ON THE SAME WAVELENGTH WHEN IT COMES TO RELIABILITY AND QUALITY

By Frank Schwabedissen, HURCO Sales Manager for Northern Germany

“In HURCO, we have a supplier who thinks the same way we do when it comes to flexibility, quality, and customer focus. This has a positive impact on our day-to-day production.”
Alexander Hergert, Managing Director of AVTEC GmbH & Co. KG

Anyone starting a business takes a very close look when choosing their suppliers – that goes without saying. So we at HURCO are all the more delighted when someone buys their very first machine from us. It shows us that someone has placed their trust in us. That was the case with Alexander Hergert. He founded AVTEC in 2017.

Starting out with a used HURCO

He started his own business with a used HURCO – a real sign of trust. And it was no coincidence:

Alexander Hergert was already familiar with our CNC control system from his early career. At that time, he noticed that some of his colleagues were finishing their parts faster than others. He wondered why and found out that they were working on a HURCO – which meant they needed 30% less time per component on average. This experience made a lasting impression on him. Since then, he has been convinced of the benefits of our control system – because it guides the operator quickly through the process. That's exactly what counts for him in his day-to-day work.

Express manufacturing as a trademark

Today, six years later, there are six HURCO machining centers in his 1,000 square meter production hall. And they all have to run reliably, because AVTEC has made a name for itself in the market as a problem solver. Alexander Hergert and his team specialize in the express manufacturing of high-precision components. This prevents costly and nerve-wracking production downtime. If a customer contacts them because a piece of equipment is not working, they respond immediately. As soon as the STEP or PDF files arrive, they get started – programming is done directly on the machine. In the best case scenario, the customer has the new component on the same day, but at the latest by the start of their early shift the next morning.

The HURCOs and our service help them do this, says Alexander Hergert. For ad hoc orders, programming directly on the machine is extremely helpful and saves operators time. Apart from that, he appreciates the full range of features offered by the CNC machines. Whether fast spindles, cooling systems, tools, or chip conveyors – the hardware at HURCO includes everything AVTEC needs. Software options such as Solid Model Import, Adaptipath, and trochoidal milling do their part to enable operators to show what they are capable of.

Want to learn something new? We are happy to share our knowledge.

However, Alexander Hergert wants his operators to squeeze every last ounce of potential out of our CNC control system. So, without further ado, he sent his 12-strong team to our training courses some time ago. As it turned out, this was exactly the right move, because afterwards his people wanted more. They wanted to delve deeper into the subject matter, so their boss asked us: Can you also offer us training for advanced machinists? But of course! One of our application engineers visited the site to see what the customer-specific challenges were and what the team was already capable of. Together, they reviewed

the programming and demonstrated what other solutions were possible with the control system. We really enjoyed this deep dive into programming with our control system. And Alexander Hergert assessed the training as: “Something that helps my team and me move forward. It’s fun to work with a partner like this.”

Thank you for your trust. We really appreciate it.

Would you like to learn more? Then click here for the video:

www.avtec-cnc.de

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