

Weld Times



**JAHRE
FEST VERBUNDEN**
HWH
1946-2021

11

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

Seventy five years of success

...it took the begin with two men in 1946.

It took place in the deep South of the city of Hamburg where two men, Mr. Harms and Mr. Wende started a success story they had no idea about. At that time they required permission of the English authorities and started to produce equipment. There was radio equipment but also equipment for resistance welding. Customers came from Hamburg harbour as well as Borgward in Bremen. In Hamburg harbour were at that time huge ship yards who needed welding equip-

ment – came from right around the corner. In the 1960ies our company produced also PLC equipment and robot controls. On the older business cards there was the term controls and hardly the word resistance welding. A resistance welder requires as control unit – but we did much more. In the 1990ties resistance welding took over the big part of the business which it does since today. We still manufacture many core components in house, design electrical end

electronic boards. We also assemble them. Along with this goes software development. As extension to our company Procon-Pas on the west side of Germany. HWH-QST has formed later on. Our software development is now located in Karlsruhe in the South of Germany. These companies build today the HWH-Group. The official part was planned for June 2021, now September 2021 and with our global partners in 2022 due to COVID-19.

Friction welding solutions

Friction welding connections in body construction – a secure connection.

The requirements for higher energy efficiency in the automotive sector have led to the increased use of multi-material combinations for lightweight constructions in recent years. This has inevitably led to challenges in joining materials that combine aluminum alloys, magnesium alloys, copper alloys

and steels (including low, medium and ultra-high strength). Since each of these materials offers different performance and property advantages for different components, they were gradually introduced at different points of new constructions. Consequently, these material combinations must

necessarily be joined together. This is sometimes not possible or very difficult with conventional fusion welding processes used in vehicle construction. Friction welding

(RS) and its subfamily, which does not cause melting of the workpiece (the peak temperature in RS is about 0.6 - 0.95 melting point of materials), is one of the most suitable welding technologies for joining foreign or identical materials. In the automotive industry, the attention and application of RS lies in three general groups. These include joining extruded parts, joining bespoke blanks, and joining for various growing applications. RS has different technological and cost advantages in each of these applications. However, cost-effective and reliable compounds made of lightweight alloys (i. e. aluminum, copper) and steel require considerable development effort and know-how and this is exactly what Harms & Wende has had for 20



EDITORIAL

The last 15 months have been so much different for anybody of us. I have been in touch with many of our partners and customers and everybody experienced it differently. If it was in the USA, Mexico, Taiwan, China or wherever. But what I felt was very positive people look forward and the world is learning and adopting to the new situation.

The core of our big HWH family is that we support each other and stand together, which we do. Trainings on online webinars were well used, orders came, questions came and have been answered. It was a very good and continuous dialog. With partners and our customers.

We took the chance to come with new products to the market and there is more to come and we report when it is the time. Bonded in trust in this double sense we stand together.



Jörg Eggers
Export Manager
joerg.eggerts@harms-wende.de

years. With our market-leading and innovative products for high-speed rotary friction welding, friction element welding and friction point welding, we accompany numerous applications in automotive engineering from A, such as drive shaft, to Z, such as cylinder head.



Harms & Wende Beijing reports

From our Beijing office.

The pandemic is relatively well under control in China. Under the premise of good protection, our Chinese colleagues at this stage arrange a lot of travel plans to communicate personally with customers and exchange ideas. In this way, the needs and requirements of customers can be better understood, and the appropriate products and services can be offered. Before this Corona period, the German colleagues came to China to do the commissioning. Since this is now not possible, our Chinese colleagues have accepted the challenge and successfully carried it out with online support and help from the specialists from Hamburg. The customers were able to use the systems and showed great satisfaction with the commissionings achieved together.

Together, it was possible to significantly improve the skills and competence of the Chinese team. As a result, we are now able to provide more and more perfect service and technical support to our customers.

