided in all machining centres.



In the third stage, SNSE prepares the cycle time calculation. For this purpose, the department can simulate the machining process in the CAD/CAM system, even for complex components from mold and die manufacturing or aerospace. In this specific case, the workpiece was a complex die plate machined from solid material. For this process, the tool technology and the cutting data as well as the programming strategy played a major role. The component was simulated in the CAD/CAM system. To verify the process data, trial machining was performed in cooperation with tooling partners at HELLER's own TechnologyCenter.

#### Product and process knowledge for optimal process design

The department handles a wide range of different tasks. Depending on customer requirements, the projects range from 'naked' machines through to complete turnkey solutions for which, depending on complexity, the team receive support from the central application department. A different approach is also required when the customer intends to machine new components. In this case, the SNSE department also gets involved at an early stage. In many other cases, customers ask for a neutral assessment of an existing machining process. With the customer contributing his experience, the SNSE team starts from scratch. The goal is to identify the best possible synthesis at the end. In most cases, these constellations lead to very positive results. Whilst the customer

contributes his experience with the workpiece, the SNSE team provides the current process know-how.

In summary, the SNSE department is a support and engineering team verifying the proposal made by Sales regarding which machine fits which workpiece or customer by investigating the feasibility and economic efficiency. Additionally, the team develops machining strategies and clamping concepts and performs tolerance analyses and cycle time calculations. For these use cases, HELLER customers expect high-quality metal-cutting machines and efficient production processes. And they expect product and process knowledge to be provided and incorporated during the preparation of the quotation, enabling them to manufacture the required output in the required quality.



**The HELLER location for the UK**

**Beginnings:**  
HELLER UK has been present in Redditch since 1974.

- Tasks:**
- \_ production of H 2000 to H 6000 machines and the HF range of machines
  - \_ marketing of HELLER products within Great Britain and Ireland
  - \_ engineering and application support
  - \_ order and project management
  - \_ technical and service support

**Head of the subsidiary:**  
Matthias Meyer

**Building facilities:**

- \_ office floor space: 1,450 sqm
- \_ factory floor space: 7,000 sqm

**Number of employees:**  
166

**Customers within the support area:**  
Like at most HELLER divisions, our customers were originally from the automotive industry, including yellow goods and motorcycles. However, we find now that we are moving increasingly into aerospace, oil and gas and general engineering industries. We offer our customers the option of an application package with their machines.

Our Service Department is very important to our business. We pride ourselves on supplying exemplary local service support to our customers and find this is something that is mentioned by returning customers. Besides repairs, services covered include preventative maintenance, retrofits, rebuilds, installation and training.

**Objectives:**  
As the competence centre for the assembly of H and HF product lines, we focus on streamlining and optimising our production assembly processes to achieve the best quality and efficiency possible.

We aim to expand our market share in the UK and Ireland within the different industry sectors by offering a “one-stop” solution to our customers.

# HELLER UK



HELLER Machine Tools UK was established in Redditch, Worcestershire in 1974. Back then, it was mainly a sales and services facility to service the transfer lines that had been sold to the large car production plant in nearby Longbridge, Birmingham. HELLER UK has steadily grown to become a key production plant within the HELLER Group, manufacturing the H Series of machines from H 2000 to H 6000 along with the HF range of machines. Being centrally based in the United Kingdom we are ideally based for our sales, engineering and service teams to access all our local customers.

TEXT **HELLER UK team**  
IMAGES **Martina/Adobe Stock, Grant Ritchie/Unsplash, HELLER UK team, Tony Baggett/Adobe Stock, Vadim Sherbakov/Unsplash**

# Places to visit

## near the location and through the region

### Birmingham

Birmingham is the second largest city in the UK in England's West Midlands region with a population of approximately 2.8 million people covering wide and diverse cultures.

