

HWA WELD TIMES

Newsletter for friends and business partners of Harms & Wende GmbH & Co. KG, Hamburg (Germany)

Editorial



Jörg Eggers

Dear reader,
it is almost one year ago when we compiled our first issue of the Weld times. We printed 1000 copies and not many of them are left. This shows the interest in our products and the demand to learn more about our systems. In this editorial I do not want to talk about the crisis which is badly affecting business in many aspects rather than about news from Harms & Wende.

We understand the current situation as chance to introduce new hard- and software and are prepared for the future. Our new systems face different business areas like machine building as well as automotive. Hard- and software functions are one important point, but for customers savings in various aspects are also important.

It is commonly known that with medium frequency systems the energy consumption is reduced compared with standard AC technology. In our production we keep a strong eye on our resources to produce new systems for your benefit. New functions will make maintenance in regular production more easy which is money saving in customers production. The staff has time to work with other issues instead.

I hope you enjoy reading this issue,

Yours truly

Jörg Eggers

Key words: Sinius weld processor, cost savings, full integrateable weld timer, new inverter HWI 2545

The economical crisis, a chance to reach new aims

Since last year the economical crisis has affected almost all the world in different ways.

Everybody talks about the economical crisis has hit the world quite badly. The effects around the globe are different, some parts are effected very much, some less. Nevertheless is the crisis also a chance to reach new aims and to establish changes. Our new generation Genius became a big seller as well as the Sinius family for machine builders. Of course also Harms & Wende is affected by the crisis, but our new

two product lines named above catch up quite much of it. Getting ideas from customers and own experiences build-in the new product lines pay off now for our customers advantage. We also implement changes in our international sales organization for our customers benefit. You will find more information about in this issue of the Weld Times. Finally the world largest trade fair for welding, the „Welding

& Cutting“ in Essen takes place in September this year. We welcome you to see the new solutions, we provide you - energy efficient - reliable - fast. As leading company in the world of welding we continue our more then six decade long tradition - a solution for any application in resistance welding and friction welding.

Hall 7.0 Booth 620



Extension of Master-Slave-Systems with powerful HWI 2545 inverter

One strength of our systems was always to be used with small to very high current.

In this article we have the focus on high current. High current is used for example when making wire welding with thick materials. Additionally to high current long weld time are required. Harms & Wende offers since many years Master-Slave systems for this purpose. Now we offer our customers the new HWI2545 inverter with the following frame data:

- Max current output: 3500 A
- Max permanent current output: 1000 A
- Power rating: 450 KVA @ 50% DC

Additionally the inverter can be used as Master-Slave systems which gives almost unlimited use. Another important advantage of the HWI2545 is to be used with different control boards

for different applications. Possible is the version as constant current inverter (EVA) or for projection welding as Profile-IQ. Machine builders can operate it as type Sinius for full integration in their machine. Your local representative and our sales staff will be happy to assist you to find the correct version for just your application.



Inverter HWI2545

Attention machine builders – Extended Sinius product line

Make your machine unique & tailor made.

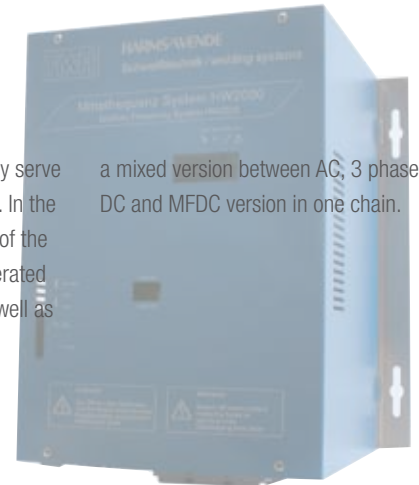
Two years ago Harms & Wende released its Sinius product line designed for machine builders. Sinius does not need an user interface; rather, it's intended as a system that machine builders in-

tegrate themselves into their machines. Thus the machine builder or integrator can design the tailor-made solution along with his customer. Sinius was initially only available as AC; now it is

available as an MFDC unit to fully serve our customers around the world. In the table below there is a summary of the versions. All versions can be operated as a fast interlaced cascade as well as

a mixed version between AC, 3 phase DC and MFDC version in one chain.

Product name	Key data	Communication
SiniusAC	Single phase AC with CCR	CAN-OPEN, EtherCat, Profibus
Sinius 3AC	3 Phase DC 120 degree shifted or 3 x single phase	CAN-OPEN, EtherCat, Profibus
SiniusHWI	3 Phase DC 120 degree shifted or 3 x single phase	CAN-OPEN, EtherCat, Profibus



SiniusHWI

The Genius family – Easy, Powerful Welding

More functions, extended monitoring – perfect weld quality.