Another example of successful work in China is the active support of customers in the industrial sector and in mechanical engineering. We made our welding systems available in a customer laboratory for comparison testing with

other brand products. The HWH welding system Genius shows obvious advantages in contrast to other similar devices and moved the customer to use our systems. He was very positively amazed and surprised by the

performance, technical support, and efficiency of our systems. Many discussions were also held with industrial customers about the advantages of HWH devices and software, including an intensive exchange of experience.

The growing number of installations proves the great advantages of HWH systems on the market! If you also have tasks and requirements in China, please do not hesitate to contact us. I am sure that together we will have an even better future.



AMTS in Shanghai

Harms & Wende Beijing exhibits.



With a one-year interruption, the AMTS exhibition in Shanghai finally took place again in hot summer weather. We were very happy to welcome our customers and friends on site, e.g. BMW, VW, Tesla and other customers came to our booth to communicate with us. The employees of the HWH China team actively demonstrated our products to our customers.

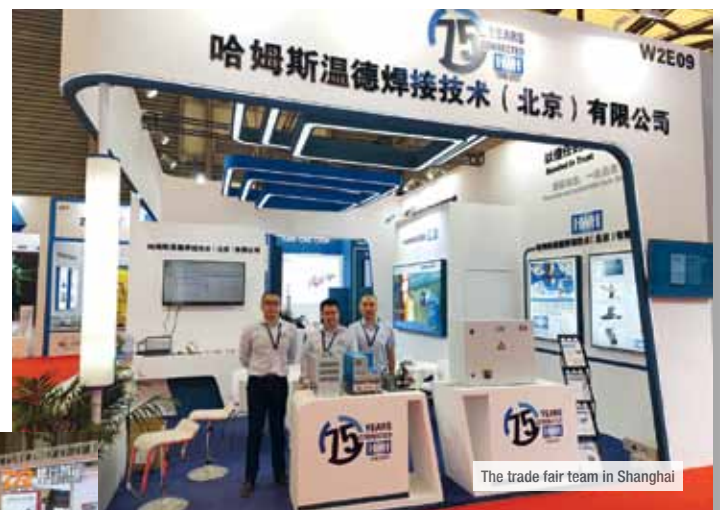
team for customers who could not come to the fair. Excellent results have been achieved.

During this time, we also had an intensive exchange with customers. China's auto market experienced a significant recovery in the second half of 2021, especially in vehicles with new powertrain systems. There are many new projects in this area. At the

Due to the epidemic, it is a pity that our colleagues and friends from Europe and other countries could not come to the exhibition. However, we held an online conference and Mr. Zitao Li gave an online presentation about the exhibition and the HWH China



Visitors at our stand



The trade fair team in Shanghai

same time, Chinese customers are becoming more and more interested in the topic of aluminum welding, which will be used more and more soon. The fair became more

and more important for us over the years. The reasons are that customers are coming here and potential business partners exhibit here as well. Furthermore with the location in Shanghai it takes place in a hot spot of the Chinese automotive industry.



Installation finished in the USA



... 350 timers started going its job.



View into the welding case / welding case with XComand

Long time ago in 2019 350 weld enclosures left our facility and practically disappeared in the fog of the pan-

demie – this is how it looked at first sight. The equipment was collected in Germany and hauled across the pond to Tennessee.

We followed and supported the process as good as the situation allows the setup of the timers. UL tagging was made locally as the last time and it went well. Just some decals needed to be added. The UL process is a two step process. At first the

electrical drawing is approved, then the equipment on-site. In this way, the certifier can be confident that the plant is delivered and the producer has acted correctly

The installation was finished in March 2021. The long period from leaving our house to the completion gives an impression of much equipment was installed in the line.



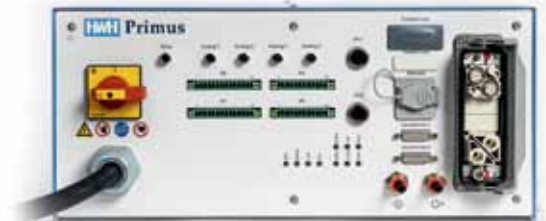
PrimusHF – First Class Micro joining

... one for all.