There are multiple Industrial Revolution-era landmarks that speak of its 18th-century history as a manufacturing powerhouse. Birmingham was known as the "city of a thousand trades". It is also home to a network of canals (more canals than Venice!) which, now that they are no longer used for transport, have become popular for boating holidays.

The city centre has been going through a rejuvenation programme over the last ten years. The Bull Ring shopping centre has been totally transformed (it's considered lucky to rub the golden bull's nose) and now includes the iconic Selfridges store. Birmingham's Grand Central railway station gives you the opportunity to access all areas of Great Britain.

Birmingham has a large range of museums from the Birmingham Museum and Art Gallery, Think Tank Science Museum down to the small Pen Museum. When in the city centre, try to take in the Jewellery Quarter (including the museum!). This is also a very good area for nightlife.

Popular with the visitors young and old is Cadbury's World. Here you can experience the history of chocolate through the ages along with seeing how all the lovely products are made and, of course, lots of chocolate to eat! If you have time, have a look at the village of Bournville which was built by the founders to Cadbury's to house their workers.



### Worcester

Worcester is the county town of Worcestershire. Built by the River Severn, medieval Worcester Cathedral houses royal tombs (King John), a crypt and cloisters. There are riverside walks with bars and cafes along the route to sit and refresh. Within a short walk within the city, you can find various museums illustrating Worcester's founding trades including Royal Worcester crockery and glove making. Make sure you purchase some famous Lea and Perrins Worcestershire Sauce! On a more leisurely note, there are beautiful parks to enjoy, the famous country cricket ground and a race course.

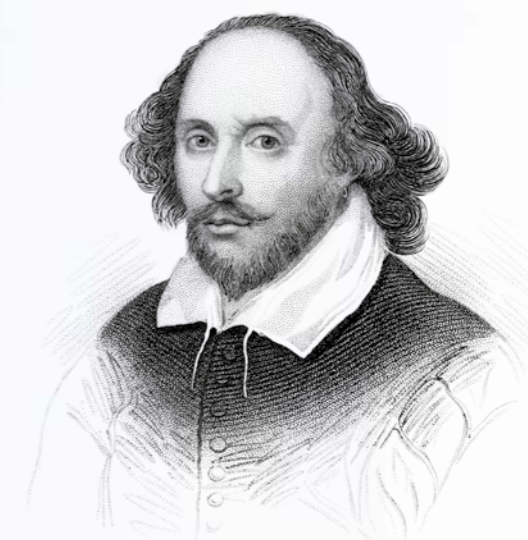
Surrounding Worcester there are many beautiful areas including the Malvern Hills where the composer Edward Elgar lived.

### Stratford upon Avon

Stratford-upon-Avon is a large medieval town with many Tudor houses in Warwickshire.

Mention Stratford-upon-Avon and everyone thinks of one of the world's greatest playwrights – William Shakespeare. You can see his plays presented at The Royal Shakespeare Theatre which is built to represent a typical Elizabethan theatre. Take the opportunity to visit Shakespeare's birthplace or Anne Hathaway's cottage to get a better understanding of the Stratford bard.

However, there is more to Stratford than Shakespeare! You could go to the Butterfly farm, take a trip on the River Avon or visit the Stratford gin distillery. Why not take a guided town walk or an open top bus tour to find out more?