You may have heard about our new inverter series, the GeniusHWI. The Genius family has the best and most reliable welding for medium frequency: Output currents are available from 100 A up to 2400 A (primary). Various monitoring functions are: Adaptive welding with IQR

- Current Inspector
- Drift Inspector
- Way measurement
- Quality assurance system on board possible.

The Genius control box is shown in circle to the right on the top of the inverter. Genius is



Inverter GeniusHWI

ideal for spot, projection welding and more. The monitoring functions ensure reliable quality.

Our new XPegasus is used to control the Genius. It is completely redesigned and is the perfect tool for you to obtain the best results. Get in touch with your nearest Harms & Wende distributor.

Friction spot welding – reliable joining of aluminum

Aluminum welding, quick and reliable.

Joining aluminum has always been difficult and discussions of how to do it best continue. The welding community knows the differences in joining aluminum in the lab or out in the field. Lab is simple – in the field; it is difficult.



Friction spot open

Harms & Wende has introduced a new and better method to join aluminum – Friction spot welding. The application employs a tool that simultaneously advances and retreats. The material is stirred by the tool and then pushed back to create a good surface after joining. Shear tests prove

that the joints are very similar and the weld process is very consistent. They show excellent overlapping curves from the shear test results. Friction spot welding is suitable for small series production as well as prototype shops. Ask your local Harms & Wende representative for more information.



International Sales Meeting 2009 in Hamburg

Dedicated services around the globe – here is the crew.

New products and the growing community of partners and users out in the world require dedicated training for our sales and service partners. Since we released new products with new functions to the



Our international sales crew

market and the Welding and Cutting show in Essen, Germany will take place in September, we invited all our international partners to Hamburg for a sales meeting end of April. We

were happy to welcome many of our partners from Europe as well as from America and Asia. This showed us the big interest in latest information. During the two days new products have been introduced as well as applications examples have been shown. The idea was not only to get the theory as well as to touch and feel the new possibilities. This training is finally de-

dedicated for our final customers to get good advice for their applications to get the right equipment. Get in touch with your local Harms & Wende partner and they will assist you in all aspects of your application. The complete list of partners is shown on our internet site www.harms-wende.de

International flair in Hamburg

Well trained staff at Volkswagen – the way to success.

In early August we were happy to welcome a maintenance crew from Volkswagen China in our Headquarters. An extensive training was held for five days for deep understanding our system. Volkswagen uses our IQR inverters for manual weld guns.

Our IQR was selected by Volkswagen due to the superior technology, especially the short welding time. A short welding time is very important in manual productions not to interrupt the weld sequence of the operator. The guests stay in total three weeks in


Germany and will visit other suppliers after the training in Hamburg. The visit was initiated by our Chinese partner SNG in Beijing.



Maintenance crew VW Changchun

Reports from different markets

Welding and Cutting (Shanghai, China) – a review.



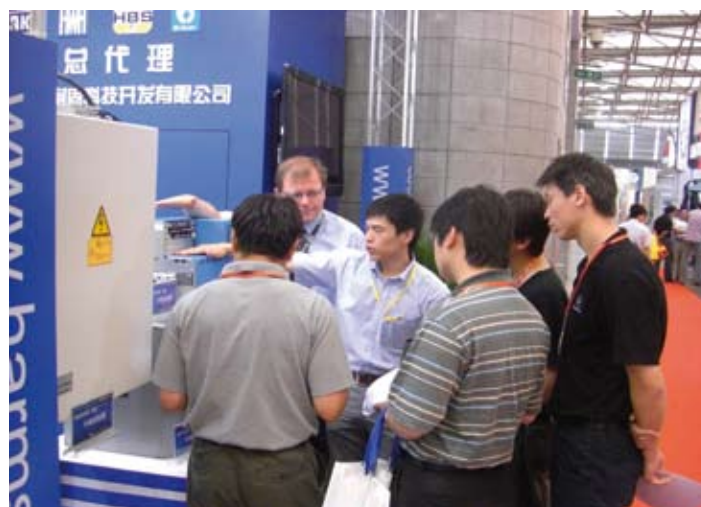
Since a couple of years the Welding and Cutting trade fair

takes place in China at the locations are Beijing and Shanghai because of the size of the country. The fair moves between each city every year and took this year place in Shanghai. The city of Shanghai is known for its dynamic and so is the fair. We are happy to welcome many visitors on our booth between June 1st and June 5th. This year Harms & Wende's sales and service partner SNG got the place in exhibition hall E1 one close the entrance of the fair and totally six halls were occupied by exhibitors. Our name has been established in China over the years and many visitors came to our booth to get latest information about our products or talked about new projects. New

visitors also came in a good number and our partner SNG works on to

GeniusHWI inverter technology in the booth as well as friction spot welding

as new customers. During the fair we could not feel that Chinese economy was effected so much as in other parts of the world. However companies we have seen the recent years did not exhibit this year. For Harms & Wende China is a very important market as other Asian markets. SNG works on to penetrate the market more to grow sales and installations in the country. Next years exhibition will take place in Beijing and we look forward to come to the capital of China in 2010.