PrimusHF – the all-in-one solution in micro joining has started its journey around the globe. PrimusHF includes everything where other companies require several different systems. It

includes the welding part as well as dedicated PLC style function pack as required in micro joining. Such as event related actions by traveled distance or heat.

PrimusHF comes with an universal interface by default in english. Graphic and icon related programming makes it very easy and intuitive to use.



PrimusHF1

Stay informed – new products

Overview in the product catalogues.

IQflex

In addition to our proven IQR, the IQflex system features a reference-guided adaptive controller and monitoring of the weld from the first spot. Short commissioning times and easy operation is the guarantee for efficient and cost-effective production. That adaptive package IQflex is specially optimized for these requirements and guaranteed the safe spot welding of steel materials.

Option MM 1 & MM 2

The MM1 option includes an extension of the measure inputs by an additional plug-in module G202 in the Genius system. This module is for use on a welding system for displacement and / or force control. The option MM2 includes an extension of the measure inputs by an additional plug-in module G202 in the Genius system. This module is for use e.g. a double-head weld system provided.

XPegasus Platinum compact

With this software variant with maximum functionality, several assets are managed centrally. This means that all data (archive, backup files, log files, etc.) are always stored on the central server and are then used from there by any client type (line PC, service laptop, office PC, etc.) worn.

Filius Connection Adapter

adapter set AK-Filius-MPS/-100-200-300

The AK-Filius-MPS200 connection adapter allows the use of the FiliusACSx weld control as a replacement for the proven weld controls of the series MPS100, MPS200 and MPS300.

adapter set AK-Filius-MPS80xx/1-IQ

The AK-Filius-MPS80xx connection adapter enables you to the use of our weld timer FiliusACS-x as a replacement for the proven weld timers of the series MPS803x and MPS8043/1.



More information can be found in the catalogues, offline and online. If you have specific questions, please contact your well-known local partner.



SPECIAL PART

Worldwide, the international Partners and friends congratulate HWH on its 75th anniversary

Here is a small selection of the congratulators.

Together, we have achieved a lot and will continue to offer optimal solutions for economical and quality-oriented resistance and friction welding. Trust connects! HWH partners around the world are at your side with advice and support.



Bartosz Apanasewicz

AP weld – Poland

Our new face and partner in Poland, Mr. Bartosz Apanasewicz. As former employee at a major tier 1 supplier in the maintenance department he brings excellent tools and knowledge to support our customers in Poland - welcome to the family. Ap weld starts January 2022.



Henric Blomberg

BM Svets – Sweden

Henric Blomberg is the new boss at the company. He did join a number of years back and took over from his father Christer Blomberg who moved to his well deserved retirement.



Daniel von Bult

Daniel joined the company a time ago and along with Henric and company they are a strong team and support for our customers.



Juanma Perez

DEM Barcelona – Spain

Our Spanish partner is a well established name in the country since many years a well proven support base for our customers. Mr. Juanma Perez is the technical head and knows our systems very well.



Our team from Corotrat from Italy

Corotrat – Italy

Corotrat with Mr. Paolo Gai as head of the company are our partner in Italy since about 10 years. They are very successful in the country and trustful base for our Italian customers.



Michel Goldsticker

Eurosoud – France

This is one of our long term partners keeping our flag up at our neighbours. Eurosoud is strong at industrial customers and the customer base grows despite local competition.



Bharat Kewalramani

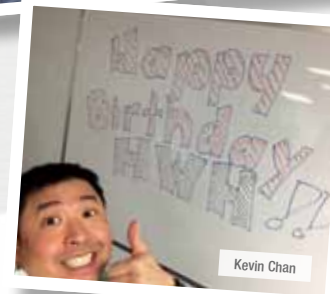
Nash Robotics – India

Nash Robotics represents us in India and have made their name as HWH flag in the country. With their size they are literally present anywhere in India.



