



## "You are my eyes"

*For machine tools used in the high-end manufacturing industry, precise and reliable production metrology is of utmost importance, nearly as indispensable as the eyes are to humans. The Chinese machine tool manufacturer "Haitian Precision" found in Blum-Novotest the perfect partner for its machine tools.*

Many people will think of Haitian Plastics Machinery when Ningbo Haitian Precision Machinery Co., Ltd. ("Haitian Precision") is mentioned. Indeed, as the largest global supplier of injection moulding machines, Haitian Plastics Machinery enjoys a good reputation all around the world.

Considering the rapid development of plastic machinery and the far higher development rate of the machine tool market than that of plastic machinery, Haitian Precision purchased the whole set of Japanese NIIGATA and DAINICHI technology in 2000 and initiated a technical transformation. "We investigated the machine tool market," Mr Zhou Yirong, Deputy Marketing Director of Haitian Precision said, "it will be the last 'big cake' of the machinery industry."

Thanks to years of great efforts, Haitian Precision has introduced, absorbed and innovated a series of technologies and has developed three production clusters controlled by Dagang Precision, Yanshan Precision and Dalian Precision. Presently, Haitian Precision owns five product series, including Horizontal Machining Centres, Double Column Machining Centres, CNC Lathe and Turning Centres, as well as Floor-Type Boring and Milling Machining Centres, covering hundreds of models that can be applied in all areas. Haitian Precision becomes a leading manufacturer of numerically controlled machine tools in China and its products have been widely applied in the aerospace & aviation, automobile, locomotive, ship, military, machinery, power, mould, diesel engine, etc. industries.

Haitian Precision considers quality and service to be essential and the co-operation of Haitian Precision and

Blum-Novotest is a good example of this permanent endeavour.

### Connection via a detour

Every supplier of machine tool equipment takes pride, if its equipment enters the processing system of the aerospace and aviation sector because this constitutes the best recognition of the processing capabilities of its equipment. Haitian Precision has been successfully in this way. However, the co-operation between Haitian Precision and AVIC Changhe Aircraft Industries Group Co., Ltd. (Changhe Aircraft) took an interesting turn. "One of the preconditions for our co-operation with Changhe Aircraft was that our machine tool products had to be equipped with Blum-Novotest laser tool setting systems," Lin Guoyong, Machine Tool Development Director of Haitian Precision, recalls.

As everyone in machine tool processing knows, in-process measurement systems greatly help to improve machining precision and maintain continuous processing stability. They are an indispensable accessory of medium and high-end machine tools such as five-axis machining centres and high-speed milling equipment. Haitian Precision naturally knew Blum-Novotest, but did not co-operate with the company due to various reasons. The special requirement of Changhe Aircraft became an opportunity for Blum-Novotest and kicked off its co-operation with Haitian Precision.

"Satisfying customer needs is our most fundamental commitment, so we had no other choice," Director Lin states. "Actually, we were not concerned about the quality of the Blum-Novotest products, but worried because we had not worked with them before and had never equipped our machine

tools with Blum-Novotest's measuring systems. We faced great technical pressure because Changhe Aircraft was a very important key customer; and we did not know the after-sale service and the actual performance efficiency of Blum-Novotest." However, facts proved that Haitian Precision's concerns were unjustified.

### Initial co-operation

Fortunately, Haitian Precision had had contacts with Blum-Novotest before although they had not resulted in a cooperation. Blum-Novotest technical and sales staffs had paid many visits to Haitian Precision. As a result, Haitian Precision rapidly contacted Blum-Novotest Trade (Shanghai) Co., Ltd. – Blum-Novotest's subsidiary in China.

"Haitian Precision first purchased our LaserControl NT A3 which is a high-quality cutting tool measuring system specially designed for extreme working environments in machine tools," Mr Gong states. "Thanks to its sophisticated protection against pollutants and cutting fluids, firm and durable machine design as well as the built-in intelligent NT electronic system, LaserControl NT shows extensive reliability and precision in multiple applications."

### Excellent precision

"Our first co-operation with Blum-Novotest still remains fresh in my memory," comments Director Lin. "On the one hand, we were not confident in our first co-operation and did not know whether we could satisfy the Changhe Aircraft requirements, and on the other hand, we were deeply impressed by Blum-Novotest's professional technology and dedicated services in the whole process." Obviously, the process of co-operation between Haitian Precision and Blum-Novotest was pleasant and smooth.

After the first successful co-operation, Haitian Precision intensified its efforts in co-operating with Blum-Novotest. In addition to the LaserControl NT series, touch probes TC50 and TC60 used for work-piece set-up in CNC machine tools as well as the Z3D contact tool setting system produced by Blum-Novotest were successively installed in multiple machine tools of Haitian Precision. As the co-operation gradually deepened, Haitian Precision had gained a profound and comprehensive understanding of Blum-Novotest.

"When co-operating with suppliers, we first focus on product quality and then on service. Blum-Novotest is perfect in these two aspects. We are very satisfied with it," Director Lin expresses his trust in Blum-Novotest. "More importantly, as a technologically leading supplier of measuring accessories, Blum-Novotest is always ready to bring the best products and technologies to the Chinese market. We believe our future co-operation will be more profound and extensive."

After a series of Blum-Novotest products had been applied for a year, the Haitian Precision purchasing department carried out a repeat supplier audit on Blum-Novotest on basis of the usage reports from the technical division, production division and sales division of the company as well as the final application by the customer and assessed Blum-Novotest as the "Haitian Precision Customer Recommended Preferred Brand".

With the guaranteed "bright eye" of Blum-Novotest, high-efficiency precision processing is not a matter of concern any more.



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