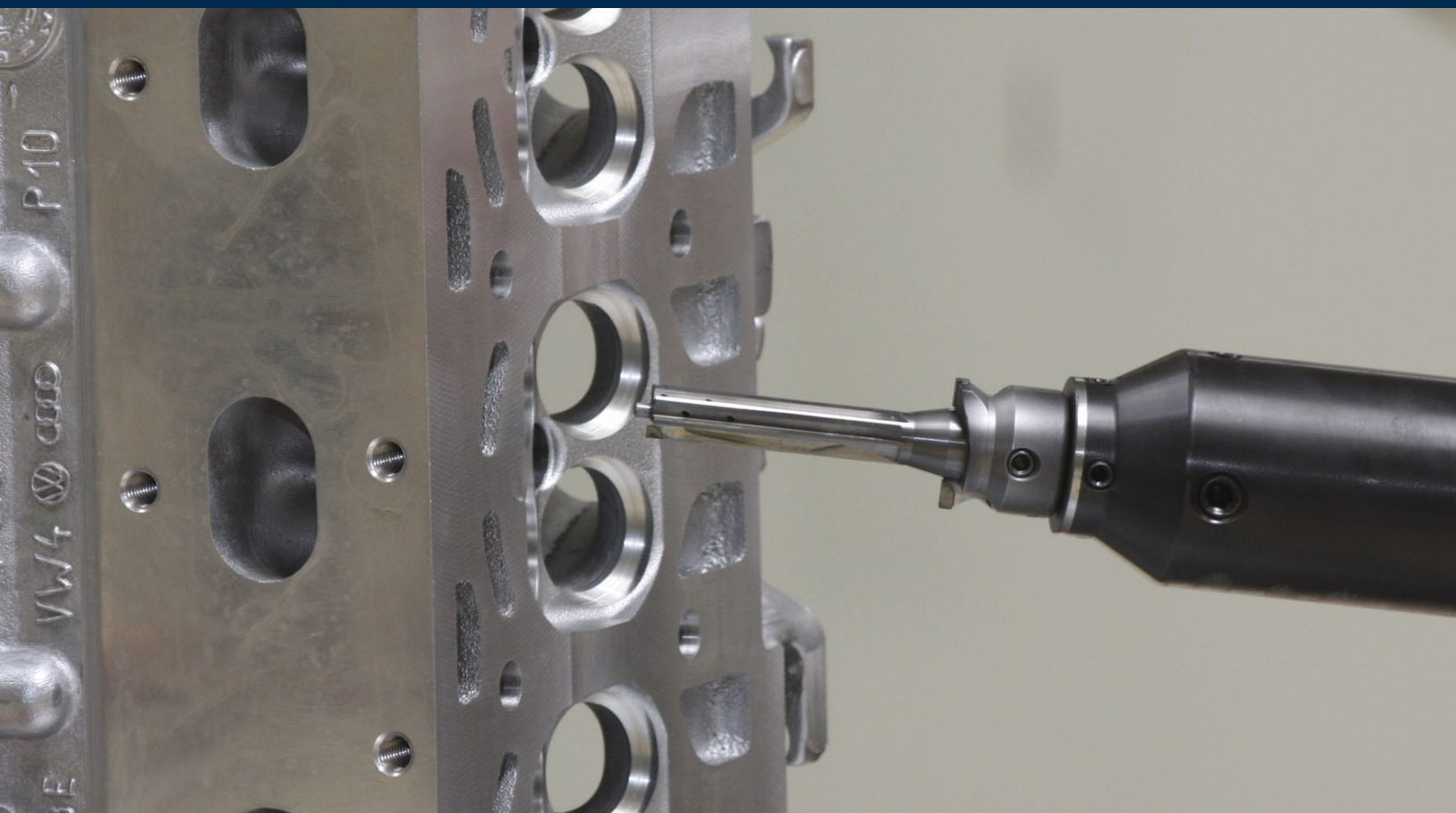


When special is the standard

Art Kuhn Company





Special tools to meet special demands. Distributor Art Kuhn Company in Toledo provides tools for a variety of industries in the region.