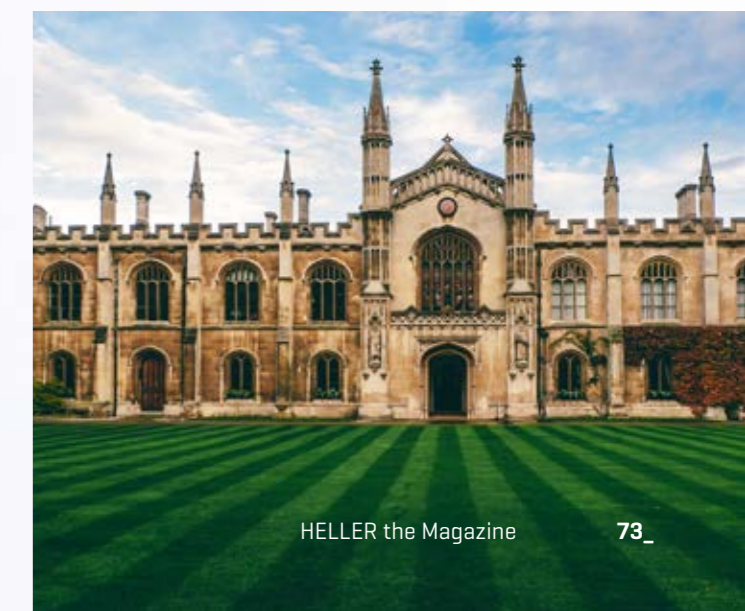
### Cotswolds

The Cotswolds are made up of various villages in the counties Worcestershire, Warwickshire and Gloucestershire. Historically famous for the excellent wool produced in the area, the Cotswolds are now more widely known for their quintessentially English villages. The buildings are very distinctive being built from Cotswold honey-coloured limestone with thatched roofs. When touring the Cotswolds, make sure you take in Broadway, Chipping Campden and Bourton on Water. Whilst touring make time to enjoy an English afternoon tea – not to be missed!

### Oxford

Oxford, a city in central southern England, revolves around its prestigious university, established in the 12th century. The architecture of its 38 colleges in the city's medieval centre led poet Matthew Arnold to nickname it the 'City of Dreaming Spires'. University College and Magdalen College are off the High Street which runs from Carfax Tower (with city views) to the Botanic Garden on the River Cherwell.

Whilst in the Oxford area, you may wish to visit the famous Bicester shopping village and treat yourself to one of the designer outlet shops. Or if gastronomy is your thing, then Raymond Blanc's Le Manoir aux Quat'Saisons is nearby.



# (More) sustainable living

## 12 things you can do right now

Oceans full of plastic, rising temperatures and species extinction: the consequences of environmental pollution are more obvious today than ever. As a result, the topic of sustainability is becoming more and more important. A few changes everyone can make right now will not only help to slow down climate change, but also its dramatic effects. Moreover, they can help to improve our health and save us money. Everyone can contribute to the protection of the environment – in many different areas of life.

TEXT **Jessica Dawid, Franziska Hapke**  
IMAGES [rawpixel.com/Pexels](https://www.rawpixel.com/Pexels), **Simon Belcher/Adobe Stock**, **sveta/Adobe Stock**, **imagineilona/Adobe Stock**, **floraldeco/Adobe Stock**, **gitanna/Adobe Stock**

## Shopping

### Regional and seasonal

When buying groceries next time, especially fruits and vegetables, make sure to select seasonal and regional produce. In terms of the ecological footprint of the products, this is even more important than an organic label.

### Buy unpackaged products

Did you know that some shops offer you to bring your own containers when buying washing powder? So-called zero-waste shops follow this principle for many other products, from muesli through to cosmetics.

### Make your own

You can make many products yourself at home. From deodorant cream, treatment oils through to laundry detergents and cleaning products or non-dairy milk: with homemade products you know exactly what is inside. Moreover, they help you save money and reduce packaging waste. Recipes can be found in numerous DIY books and blogs.

## Food

### Food sharing

If your neighbours and friends also want to reduce the amount of waste they produce, you could suggest them to exchange leftovers or excess food.

### Eco-friendly barbecues

Aluminium is toxic – not only for our environment, but also for our nervous system. Did you know that you can simply substitute aluminium foil on the barbecue with kohlrabi leaves? They are just as useful for cooking cheese and vegetables but much more ecological and healthful.

### Drinking straws can be sustainable

Have you tried drinking straw alternatives made from stainless steel or glass? They are robust, dishwasher-safe, look stylish, last forever and can be recycled without any problem. The drinking straws used at the HELLER Anniversary Day were actually stainless steel straws.

