

THE ANSWER IS... EVERYTHING IS POSSIBLE!

At the EMO show in Milan, I've met the owners of Vertx, a Stockholm (Sweden) based company as well as Ehn & Land and Tornos representatives. The company signed at the show for a new DECO 7a machine to face its increasing demands in high precision small parts and parts specialized for fiber optics.



Young and dynamic

In 1997, MM Akerman and Eriksson decided to create their own company and performed a spin off from a business already active in the same field. It was clear at the start that the mission of the new company would be to help their customers design and produce their connectors and other high precision small parts. *"The idea was to offer them our capacities in engineering before producing the parts. Therefore we needed an efficient means of production"*, says M. Akerman. In little more than 10 years, Vertx has become a well known producer of these types of products.

Market evolution

The company designs unique parts for its customers and this is the key, Mr Eriksson says: *"When a customer comes to us with any idea, our first answer is "no problem" and then we look for solutions that fit their needs. Obviously the parts have to be in the range of diameters we can machine, apart that, everything is possible and so far we've always been able to meet our customers' requirements."* This philosophy sees Vertx continually working in the delivery of

high-end solutions. Mr Akerman continues: *"We are not active in the mass production of standard fiber optics connectors; we only produce custom designed products."*

Parts finished on the machines...

Even if active in high-end solutions, Vertx must do everything to guarantee mastered costs. One way to ensure this is to avoid any secondary operations. *"We bought the last Tornos machine of the millennium. That was in December 1999 and it was a Deco 13a. We chose this machine because we saw it perfectly matched with our vision to completely finish parts on the machine... and our idea proved to be accurate,"* says Mr Akerman. *"With the Tornos machines we can produce endlessly without any question. In our Deco 7a, we can hold a three micron range without supervision; it is of high importance for a small company like ours. We push the machines to their limit, for instance, during the last seven weeks, we reached 1000 working hours on one machine, and this demonstrates our work rate."*

... solution provider

As production increased, the company was confronted with some cleaning troubles. Mr Eriksson remembers: *"we were not satisfied with the way our parts were cleaned; we had to perform too many manual operations, to ensure the correct level of cleanliness. That was obviously not rational, neither in term of costs,*

We do large series runs but also prototypes. It's often sister parts that allow us to be very reactive."

Ehn & Land: A reliable partner

I tried to discover how Tornos is represented in Sweden and how the service works. MM Eriksson and Akerman said: *"when it is necessary, the service*

WHY WORK WITH VERTX

What their customers say is that Vertx has:

- superior know how in
 - developing and
 - machining in high quality
- wide knowledge of fiber optics and high precision small parts
- offers a complete solution from advice, drawing to cleaning
- has a flat organization, resulting in
 - short response times both in terms of study and production



From left to right, MM Caspard (Tornos Moutier), Akerman and Eriksson (Vertx) and Karlsén (Ehn & Land) in Milan in front of their new Deco 7a machine.

nor in terms of capacity. We carefully analyzed several solutions and finally decided to buy an Amsonic combined machine. The result was as expected (again) and we no longer had to manually cleanse any part."

It is important for customers to know that they can count on their part producer.

works well," but there are not many needs for that service as the machines run well. Mr Eriksson adds: "I also consult Ehn & Land if I have some questions about intricate programming, and here too I can only praise the service we receive."

Switzerland or Sweden ?

If some people from abroad are already mixing Sweden and Switzerland, Vertx won't help them to clarify. This company works mainly with Swiss customers. Mr Akerman says: *"Our machines are from Tornos, Schaublin and Amsonic and the bar loaders are from LNS or Tornos. Most of the tools are also bought in Switzerland and the material to be machined comes from L Klein (Bienne, Switzerland). It ensures that we have the level of quality we can rely on."* This bases the good reputation of Vertx, but the know-how of the company is the main reason why customers are placing repeat business. M. Eriksson says: *"We handle the whole process, we discuss with our customers, do the drawings, the programming and the machining.*

WVERTX FINMEKANIK AB
Seminariegatan 30 D
SE-752 28 Uppsala
Sweden
Tel: +46 (0)18-51 52 40
Fax: +46 (0)18-51 52 50
info@vertx.se

EHN & LAND AB
Box 20068
SE-161 02 Bromma
Sweden
Tel: +46 08 635 34 50
Fax: +46 08 635 34 70
info@ehnland.se
www.ehnland.se