ERC – Mexico

Five years ago ERC came to our family and have well established their name with our brand in Mexico. As partner for a robot company they know automation and welding – a perfect combination.



Kevin Chan

Huys Industries – Canada

With Huys we cover the industrial base in North America and have also established our repair facility in the continent. Huys has very deep knowledge on our systems.



Csaba Kovacs

Rehm kft. – Hungary

They have very hard to establish our system in the country and have a solid base of happy customers. Mr. Csaba Kovacs is the technician who knows and loves our technology.



Fernando Cassaro

Düring do Brazil – Brazil

As with other partners we look back – and forward – to a long term relation. Mr. Fernando Cassaro is the well known name at the company – customer and service.



Dennis and Donna Dasilva

North Consulting Service – USA

With North Consulting Service we cover the automotive and tier 1 business. Sales and technical support are very strong.



Jim Kmiecik

As you can see our Jim Kmiecik started his career very early. More than 30 years of experience our customers rely on.



Hasan Kor

CEFIP – Turkey

With CEFIP we have found a well trusted partner in the country. CEFIP is also Germany based making imports into the country much easier. With Mr. Hasan Kor we have an engineer helping customers with every aspect.

XPegasus Platinum – More transparency for your production

New licensing model for flexible networking for small and large plants ... on a local computer.

The „flagship“ of our software fleet, the XPegasus Platinum version, also supports the powerful architecture of server and client components. The XPegasus Platinum enables the secure archiving of large amounts of data on a central server and at the same time allows flexible plant management. You decide for yourself at which point the necessary data is optimally accessed, i. e. integrated plant PC for operation, mobile service

laptop for maintenance, convenient office PC for quality analysis, reliable server PC for process data archive. A permanently running user interface for each workstation is not necessary. Via the existing IT architecture, all HWH modules can be integrated into any central server in order to constantly store all process data in the background. If necessary, you can connect an XPegasus interface to the network (i. e. a service laptop) and operate each station via the central server and control all stored plant data (process curves, error messages, logbook, etc.). What used to be a privilege of large automotive plants is now also available for smaller welding plants. More transparency

in production is increasingly desired today, even for smaller plants. We are happy to meet these customer requirements and expand the XPegasus product range so that the Platinum functionality can be adapted to any system size. Customers with several small plants within one location (typical Tier1 suppliers) can now purchase the software as a follow-up license and benefit from the economic advantage. The follow-up license XPegasus Platinum has an unrestricted range of functions and is operated in conjunction with an already installed



full license software. Within the site, such follow-up licenses can be used to integrate up to nine additional plants with an acquired full license XPegasus Platinum. More information for the new license models can be found in our new product catalogue 2021. If we have aroused your interest now, please contact us and benefit from the endless possibilities of the proven XPegasus Platinum.



XPegasus

Documentation solutions from HWH



The documentation of joining processes is increasingly required with increasing automation. Harms & Wende offers various solutions for these requirements. The portfolio offers its own database for process documentation. In addition, we have a solution for the external documentation of the welding processes.

Example 1: Database solution – function PDD

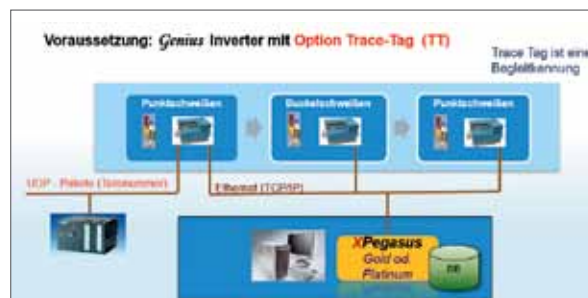
We received the clear request of one of our customers from the pharmaceutical industry to document the quality data of the welding for each component and to store it in their own database. The implementation of the requirement was carried out via the new Process-Data-Documentation (PDD) function. This provides the selected parameters via the fieldbus (Profinet) to the customer's PLC.



