

## Steinmeyer, Inc.

Steinmeyer, Inc. | 14 Henshaw Street | Woburn, MA 01801 | USA

**Steinmeyer, Inc., our subsidiary responsible for sales and customer service in North America, has moved to a new location.**

The larger space enables us to enhance our service offerings. The new warehouse has 25% more capacity, allowing Steinmeyer to broaden its convenient stocking program. This service provides customers who place blanket orders with the advantage of having stock on hand in the USA, ready for next-day shipment.



In another popular program, selected sizes of miniature ball screws are stocked and available to engineers working on prototype development. The program will now be increased to offer a wider range of miniature screw sizes and nut types.

The expanded shipping and receiving area also features the ability to handle ball screws of any length. In addition, the loading dock can accommodate a larger range of truck sizes, accelerating the delivery process.

### Your contact persons:



**Bruce Gretz**  
Executive  
Vice-President



**Cameron McKenzie**  
Midwest Regional  
Sales Manager



**Rosemary Belt**  
Operations  
Manager

We invite all customers to visit the new facility near Boston anytime they are in the area.

**Please contact Bruce Gretz, Exec VP of Steinmeyer, Inc.:**  
Phone +1-781-273-6220, Email: [infoUSA@steinmeyer.com](mailto:infoUSA@steinmeyer.com)

And please also be sure to follow our blog at:  
**[www.ballscREW-tech.com](http://www.ballscREW-tech.com)**

It's a great resource for technical news and information about the complete line of Steinmeyer products.

## Training at Steinmeyer.

Training starts for 8 new trainees.



**At the beginning of September, eight young people started their apprenticeship at Steinmeyer. They are being trained as either cutting machine operators, industrial mechanics or as Bachelor of Engineering experts in the field of mechanical engineering.**

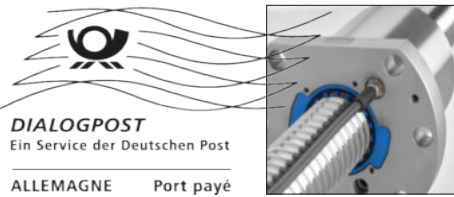
The young professionals can expect a comprehensive apprenticeship in which they go through different sectors and receive consistent training and individual support from trainers at all time.

We consider it our responsibility to provide sound education for young people and with that, paving the way for a great professional future at Steinmeyer.

**More information about our training opportunities can be found on our website.**

### August Steinmeyer GmbH & Co. KG

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### Social media

Further information and updates from Steinmeyer can be regularly found on our social media channels. **Follow us.**



### Legal notice

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Newsletter 2, December 2018

# Fit for the future.

## Newsletter 2, December 2018



Guard-Plus





Dear Steinmeyer friends and business partners,

As usual, we want to take today's newsletter as an opportunity to inform you about the current status of our in-house activities.

The year 2018 will be concluded with record sales. The percentage increase in a double-digit range, compared to the previous year, was very demanding for us. It was only thanks to our committed employees and the measures introduced to increase productivity that we were able to realise this output.

The most important restructuring to improve processes has been initiated. As intended, we finished the future production layout of the segmentation in summer.

Due to longer delivery times, preparatory work on the infrastructure could only be started in the 4th quarter. Meanwhile, the new central oil system and air-conditioning for the planned segments have been put up. The first machines will be relocated this year.

Sticking to the gradual implementation of the segmentation, we will also be able to fulfil the conditions for reducing our delivery times starting in the 3rd quarter of 2019.

I wish you peaceful Christmas holidays and a great start into the new year.

# Fit for the future.

## Commissioning the heart of the system

### Installation of our new oil system

**In order to guarantee ideal value flow, a large amount of the thread grinding needs to be reorganised.**

This involved investing in a new coolant system with increased pressures and a better filter unit to allow considerable improvements in process quality. This means we will not only achieve optimised material flow, we will also increase quality levels.



The heart of the system has been integrated into production thanks to a great deal of manpower and organisational skills.

## Guard Plus makes downtime predictable

### Condition monitoring for ball screws

The Guard Plus sensor technology does not only allow predictive maintenance and help to improve product quality and productivity, safety and energy efficiency of the processes. **It also is an indispensable element for the realization of the Smart Factory in the sense of Industry 4.0.**

Unexpected malfunctions of ball screws tend to cause high costs, especially in batch production. One of the most common reasons for failure is the loss of preload between spindle and nut, caused by adhesive or abrasive wear of raceways and balls. Using Guard Plus, this wear and false brinelling can now be measured. Sensors detect the preload in the roll contact area between screw and nut. Evaluation electronics send the analysed measurement signal to the machine control. Via a traffic light indicator, it informs the machine operator of the status and recommends replacement of the ball screw. That is how repair work become predictable.



## Our trade fairs in 2018 -

### We say "thank you"!

**We want to thank the numerous visitors we had at this year's trade fairs all around the world for the multifold, intense expert discussions we had.**

We are very pleased that we could arouse a great interest in our highlight, the Guard Plus technology, and that we received lots of positive feedback. Furthermore, we want to express our particular thanks to our partners for the great cooperation.



Best regards from Albstadt

Dr.-Ing. Manfred Münch  
CEO