

TOSHULIN's Quality and Performance Continues to Win VTL Customers After 50 Years

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Excel Foundry, a Pekin, Illinois-based manufacturer of machine parts for the mining and power generation industries, purchased a used TOSHULIN vertical turning lathe two years ago. At the time, the 1991 machine had only 1,500 hours on it. Today, the machine runs two eight-hour shifts per day and has cut many of the company's processes in half.

"With the TOSHULIN in place, we don't have to take extra time for setups. The part never leaves the machine," says Bryan Hammock, Electrical Machine Repair Technician for Excel. "The machine only has one head, but you can put a part on there and you can perform all your processes from beginning to end, whether it be to cut, mill, tap, or groove."

Mr. Hammock adds that Excel's TOSHULIN VTL is customizable to individual customers' specifications and is simple to monitor and maintain, which makes it easy for Excel to fill special orders on a regular basis. "It's great for reverse engineering," Mr. Hammock says. "We can assess a customer's problem and then create equipment to solve the problem using the TOSHULIN. And I can just look at the integrated Fanuc control on the machine to see what's going on with it at all times."

After buying their TOSHULIN, Excel called on Pilsen Imports to service the machine. Pilsen has an exclusive agreement with TOSHULIN to sell and service its machines in the United States. Since opening its doors in 1993, Pilsen has discovered a growing acceptance of and appreciation for TOSHULIN VTLs.

"When we started our business in '93," says Bob Pruden, President of Pilsen Imports, "we knew TOSHULIN was the right product to recommend to our customers, but we did have concerns about how potential customers would perceive a VTL that's made in the Czech Republic. Happily, we made the right choice. Our customers are very satisfied with the TOSHULIN machine. The rigidity of the machines is outstanding and our customers appreciate TOSHULIN's ability to adjust to specific customer requests."

Mr. Pruden refers to the days, and sometimes weeks, of on-site installation and training that both TOSHULIN and Pilsen provide to customers. Pilsen employs service technicians who focus solely on TOSHULIN machines supplied to both domestic and foreign customers. Ed Richter, a veteran machine-tool technician, travels weeks at a time to various Pilsen customer account locations. "I was really surprised by how universal and flexible the TOSHULIN machines are," Ed says. "Actually, I'd say TOSHULIN is very concerned with satisfying the customer in all areas compared to other companies."

Service also includes the detailed, yet easy-to-understand customized user documentation TOSHULIN provides with each machine they ship. Pilsen and TOSHULIN also work together to make sure user documentation is translated properly into the appropriate language per customer. "Pilsen and TOSHULIN get me to the point where I can get around the documentation pretty quickly," says Mr. Hammock, "making my job a lot easier."

The TOSHULIN Advantage

Founded and based in the Czech Republic, TOSHULIN a.s. has manufactured more than 11,000 VTLs during its 51-year history and has sold machines to companies in 58 countries throughout the world. The company opened in 1949 as a state enterprise branch of MEZ Olomouc. The company launched its first VTL in 1952 and was established as its own state agency in 1969 under the name TOS Hulin. In 1995, after having created its own sales network and Sales department, the Czech Republic government sold TOS Hulin to the management team. Today, the company manufactures VTLs with table diameters ranging from 800 mm to 7000 mm.

TOSHULIN's most advanced product is its POWERTURN line, which the company introduced internationally in 1999. This new design incorporates TOSHULIN's field proven heavy-duty cast iron base and column and the highly accurate C-axis, for which TOSHULIN is lauded worldwide. Major industries benefiting from TOSHULIN's VTLs include Aerospace, Automotive, Power Generation, Heavy Equipment, Defense, and Oil and Gas Machinery. With more than 400 employees, "TOSHULIN has more people dedicated to the production of VTLs than any company in the world," says Mr. Pruden. "They learn of new market expectations daily, and then work together—sales, engineering and production departments—to provide the best solution to the customer request. It's an ever-evolving process."

Mr. Pruden emphasizes that TOSHULIN provides an entire productivity package to customers, rather than a few add-on components. Features include the following:

- The base and column are strong, rigid and field-proven.
- High pressure and high volume coolant offer specific advantages in various materials.
- The cross rail is the largest and strongest in the industry. This provides the basis for precise geometric alignment and stable, accurate parts production. Hardened and ground programmable locating positions let operators know exactly where they are when operating the machine. Rail parallelism to the table surface is maintained in each rail position.
- The cross rail length provides the flexibility to move the rail left of center to do in-process gauging. The ability to move the rail left of center provides the ability to machine and measure both sides of a work piece.
- All machines feature fully enclosed guarding that is designed to keep mist, coolant, and chips away from the machine components, such as linear scales, wires, and motors. This feature reduces potential maintenance needs.
- The tool changer offers the ability to automatically exchange Kennametal KM or Sandvik CAPTO cutting heads in the vertical and horizontal orientation. Additionally, TOSHULIN exchanges CAT 50 tools in and out of their vertical and horizontal live adapters automatically, eliminating the need for numerous, expensive adapters.
- The proprietary tool exchange software is based upon years of field experience and can automatically self-correct many operational mishaps that might occur.

To learn more about TOSHULIN a.s. Czech Republic and Pilsen Imports, Inc., visit www.pilsenimports.com.

Pilsen Imports—Your Vertical Turning Machine Specialists

Pilsen Imports is a leading supplier of vertical turning equipment, specializing in the installation, service, and support of TOSHULIN vertical turning machines. Pilsen's highly skilled machine specialists have an average of 23 years experience in the machine tool industry. We are dedicated to providing our customers with 24/7 service and support, including overnight delivery, phone and on-site support, and comprehensive operators', programming, and maintenance training for every machine we sell.