Example 1

Example 2: Interface – function TT

With the introduction of the new function TT (trace tag), Harms & Wende has responded to the wishes of a vehicle manufacturer. The requirement was that a parameter, i. e. order number or batch number of a body part, be stored in the database. The implementation takes place via a UDP interface in order to store external information about a welding. UDP means User Datagram Protocol, it is a network protocol for fast sending of data.



Example 2

We at Harms & Wende are always close to the processes of our customers, understand the procedures and therefore offer many possible solutions. If you also see yourself in this position and need a strong partner to find alternative solutions together, do not hesitate to contact us. Because your satisfaction reflects our success.

News from the development offices

Faster to the goal: Agile development methods and 3D printing enable short development times.

From the bright minds of our colleagues, new ideas for the further development of our products gush almost every minute. Good job! On the other hand, it is a task of courage to collect all ideas, channel them and finally to get them to the product in the form of projects. Especially in the case of projects in which other departments are involved in addition to the development department, agreements on the production and testing of devices, for example, are enormously important. In the past, this has often delayed a

planned product launch, because one or the other had not been taken into account in the mechanical and electrical design and because potential for improvement was recognized too late. Because we now also have the task of leading projects and bringing them to success, we have come up with various measures to bring products to the market faster and qualitatively even better. The most important element here: the early involvement of colleagues from all necessary departments. In addition to the purely

organizational measures such as regular meetings and transparent presentation of project plans, we have enriched this with further steps. Current example: The next evolutionary stage of our performance part v7 of the Genius MFI. There, we not only designed at an early stage, but also implemented the constructions into reality with our 3D printer. This made it possible for our colleagues in production to immediately get an impression and to test its handling in assembly. The resulting insights

were then incorporated into the next iteration stage of the design. With this agile approach, we have succeeded in combining rapid development with a continuous improvement process.

If you want to take another look at our 3D printer and the advantages of the system for the development process, our film article on YouTube is recommended under:

<https://www.youtube.com/watch?v=Y1EMJxurmWA>

New product catalogues & price list

New versions came out.

The product catalogues have been re-structured and updated. PDF copies of the catalogues are available on our website. A New feature we have the catalogue as electronic catalogue as well.

Price lists are available for our partners.

As standard we released two languages in English and German.



Where to go? ... in northern Germany?

In this section we present you activities that you can do in northern Germany. Over the years we suggested Seoul, Detroit and other exiting places. In this issue we want to highlight a traditional event, called the Glückstädter Matjeswochen, literally Glueckstaedter herring weeks. Matjes is fermented herring served

with different dishes in northern Germany. The heart of this is the town of Glückstadt at the Elbe river in Schleswig-Holstein half the way between Hamburg and the mouth of the river to the North Sea. The event takes place on June 10th to 13th this year and is repeated about the same time yearly. Glückstadt is a typical

northern German city where you leave behind the hectic of a big cities. When you plan to visit Hamburg this town is an alternative to stay in, Hamburg is about 45 mins away by car. By ferry you can go to Wischhafen to the south side of the Elbe and make a tour to Bremen and other places nearby. The South Side towards Hamburg is known as Altes Land, old and where apples grow.



More information:

<https://glueckstadt-tourismus.de/en/glueckstaedter-matjeswochen/>

Your Harms & Wende partner

Events & fairs

- Welding & Cutting Essen 2023

All articles by Jörg Eggers if not indicated otherwise. joerg.eggerts@harms-wende.de

IMPRINT Issue 11

Publisher:
Harms & Wende GmbH & Co. KG, Großmoorkreuz 9,
21079 Hamburg, Telefon: +49 40 766 904-0, Telefax:
+49 40 766 904-88, www.harms-wende.de

Verlag:
Plan-Ad CrossMedia GmbH, Manhagener Allee 100,
22926 Ahrensburg, Telefon: +49 4102 70 730-0,
www.katalogkompetenz.de