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NIMAK GmbH

Largest German manufacturer and globally one of the major suppliers of robot welding guns as well as manufacturer of manual welding guns, automation solutions and special plants along with gluing and dosing technology

Founded: 1965 by Erich Nickel

Shareholders: The Nickel family

CEO:

- Paul Nickel
- Dr. Niels Hammer

Employees:

- 430 employees worldwide
- of that, 260 employees in Germany

Production sites:

- Wissen (Germany)
- Langfang City (China)

Service and sales sites:

Globally structured and worldwide sales and aftersales service;

Locations in 18 countries including:

- Chattanooga, Tuscaloosa, Spartanburg (USA)
- Sao Paulo (Brazil)

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- Kaluga (Russia)
- Puebla (Mexico)

Commercial success:

- Sales: 90 million euros worldwide
- Established as the technology leader with the customers and users in the sector of resistance welding.
- Across the globe, the sole provider that has been released by all premium manufacturers to meet customer-specific standards in welding guns.
- Inventor of the robot welding gun who helped this joining technology make a global breakthrough.
- Manufacture and sales of 8,000 welding guns in the year 2017 alone.
- Investment rate, at 44 percent, well above average. The family-managed company has always reinvested the profits and left them in the company.
- Utilization rate very high for the coming months. Having said that, the goal of the company is to maintain the shortest-possible delivery times.
- Quality of the products: play a primary role. Even through the customers demand an increasingly longer warranty term, NIMAK experiences virtually no complaints.

Product portfolio:

- Concentration on resistance welding
- Robot welding guns (as per the specified standards of automobile manufacturers, e.g. VW, AUDI, BMW); release from all premium manufacturers worldwide

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- Robot welding gun “multiframeGUN”: own welding gun that meets highly varied demands of customers in numerous versions (especially of those who do not have any specified standards)
- Manual welding guns
- Welding guns with electrical motor and servo-pneumatic drive and as an innovation with “magneticDrive” a highly efficient third type of drive
- Automation: In resistance welding and gluing technology design and manufacture of robot cells, rotary table systems, linear-transfer systems, stationary welding machines with special welding tools and dosing technology for gluing applications; full service and turnkey solutions
- Gluing and dosing technology: in-house developed complete system - from the double-barrel pump and control system through the dispensing head
- Services (technology consulting, technology center, development and design, commissioning, start-up support onsite at the customer, training courses, repairs and maintenance)

Market:

- Target sectors: automotive industry (of paramount importance to NIMAK), consumer goods, aerospace industry, metalworking
- The share of exports amounts to more than 50 percent. Nevertheless, the German market has special significance since NIMAK follows many German customers from the automobile industry to their foreign production plants.

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- Along with European countries, the markets in China, Mexico, USA (increasingly important), Russia and Brazil are particularly significant for company.
- The welding gun business unit generated sales of about 40 million euros just on the German market alone.
- The NIMAK name recognition in the welding gun business unit is nearly 100 percent. The company is known to about half of the relevant target group for automation solutions and special systems. And in the gluing technology division, the lower degree of familiarity is constantly increasing.

Outstanding innovations:

- Own welding gun „**multiframeGUN**“: consists of a modular system in which the baseplate as the core component can be combined with five different modules (gun drive, transformer, arm clamping, motion link and guide). The benefits here: super-slim construction, maximum flexibility through six interfaces for the robot connection, cost-efficient production and high delivery capability through its greatly reduced multiplicity of parts, simple and flawless installation, reduced gun weight.
- With “**magneticDRIVE**” NIMAK has put an innovation on the market that is unique. This is a completely new drive technology and highly dynamic follow-up unit for use in spot and projection welding machines as well as in robot welding guns. For the first time ever, it allows varying the force during welding. The force is built up significantly more precisely and gently by means of an electro-magnet. Within one weld various power pulses are now possible that can also be precisely time adjusted. The user can now set an exact force profile for his welding job for the first time. This perfected interaction between the welding current and the force enables a reduction of about 30 percent. Welding becomes softer and gentler on the materials, which permits longer

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maintenance intervals and a smaller dimensioning of the plant. The stress on the tool and the electrode consumptions are thus reduced at the same time. Furthermore the “magneticDRIVE” also facilitates reliable connections between steels and in aluminum light-weight construction.

- In the gluing technology business unit NIMAK developed the **“a.tron” dosing feeder**. It works based on the FIFO dosing chamber principle (first in - first out) and has a high degree of dynamism and precision during application. Optionally it can be monitored with a high-resolution camera which supports outstanding quality assurance.
- Development of the world’s first **robot welding gun with capacitor discharge - the “RoboKES”** in the year 2011; now the third generation is already on the market. Capacitor discharge technology helps to drastically reduce investment costs in the field of industrial spot welding because KES-welding works without water cooling and compressed air and manages with a very low current. For the first time, NIMAK has managed to construct this technology so compactly that it can be placed on a robot which means the workpiece can be moved.

Competitive advantages:

- NIMAK is the only company in coupling technology that offers both the resistance welding and gluing joining technologies. That means together with the automation solutions that have been offered since 1972 the customers obtain “everything from one single source”.
- By integrating the resistance and gluing technique NIMAK provides its customers with a high degree of investment security. After all, the customers are then equipped for all joining jobs and even for the future, when production processes occasionally lean more towards gluing technology.
- NIMAK is able to erect complete robot cells and systems with its own technology, implementing the process integration of welding

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and gluing. This competence is unique in comparison to the competitors.

- The company supplies an exceptionally wide spectrum of resistance welding systems. This ranges during power application of direct current through alternating current and medium-frequency technology up to capacitor discharge technology. For the power that needs to be applied NIMAK provides servomotorized and electric drives, pneumatic systems and, with "magneticDrive", the use of an electromagnet.
- The robot welding gun "powerGUN" which is equipped with "magneticDRIVE" is unique as compared to the competitors. It provides process-reliable spot and projection welding of aluminum, the greatest availability thanks to extended electrode cap usage hours, a significant

reduction of weld splatter and low energy consumption with welding power reduced by as much as 30 percent.

- At 70 percent, the depth of manufacturing as compared to others in the market is well above average. NIMAK manufactures all electrode parts and transformers (the core component in resistance welding) itself.

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| About NIMAK

On a global scale, NIMAK is the only supplier of resistance welding and simultaneously adhesive technology. The company headquartered in Wissen is considered an innovation leader by customers and users. As the inventor of

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robot welding guns, NIMAK has helped this technology gain acceptance and in this sector is now the largest German and international leading manufacturer. The joining specialist from the Westerwald district is the sole premium supplier of the automobile industry that has the approval to meet customer-specific standards for welding guns. Furthermore, manual welding guns, welding machines and gluing and dosing plants are also included in the product portfolio. The company also develops individualized automation solutions for all applications. With more than 50 years of experience in the “perfect connection”, NIMAK is active around the world. 430 employees support customers from highly diversified sectors - in particular automotive, consumer goods, the aerospace industry and metal working - with their challenges in production and accompany them in new markets and in uncharted technological territory.

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