

## AXE: THE NEW RANGE OF NTN-SNR LINEAR MODULES, ALREADY ON TRACK!

**Drastic reduction in delivery lead time, a standardised offer and online set-up for millions of possible combinations... these are the promises held by NTN-SNR's new linear modules offer, marketed on 23 January.**

A pioneer in the linear modules segment from the 1980s, NTN-SNR asserts its expertise and confirms its role as key market player, adding to an already significant offering. Hitherto focused on custom products, NTN-SNR embarks on a parallel course. At the cutting-edge of technology, AXE is a standard high-quality offer, with an unrivalled delivery lead time in the European and global markets...

- **Thousands of combinations**

This new standard offer has been developed at Bielefeld in Germany, on the NTN-SNR site dedicated to linear guidance. The aim? Propose as many combinations as possible based on standard components to reduce service lead times while meeting the precise requirements of customers. Rail length, variation in guidance trolleys and sealing systems, lubrication, coating and machining options... each standard part offers flexible configurations suiting a variety of applications. The AXE range thus offers millions of combinations, compatible with the specific mechanical constraints of each machine.

Besides the vast range of options on offer, this standardisation also saves customers' engineering costs. Product development is less costly since NTN-SNR provides its customers with a very responsive and intuitive online set-up tool.

- **Optimised set-up**

Accessible, simple, rapid and efficient, the online configurator is the ideal tool for defining the characteristics of the desired module, while also saving time! The software finds the best possible components and combinations of linear axes based on user-defined criteria and constraints.

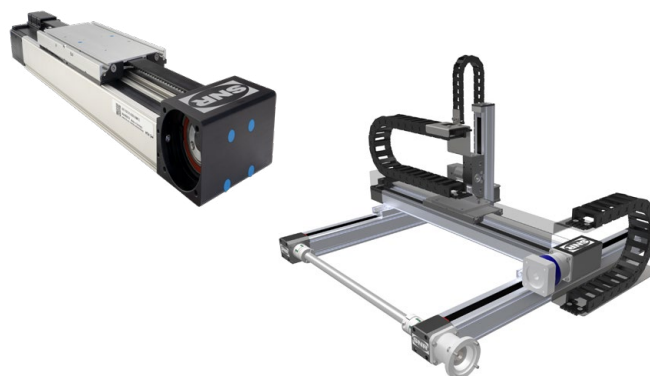
To define a module using the software available on the NTN-SNR web site, customers just need to enter their criteria (production line, efficiency, power, angle, torque, size, etc.). The configurator then automatically selects the type of drive system and the type of path to obtain the complete axis suited to the machine. Then comes the refining of certain details - like the position of the guide in the axis - and the choice of numerous available accessories, to complement development of the product and optimise design performance.

Finally, the 3D view offers the customer a comprehensive representation of the part before the configuration is saved. The software then displays an extensive list of the components to order

for production of the designed module. This information is sent to NTN-SNR through the normal order processing and production launch channels.

- **Record delivery lead time!**

Just click to order! No lost time. Even better: you save time! Thanks to improved management of production, storage and processing, NTN-SNR has revolutionised delivery lead times, which are the industry's veritable bugbear. Ordering a product in the AXE range saves up to 75% of delivery lead time compared with current market delivery lead times.



### THE FIGURE: 75 %

The **saving in delivery lead time\*** by opting for the new AXE linear guidance range.

\*Currently, the average delivery lead time on the linear guidance market is 6 weeks.

## 5 QUESTIONS FOR... ANDRÉ SCHMIDT, PRODUCT MANAGER AT NTN-SNR

### Why have you developed AXE?

NTN-SNR is always very eager to add value for its customers and enhance their work on a daily basis, offering them cost and time savings and fully understanding their core business and their needs. Development lead times for linear modules have been identified by our services as a real constraint for the users of these products. They have identified that today the main improvement needed is to reduce order processing time. That is why we have developed AXE, a flexible solution in its design, with optimised delivery lead time.



### How have you managed to cut delivery lead time?

By improving production management through the use of standard components and by optimising the order processing line and production facilities, we have significantly cut delivery lead times for customers by up to 75% compared with current average market performance. And naturally we have done so without altering the premium quality of our solutions.

### Is the guidance system delivered assembled to the customer?

The final assembly is done at the customer. This avoids any shocks and damage in transit. It also allows a better adjustment of the guideways in the customer's machine in order to improve their efficiency. All the AXE modules are delivered with all the necessary parts (flanges, nuts, various fastening and coupling parts) to finalise assembly of the planetary gearboxes, motor covers, etc. All the final assembly information is naturally explained in detail in the AXE catalogue.

### Does the AXE range aim to become a standard?

A standard yes, it's even the distinctive feature of this concept that can be described as «flexi-standardisation». But the AXE range is not meant to replace the other custom linear module solutions that we have been developing for 30 years. It simply expands our offering. AXE meets the specific requirements of certain customers, but we cannot dispense with custom solutions for certain industries.

### What are your aims with AXE?

In terms of customer service, we aim to be the most responsive player in the market! Respond more quickly, with the same level of quality, not just to the needs of our current customers, but also to those of new customers, whether they involve materials handling or electrotechnical applications, in the packaging industry or Industry 4.0... While AXE currently is mainly meant for the European market, our ambition is to develop this range at global level, in collaboration with our NTN partner worldwide, and to continue generating two-figure growth in sales revenue, with a minimum of 10% per annum.

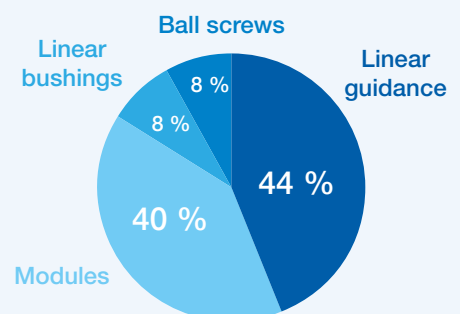
## NTN-SNR BIELEFELD : GERMAN QUALITY



Whereas NTN-SNR has been on track with linear guidance for over 30 years, its core production facility has been based in Germany since 2001. The core activities of this 2,425 square-metre «Lead Center Linear Motion» are the design and development of axes and linear guideways. Design, R&D, applications engineers, sales Back Office, test centre; in total,

90 people work on linear guideways, their primary aim being to develop custom and standard solutions for international customers covering virtually all the industrial fields.

## SALES BREAKDOWN OF NTN-SNR'S BIELEFELD SITE



NTN-SNR ROULEMENTS is an NTN Corporation entity. Generating revenue in excess of €5.7 billion, NTN Corporation is one of the world's leading designers, developers and manufacturers of bearings (world no. 3) and transmission seals (world no. 2). NTN Corporation is present in all major industrial markets, from the automotive sector to aeronautics. The takeover of SNR ROULEMENTS in 2007 by the NTN Corporation group enabled the latter to consolidate its presence in Europe and its position as world leader. NTN employs nearly 7,000 people in Europe and has 15 production sites, 7 of which in France.

**Press contact:** Sogo Com · Romy Berthelot  
+33 (0) 4 50 45 69 15 - romy@sogocom.fr

