

is concerned, the company benefits from considerable proven expertise, in particular in thread whirling.

Thread whirling cutters or inserts?

PX Tools offers both solutions, but why one rather than the other? Inserts are easier to change and take up less space: in the same area, more can be used with a resulting larger volume of swarf; cutters offer extremely high precision and are easy to regrind many times. As for producing very small screws at maximum requirements, for example maxillofacial screws, the tool maker would recommend regrindable cutter technology. "Some customers prefer inserts and others swear by cutters, it's up to us to provide them with the optimum solution in the technology of their choice", - D. Auderset.

More service

To provide a real service for the customer, in addition to listening to their demands and providing a solution which meets their needs in a timely manner, we also need to accompany

them throughout the production process to avoid any tool stock-outs. PX Tools provides a full service in this area with call-off ordering which involves the tools stocked by PX Tools and its agents and delivered on request. The regrinding service is also available. 10 years ago, the service (in the most general sense of the word including listening and advising) only contributed to between 10 and 15% of the success of PX Tools. Now it represents a lot more. A perfect illustration of this change is given by Mr Auderset when he addresses his employees: "your sole concern has to be the customer, if we provide him with the right service, the rest will fall into place."

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Expansion en Suisse romande

Concepteur et intégrateur de solutions d'automatisation robotisées pour les pays germanophones, Robotec Solutions AG souhaite aujourd'hui développer son activité dans les régions francophones.

Pour soutenir cette stratégie, l'entreprise fait appel à Dominique Lalut, disposant d'une expérience de plus de 25 ans avec les plus grands constructeurs de robots mondiaux. Bien connu de l'industrie suisse francophone, ce français natif rejoint aujourd'hui l'équipe de vente de Robotec Solutions AG. C'est désormais lui qui suit les demandes clients et les projets en Suisse romande ainsi que dans les pays limitrophes. « *Homme de terrain, j'aime trouver les solutions techniques aux défis d'aujourd'hui pour renforcer la compétitivité de l'industrie* » dit-il. Depuis plus de 15 ans Robotec Solutions AG est partenaire intégrateur de Fanuc Robotics. Les clients fidèles de Robotec Solutions AG apprécient la compétence, le conseil, le concept et les performances d'ingénierie de ses ingénieurs, assurant jusqu'à la construction et à la maintenance des installations. Les formations en robotique assurées en interne, ainsi qu'un stock de pièce de rechange important complètent le service global assuré par Robotec Solutions AG.

Expansion in die französischsprachige Schweiz

Fachkundige Beratung und Lösungen im Bereich der Roboterautomation bietet Robotec Solutions AG nun auch in der französischsprachigen Schweiz.

Die Erweiterung mit Dominique Lalut unterstreicht die strategische Ausrichtung. Mit seiner umfassenden Erfahrung aus weltweiten Projekten namhafter Roboterhersteller ergänzt der gebürtige Franzose das Verkaufsteam von Robotec Solutions AG. Der Branchenkenner betreut Kundenanfragen und Projekte in der Westschweiz sowie im angrenzenden Ausland. „*Die fachkundige Beratung, die Lösungssuche von der Idee bis hin zum konkreten Automationskonzept motiviert mich täglich. Ich freue mich auf die neue Herausforderung*“ - Dominique Lalut. Bereits über 15 Jahre ist Robotec Solutions AG autorisierter Partner von Fanuc Robotics. Langjährige Kunden schätzen dabei die Kompetenz von der Konzeptberatung, über die Engineeringleistungen bis zum Bau und

Unterhalt von Teil- oder Komplettanlagen. Hausinterne Roboterschulungen sowie ein umfassendes Ersatzteillager runden die Gesamtdienstleistung von Robotec Solutions AG ab.

Expansion towards the French speaking part of Switzerland

Designer and integrator of robotized automation solutions for the German speaking countries, Robotec Solutions AG wishes now develop its activities towards French speaking areas.

To sustain this strategy, the company can count on Dominique Lalut. Benefitting from a more than 25-year know-how with the most important robots manufacturers in the world, this French native is well known in the French speaking Swiss industries and joined the sales team of Robotec Solutions AG. From now on, he is in charge of projects and customer solutions for French speaking Switzerland and close countries. «*Man from the field, I like to find technical solutions to the challenges of today to reinforce the competitiveness of the industry*» he says. For more than 15 years, Robotec Solutions AG has been integrator and partner of Fanuc Robotics. Faithful customers of Robotec Solutions AG appreciate skills, advices and engineering performances of its specialists that not only build dedicated solutions but also ensure the maintenance of their installations. In-house training in robotics as well as a vast spare parts inventory complement the global service offered by Robotec Solutions AG.



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