When special is the standard

Distributor Jim Juhasz meets customers' 'unreasonable demands'

For several years, machine tool distribution company Art Kuhn Company, Toledo, was looking for a way to meet the challenges of an ever-changing industry with a long tradition for changes at short notice. The metal industry around Detroit is still, to some extent, related to the automotive industry. The reduction in this sector has forced the metal industry to learn to cope with more rapid changes.

"For various reasons, companies in our area are always in a hurry. Companies wait until it's too late ordering new tools, or contact us two weeks before a new program has to run - expecting that they can get custom-made tools within that timeframe," says Jim Juhasz. He does not hesitate to call the demands 'unreasonable'.

"The fact that we manage to make the tools is unbelievable. But we can either try - or let somebody else do it," Jim Juhasz says. 6 years ago, a splendid solution fell into his lap - or rather: on his floor.

"We were in a meeting, when this leaflet from Unimerco about renewing cutting tools fell on the floor," he remembers. Someone picked up

the leaflet from an Ann Arbor tooling company Unimerco, and also picked up the concept of renewing tools in order to save money and get better tools at the same time.

"We can either try - or let somebody else do it."

*Distributor Jim Juhasz,
Art Kuhn Company*

Jim Juhasz contacted the company and set up a meeting to see what they could offer, and he was truly amazed. Because regrinding was only a part of what Unimerco could offer. The company also specializes in designing and manufacturing custom-made cutting tools.

"Before we got involved with Unimerco, we represented a very good tool builder, but he couldn't get special tools made at a timely basis," Jim Juhasz says. Unimerco could.

Master of mechanics

Art Kuhn Company was established in the early sixties by master mechanic Art Kuhn, as a machine tool company selling turning centers. Now the distribution company focuses on manufacturing and selling special tools in a 100 miles radius around Toledo, reaching north west Ohio, south Michigan and north east Indiana.

"We still sell the old-fashioned way. We prefer to be at the facility face to face nose to nose, standing at the machine tool trying to determine the best solution," he says.

"The guys at Unimerco are phenomenal. They can grab a tool that's not performing, modify it and get it back to the customer in a very short time," he says.

Challenges

The journey towards efficient tools and profitable manufacturing took its start in the late

eighties. Back then, the main objective for more efficient production was to compensate for the lack of working capacity.

Now, the challenge is competition from low-cost production areas. Combined with a shortage in production engineers, the need for help to make better solutions is evident. One of the changes in the industry has been a change in the organization of companies.

”When I started, every department had a manufacturing engineer – today, there is one in the entire facility,” he says.

”This means that the distributor and the tool manufacturer get an important role as a close partner of the production company in developing new and advanced tools. We have gone from ‘Here is the tool design – make me one’ to ‘Here is the problem – design a tool’.”



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„For various reasons, companies in our area are always in a hurry,” says Jim Juhasz, who does not hesitate to call the demands ‘unreasonable’.

More flexibility

Jim Juhasz believes that a large part of the metal industry will stay in the area near Detroit.

”Apart from the automotive industry, we experience growth in the region,” he says. ”We still have a lot of technical experience here, and you can’t just move that to another place.”

”We have gone from ‘Here is the tool design – make me one’ to ‘Here is the problem – design a tool’.”

*Distributor Jim Juhasz,
Art Kuhn Company*

However, the industry will have to live up to the new situation which requires even more flexibility and higher quality. The tools from Unimerco could very well be a part of many companies’ solutions.

”The more critical the tolerances are, the more you should leave it to Unimerco,” Jim Juhasz says.

He describes the quality of the tools as tremendous. The company’s high standards meet the norms of even the most demanding customers, when it comes to tolerances. This helps the metal industry stay competitive and profitable. ■



UNIMERCO Inc.

UNIMERCO Inc. manufactures, distributes and services tools for machining, primarily for the metal, automotive, aerospace, fluid power and woodworking industries. The tooling concept comprises standard and customized tools, RE-NEW™ tool maintenance, coating and optimization guidance. The American company was established in 1995. Today, the company has product development, production, sales and administration in Saline, Michigan, as well as a sales office in Charlotte, North Carolina. The company is part of UNIMERCO GROUP with companies in Europe, the Americas and Asia.



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