## Clothing

### Buy second-hand

Why always buy new clothing? Often, you can find real treasures or pick up some great bargains in second-hand shops or on online platforms. You can also sell items of clothing and accessories you no longer wear but are too good to throw away. Yet another sustainable solution that saves you money.

### Washing bag against microplastics

Have you heard of the eco-friendly washing bag? It has been specifically designed for washing garments containing plastic fibres [e.g. polyester sports clothing] and catches the tiniest microfibres that would otherwise be released into waste water. It also protects clothing from fibre loss.

### Pay attention to labels

In terms of food, we are increasingly paying attention to food labelling and logos. Why not do the same with clothing? After all, conventional cotton is treated with high quantities of pesticides. Often, it is also genetically modified and requires toxic chemicals in the processing. The most important clothing labels for organic cotton are the GOTS and IVN BEST label, which additionally ensure adherence to socially responsible minimum standards in production. The focus of the FairTrade Certified Cotton label is to ensure fair payment of cotton farmers, whilst the members of the Fair Wear Foundation are committed to ensuring the rights of textile workers.

## At work

### The benefit of the new media

In times of e-mail and e-readers you can easily do without printed documents to prevent wasting paper. Instead, you can access them online at any time without a problem and share them using the internet.

### Standby mode is convenient ...

... but also increases energy consumption and costs you money. Make your PC sleep during lunch break or overnight when you are not working.

### Share a car with colleagues

Often, the people working at a company come from the same area and live close to each other. So why not share a car to go to work? Apart from being eco-friendly, you do not have to drive yourself every day and have an opportunity to chat with your colleagues. Many companies, including HELLER in Nürtingen, support this idea, providing parking spaces right in front of the entrance for staff sharing a car to go to work.

# News & Events



TEXT **Lukas Schult** IMAGES **HELLER, VDW**

## Double honour for HELLER

On the occasion of the major Anniversary Day held in Nürtingen at the beginning of July, Christoph Nold, Managing Director of the Chamber of Industry and Commerce Esslingen-Nürtingen, not only awarded the company with an honorary certificate from the Chamber of Industry and Commerce (IHK) to mark the 125th anniversary of HELLER, but also presented Klaus Winkler, CEO of the HELLER Group and Chairman of the Supervisory Board Berndt Heller with the honorary sculpture of the IHK steering committee for the Stuttgart region for outstanding services to the local economy. It depicts the Roman god Mercury, patron god of commerce.

In his welcome address, Nold highlighted HELLER's system of education and training: "Providing in-house education and training has been the key to the success story of the family business," the Managing Director of the Chamber of Industry and Commerce said, adding that Hermann Heller had recognised early on the importance of providing professional training for the company's own staff. After all, the first apprentice workshop in Nürtingen was established as early as 1913.

## Hat-trick at the Supplier of the Year awards

For the third time in a row, General Motors (GM) has honoured HELLER as one of the best suppliers 2018 in the Indirect Material and Machinery category. In total, GM works with approx. 20,000 suppliers. The best 133 of them were presented with an award at the GM headquarters in Detroit in May this year during a gala event. Wolfgang Märker, Vice President Crankshaft/Camshaft, and Marc St-Pierre, Head of Sales at HELLER USA, accepted the trophy on behalf of HELLER.

"For many years, we have had a very cooperative relationship with GM based on mutual trust and a solution-oriented collaboration," said Wolfgang Märker. HELLER received the award for the RFK and DRZ range of crankshaft machines used throughout GM production lines for the various engine types around the globe. "Our machines are employed in the manufacture of a wide range of GM's engines from 3-cylinder through to V8 engines," explained Märker.



## Healthy staff are the most valuable asset

At the end of July, it was time again for a very special event: about 400 colleagues seized the opportunity to visit the approx. 15 stands erected at the Nürtingen premises to learn more about the various health offers provided directly by HELLER or in cooperation with numerous partners. There was something for everyone: from foot gymnastics and fascia training, massages or an eyesight test through to a crash course in self-defence techniques.

