

# MANURHIN K'MX NEWSLETTER

## Innovative technology

**PRECIOSA a.s., famous Czech Glass factory, the first Czech owner of MANURHIN K'MX machine built in Zlín - experience with 13 years old machine.**

When TAJMAC-ZPS bought the French company MANURHIN K'MX in 2004 and transferred the production of swiss machines to Zlín, neither of the participants of this interview had an idea that it would have had any significance for him. When the first-ever MANURHIN K'MX machine was produced in Zlín in January 2006, they still had no idea that it meant a lot of future mutual business and friendly meetings for them. In April 2006 Tomas Dederle became a part of the MANURHIN project in TAJMAC-ZPS and in November 2006 **Milan Sekanina, director of PRECIOSA a.s., plant 02 in Brodek u Konice**, has become the historically first customer in the Czech Republic to buy MANURHIN K'MX swiss machine made in TAJMAC-ZPS.



**Preciosa is a brand known among women for its jewelry and among men as the main sponsor for Slovan Liberec football team. How come that we talk about engineering plant and how come that in Moravia, in Brodek u Konice?**

So this is a question I hear often. Our plant is the only one Preciosa plant located in Moravia and has a long history. It started to be written in 1880, when the production of hats and bags started here. Subsequently, clothing and footwear were also produced here. The local plant began with mechanical engineering in 1949. The beginning of engineering in Brodek is connected with the Svit Zlín company, so with a little exaggeration

we could say that this year we are celebrating the 70th anniversary of our cooperation with you - the Zlínists. In 1955, our grinding machines began to be manufactured in our factory and so our engagement in the jewelry industry began. The plant was incorporated into Preciosa in 1987 and subsequently underwent significant expansion and modernization. High-quality technology combined with the experience of our employees has allowed us to significantly improve our production in favor of Preciosa. The word Preciosa comes from Latin and means uniqueness and grandeur. However, Preciosa is also synonymous with precision in our production conditions, which is a necessity throughout our manufacturing process. The quality of our jewelry is, among other things, directly proportional to the accuracy of our grinding machines. Precision is our philosophy, which today fits well with your machines.

**You certainly remember that you were our very first customer to buy a MANURHIN K'MX machine from us in Zlín. Do you know when it was and what you bought?**

It was November 30, 2006 and it was two machines MANURHIN K'MX 413, which were supposed to replace outgoing cam turning machines and supplement Swiss NC lathes. We used them to produce sealants - these are precision shafts for grinding machines produced in hundreds of thousands of series per month. We produced them in 2.5 minutes. And you offered us 22 seconds! We then tuned this time together to make a good compromise between speed, quality and production costs. As a result, we also outperformed Swiss NC machines. We were also impressed by the excellent quality / price ratio of your machines and your very good service background and technological support. So we dared to risk and buy your machines without references - then to us the unknown MANURHIN K'MX brand.

**Thank you for your courage. You have become our very first reference and thanks to you, more than 270 MANURHIN K'MX machines are running in the Czech Republic today. How satisfied were you with your first machines after 13 years?**

The machines went from the beginning to three-shift operation and are still in it. The fact that we are satisfied will be best evidenced by the fact that we have bought more.

**Thanks but we'll get to that later. You can still calculate the cost of spare parts and services for the two machines that have been used for thirteen years, perhaps in the last year?**

Of course I can and would not limit myself to just the last year. The machines still operate in three-shift mode and each of them has served nearly 60,000 hours. Even after this time, the lathes, in addition to routine service, basically do not need any major maintenance. The first of them has so far totaled 480 thousand and the second 290 thousand Czech crowns (this is the sum of invoices for your spare parts and your service). Of course, we use oil as a cooling medium. Recalculated per hour, it is about CZK 8 and CZK 4.80 service costs per hour over the whole period of 13 years. (Note: 1 EURO = 25,60 CZK)

**You say 60,000 hours ... How many times have you changed the spindle during that time? As far as I can remember, you machine 3mm bars, and the spindle speed was set at about 11,000 per minute. Three shifts and thirteen years...**

We only had an issue with the main spindle for the first machine in 2013 in the form of bearing replacement, which we managed



to repair ourselves alone based on telephone consultation with your service department. The other spindles of both machines from 2007 still work today. Your online support is at a good level not only in terms of technical issues but also in technology. We use it to help us with complicated new parts and to improve the level of our application team

#### How long is the machine out of service on average when you require a major repair like spindle repair?

If the repair is planned, we talk only about hours. This is true even if it concerns the spindle, where we can start it again, including the necessary running-in within a day. In the case of an unplanned repair or accident, it is a few days' downtime. However, these are only very exceptional situations.

#### So how many MANURHIN K'MX swiss machines built in Zlín you own to date and what models?

Today we have a total of 10 of your machines. Nine of them are K'MX 413 and one is K'MX 532 Trend.

#### What about your other production you do in your job shop?

Part of the capacity of our plant is regularly servicing the needs of Preciosa. However, we also have other key customers in the field of fasteners, optical instruments or pumps. We see potential in other areas, we want to further develop them and offer further cooperation. Our plant has all standard engineering technologies. In addition to turning, we also have milling, grinding, welding, blasting, locksmith and assembly workplaces, including design and measurement. We operate 4-axis Japanese NC machining centers, measuring on ZEISS and DEOM. We are also able to process the technology to customer's request on a turnkey basis including 3D models.



#### You are prominent representatives of the world-renowned Czech glass industry. But there are also Asian companies on the glass market. What makes Preciosa different, to succeed against cheaper Asian imitations?

In short: quality, design, customer service. Unlike Asian competitors, we draw on both the long tradition of local glassmaking and high-tech technical and technological developments. In practice, this means that our crystal components are characterized by their color fastness and precision. In addition to the "technical" parameters, we go one step further: we follow world design trends, we work with world fashion brands. We also make it easier for our customers to use our crystals, for example, by putting them together in a specific pattern, so called transfers. The customer does not have to stick crystals one by one at a time, but simply "irones" the entire pattern at once. We believe that the future of our industry lies in design and customer service.

And on our website you can learn more about us, just click ...

<https://www.preciosa.com/en/home>

Tomas Dederle, Milan Sekanina, In Brodek u Konice 2019-11-15