Welding and Cutting Shanghai

turn the initial contacts into business. This years SNG displayed the new

for the very first time. Both products got big interest from existing as well

Sinius Hits the Mark!

Sinius fulfills customer demands.



France is known not only for its way of life but also for its high-tech industry.

The new Sinius generation weld timers with its AC and MFDC capabilities have become well established as standard equipment for a number of customers. It is used for seam welding as well as for spot welding. Some use it for the

welding of small copper components. How has this been possible? There are various reasons:

1. Full Integration

As explained earlier in this newsletter, machine builders can customize the user interface as they require and thus make it exactly as needed by the end-user. At the same time, French companies are exporting these

machines to many countries that need Sinius. Sinius easily facilitates almost any language to be in the interface.

2. Cost Savings

After a two day training course at Harms & Wende, the machine builder is able to adjust the PLC routines from machine to machine and generate significant cost savings. The Sinius with its full weld timer generates

standard signals so that the required changes are minimal. The training phase for the machine builder is reduced. We know every company must save money to be competitive.

All systems have been sold by Euro-soud, your Harms & Wende-partner in France.

New distributor in Russia

Weber Comechanics appointed as new partner.



We are proud to announce our new partnership with the Moscow based com-

pany Weber Comechanics. Weber is a well established company in Russia with subsidiaries in different areas of the country. They assist our Russian

customers with sales and after-sales service issues. Please visit our web site to get full details about Weber Comechanics. Events are planned

long time in advance. Please update your time.

Major orders from Brazil

Increased marked share in South America.



Since the beginning of 2009 we have received major orders from

our partner, During do Brazil. Despite hard competition we won and the

order was taken. The equipment for the first order was quickly delivered and the second in June. The equipment will be used for spot welding. The Brazilian market is growing for

Harms & Wende. Since service can be provided by our partner, lead times have dropped considerably.

The headquarters of our partner is located in Itatiba, close to Sao Paulo.

The cooperation in Brazil began a couple of years ago and has become an important link to the rest of South America.

Structure for North America sales and service

Huys Industries (resistance welding) and Coldwater Incorporated (friction welding).



Harms & Wende's focus in resistance welding in North

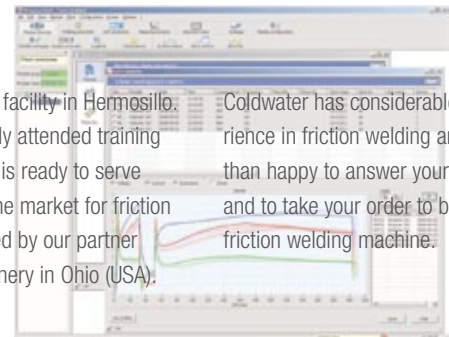


America is with its partner Huys Industries. Huys is well

known for its support of both large and small customers in resistance welding. Huys has operations in Canada, serving Canadian and northern American customers, the US in North Carolina, for southern American customers, and

in Mexico, with a facility in Hermosillo. Huys staff recently attended training in Hamburg, and is ready to serve our customers. The market for friction welding is covered by our partner Coldwater Machinery in Ohio (USA).

Coldwater has considerable experience in friction welding and is more than happy to answer your questions and to take your order to build a friction welding machine.



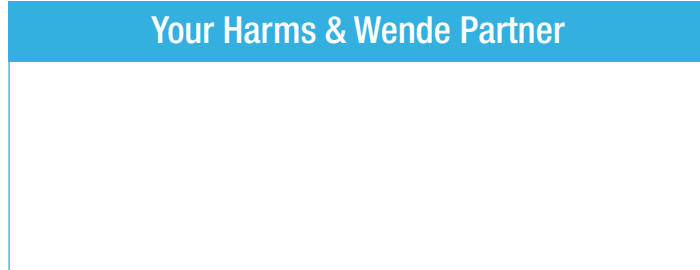
Sales & Service organization

Always close to our customers – around the globe.

Nearly two years ago I had the pleasure of taking over the export department from a colleague who had retired. Since then, many things have happened! Now I would like to take the opportunity to tell you about our sales and service organization around

the globe. Our goal is to be close to our customers in this global world which continues to shrink. You always find a local partner for quick and reliable service. You find the entire list on our internet site. Get in touch!

Your Harms & Wende Partner



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Events

Events are planned long time in advance. Please update your time schedule accordingly.

Welding & Cutting Essen show, September 2009
Hall 7.0 Booth 620

Welding & Cutting Beijing, China, Mai 2010

Hamburg Harbour holiday, Mai 2010

SORPAS Meeting in September 2010 at Harms & Wende Hamburg

Euroblech Hannover (Germany) October 2010