



Feature - DEEP HOLE DRILLING

Sophisticated solutions for sophisticated tasks

John Barber met with Jost Eppinger, CEO of Tibo at AMB in Germany, to discuss the latest exciting developments at the deep hole drilling specialists

JB: Firstly, can you tell us a little about Tibo, it's history and its areas of expertise?

JE: Since 1994, the name Tibo stands for highly sophisticated process solutions in deep hole drilling. Based in the town of Pfullingen, in Germany, the permanent pursuit of quality and refinement has always been the hallmark of Tibo's reputation.

As one of the leading suppliers of single-spindle, or multi-spindle deep hole drilling machines, TIBO Tiefbohrtechnik GmbH provides sophisticated solutions for sophisticated tasks. The excellence of Tibo deep hole drilling machines is recognised in a wide range of industries throughout the world including hydraulics, pneumatics, aerospace, automotive, renewable energies and medical technologies.



JB: At AMB, I was excited to discover that you now have a UK distributor for your products. Could you reveal who this distributor is and how the relationship was first formed?

JE: Our UK distributor is Maydown International Tools, which has a strong regional sales force in all areas of the UK. Its sales team is supported by three regional technical sales managers and group managing director Carl Griffiths who has more than 30-years' experience in the design, manufacture and installation of deep hole boring, turning and special purpose machine tools. Carl and his team are exceptionally well equipped to translate customer needs to the Tibo sales, technical and commercial departments, ensuring the full modular concept is matched to individual customer needs providing the optimised solution for the customers. Additionally, through his machine tool background, Carl and his team can provide first line support for Tibo in the UK.

We think this exciting new era, with our new partner in the UK, will allow the UK deep hole drilling industry to benefit from Tibo's unrivalled simplicity, performance and service, effectively delivering our core principals of modularity, performance and precision. The relationship was first formed some years ago when Carl purchased some

components from Tibo, for machines then built in the UK. Discussions were held at EMO last year, renewing the relationship and we started formal cooperation again in May of this year.

JB: What makes Tibo deep hole drilling machines stand out in a competitive market?

JE: Our core principals, utilising lean manufacturing and the best of German technology and quality, have focused our business on delivering what the customer needs. Our modularity ensures we have common components and sub-assemblies across our entire range ensuring we are competitive, but more importantly it means that we can often build to short lead times, using stock components and sub-assemblies. This ensures that customers individual needs are met precisely and consistently with a very high-performance level.

JB: In terms of service, what can you offer to your customers?

JE: We offer the highest service levels in the industry with remote diagnostic and support utilising the latest technology and we are always available for our customers. In the UK, we have the added benefit of having

support from Carl and his team with locations in the midlands and Yorkshire.

JB: How important are trade shows, such as AMB, for Tibo?

JE: Trade shows, as well as trade magazines, are a very good platform to demonstrate the latest technical improvements, presence in the market and coverage. The company participates in all major trade shows.

JB: In the era of industry 4.0 and digitalisation, what solutions can the company provide?

JE: We already offer totally integrated machines with robotic loading, in process inspection and data capture, continuing to develop and integrate the latest digital technologies, across our range of machines, offering remote diagnostic and support as standard. Our R&D department are also working on artificial intelligence and the opportunity to deploy this in our machines.

Our latest software utilises digital technology to visually display, capture and store critical deep hole boring parameters such as: spindle load, axis load, oil temperature, oil-flow, oil pressure, cycle time, batch quantities and chip flow information in real time. These areas of





DEEP HOLE DRILLING

functionality digitally enhance the machines and simplifies what can be a harsh and very demanding process.

JB: Looking ahead, can you envisage expanding into new areas that could benefit from your products?

JE: In addition to deep hole boring's traditional sectors in the UK, such as oil and gas, medium and heavy engineering, there is a very strong casting, foundry, steel processing industry operating in the UK. As we know, from F1 and continuing competition of our top drivers and the close cooperation of F1's best constructors, the



UK is very well respected and is known to be leading innovators in high performance motor sport, aerospace and defence industries. We believe these sectors can also benefit from Tibo's quality, reliability and philosophy.

JB: Could you explain why the McLaren car has been such a prominent feature of your stand at AMB?

JE: We are delighted with the cooperation of McLaren Stuttgart, ensuring we could bring this fine example of the latest technology in high performance motor sport within reach of engineers and visitors at AMB. We also feel this helps to develop our links with the UK, as well as being a huge focal point and we hope this will be the continuation of a long and successful relationship between our two countries

JB: Do you have any personal highlights or success stories that you would like to share from your time with the company?

JE: Tibo has spent a huge amount in developing state-of-the-art-machines, with a high level of automatisaton, in R&D activities and a bunch of software

modifications related to industrie 4.0. Furthermore, the relocation to our new plant in Pfullingen in 2016 has provided better efficiency in manufacturing as well as an ideal platform for presentation. Therefore, Tibo has won many new customers in all industries.

JB: Finally, what can your customers look forward to in the future?

JE: Tibo will enhance its position as one of the leading manufacturers of deephole drilling machines and will continue to serve its customers with short lead times, due to our very successful modular systems. Customers that use our machines will be competitive in the market.

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Performance.
Precision.

Innovative deep hole drilling technology, intelligently engineered from modular system components – that's what Tibo Tiefbohrtechnik is all about. Get to know our high-performance BTA and gundrilling machines and discover the amazing possibilities for your specific deep hole drilling applications.

Visit us at our headquarters and production site in Pfullingen, Germany or experience our website at www.tibo.com

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