"We want to inspire staff to look after their health and sensitise them to health-related topics regarding their working lives and leisure time," Gerhard Reiner, Commercial Director at HELLER, explains the objective of the annual Health Day.

## Humorous pitch attracts attention

70 days before EMO 2019 opens its doors in Hanover, more than 80 journalists from all over the world seized the opportunity to talk to exhibitors in Hanover in a relaxing atmosphere to learn more about the latest novelties presented at the trade show. Additionally, the exhibitors' representatives used the event to hold brief pitches, creatively introducing the numerous members of the press to their company and the products exhibited at EMO. In their humorous and memorable presentation, Marcus Kurringer [Head of Marketing] and Lukas Schult [PR & Content Manager] illustrated the fascination for HELLER.



## Sports and fun activities on the river Neckar

The participants of this year's dragon boat cup on the river Neckar in Nürtingen worked up quite a sweat, among them many teams consisting of apprentices from various companies from within the region. In perfect weather conditions, the teams showed that racing the dragon boat down the river Neckar over a distance of 300 meters is hard work. At the same time, the event was also a lot of fun, offering a great opportunity to demonstrate team spirit and perseverance. In an incredibly exciting finish, the HELLER boat named 'Die Blauwasserfräser' finished closely behind the 'Neckarschnaken' team of company Nagel. The Putzmeister team 'Flying Elephants' took third place on the podium.

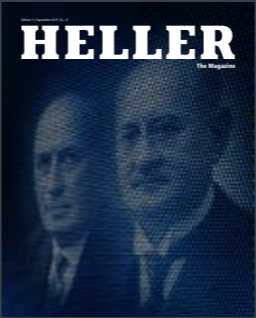




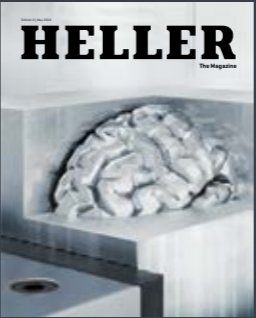
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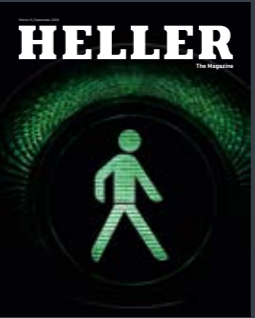
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**Imprint**  
HELLER the Magazine  
Issue 5 | Circulation 9,404 copies

**Published by**  
Gebr. Heller Maschinenfabrik GmbH

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Jürgen Altmann, Jens Gelowicz, Sebastian Grenzing, Manfred Lerch, Ansgar Pudenz, Tina Trumpp, Xu Zhou, August Wenzler Maschinenbau GmbH, European Patent Office, FANUC, Fastems, GSN Maschinen-Anlagen-Service GmbH, HELLER Archiv, PAATZ Viernau GmbH, STS Maschinendienstleistung GmbH, VDW; © Adobe Stock: Kseniya [p. 20–21], Yurii [p. 21], Martina [p. 70–71], Tony Baggett [p. 73], Simon Belcher [p. 74], sveta [p. 74], imagineilona [p. 74–75], floraldeco [p. 75], gitanna [p. 75]; © Alamy Stock: Yevgeniy Melnik [p. 62], Koos Van Der Lende [p. 63]; © GettyImages: imaginima [p. 6–7], shulz [p. 22–23], www.devlomedia.com [p. 59]; © iStock: robh [p. 59]; Pexels: rawpixel.com [p. 74–75]; Pixabay: Pexels [p. 62]; Unsplash: gil [Titel], Grant Ritchie [p. 72], Vadim Sherbakov [p. 73]

**Printed in Germany**  
Druckerei Mack GmbH

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