

DRIVE

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Customers

R+W[®]
A POPPE + POTTHOFF COMPANY

Looking Ahead to the Future

Dear readers,

growth brings change and change brings growth. You will encounter both in this issue of DRIVE, because R+W too is undergoing a permanent process of development.

We are expanding our product portfolio by introducing six new disc pack coupling lines. At the same time this makes it even more tailored to the needs of our customers. Innovations, including those in the proven LP1 and LP2 model ranges, increase the variety of sizes available. You can now find the right model to meet your precise specifications even faster.

However the product portfolio is not the only thing that is growing at R+W, the company is doing just that too. Steffen Herter was appointed as the new CEO and has been in the driving seat at the company since February of this year. He intends to drive corporate growth forward by utilizing his expertise, which includes drivetrain technology. This will enable us to continue reporting on growth and change.



Jörg Stang



Jörg Stang, Sales Manager

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Range of Disc Pack Coupling Solutions Enhanced

By introducing six new lines, R+W's portfolio of proven disc pack couplings (LP model range) is now even more tailored to customers' needs. These innovations complement the LP1 and LP2 model ranges and increase the variety of sizes available.

R+W disc pack couplings are used in steel works, conveyor systems, pump applications, test rigs and many more applications. They are robust, compact and provide a high degree of torsional stiffness. "Even the new sizes feature those proven benefits," Sascha Markert, a project engineer at R+W, relates. "They also feature optimized hub profiles, which include recesses around where the fastening screws are located. This reduces material input and therefore weight, which results in a lower mass moment of inertia."

Given the use of high-strength materials, all model ranges feature a high degree of power density. The all-steel couplings can operate in temperatures ranging from -30 to +280 degrees Celsius and are therefore eminently suitable for use in extreme conditions. ATEX versions of these couplings will shortly be available for use in environments at risk of explosion. Each line covers a range of different standard lengths, while custom lengths can also be actioned easily. All models feature six-hole disc packs made of highly elastic spring steel, which collectively can compensate for shaft misalignments. Bore diameters of between 18 and 140 millimeters can be provided, depending on the particular line and finish required.

Models with keyway mountings

LP1-range couplings feature two precision-machined coupling hubs, which are fastened to the disc pack using high-strength screws and bushings. Clamping screws, which are inserted into the coupling hubs via the keyway grooves, are utilized for axial retention purposes. Given its single-flex design, the LP1 coupling is often used when a very high degree of torsional stiffness is required. Axial as well as angular misalignments can also be compensated for.

In contrast to the LP1 range, the LP2 features two disc packs and a spacer tube, which is also

available on request in custom lengths. Given their double-flex design, these couplings can also compensate for lateral misalignment. They are often used to bridge wider gaps. Since they are capable of being mounted without the components that are to be connected needing to be moved, their use saves time and effort. A large number of applications make use of these couplings, Sascha Markert relates: "Since these couplings can compensate for significant shaft misalignments and feature low reset forces, they have a very wide range of mechanical and plant engineering applications."

Given that six product lines have been added to the portfolio, the LP1 and LP2 ranges are available as of now in twelve different sizes for rated torque ranging from 350 to 12,000 newton meters. This increase in the number of sizes available therefore gives design engineers an even more accurate choice of options to better meet their requirements, which ultimately provides cost and weight benefits. Bore diameters ranging from 18 to 140 millimeters are feasible within the model range. Custom versions in other lengths are also available upon request.

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Couplings with API approval

A special version in the LP range is the LPA model. These double-flex couplings each with two disc packs and a spacer tube were designed in accordance with the API 610 standard and are available with keyway mountings for direct drive systems. LPA couplings therefore comply with the general regulations to which chemical and petrochemical industry applications are subject. Sascha Markert explains the characteristics of R+W's design: "Our couplings involve the spacer tube being radially secured by a component, which guarantees safety catch reliability and emergency operating features in the event of a disc pack rupture. The radially removable intermediate component has been designed to enable it to be removed without moving the hubs." It is always ready-mounted when delivered.

LPA-range disc pack couplings are available in six different sizes, both in metric and imperial versions. In terms of minimum balance quality, they comply with AGMA 9000 Class 9, a couplings balancing standard. Upon request, couplings with speeds of more than 3800 revs/min, as required by API 610, can undergo the API 671 balancing process. LPA couplings feature rated torque of between 400 and 12,000 newton meters and are available with bore diameters of between 23 and 140 millimeters, depending on the line required. Furthermore API 671-compliant couplings for special applications can be made to specification.

Version with conical clamping hubs

R+W also offers disc pack couplings with conical clamping hubs (the LP3 model range), which are similar in design terms to models in the double-flex

LP2 model range. Symmetrical conical clamping hubs give the zero-backlash LP3 model range a very high degree of clamping strength, therefore making it eminently suitable for use in conjunction with reverse drive systems and for high-speed applications.

The increase in the number of models means that almost twice as many serial production disc pack couplings

models are now available. Many of them can also be provided in a balanced finish for high speeds. R+W's engineers are very happy to develop suitable solutions to meet special customer requests. In-house test rigs are at their disposal for comprehensive static and dynamic testing, to enable innovations and special solutions to be developed to a stage where they are ready to go into serial production.

**LP1 | with keyway mounting
350–24,000 Nm**

- Extremely high degree of torsional stiffness
- Single-flex design
- Wear- and maintenance-free

**LP2 | with keyway mounting
350–24,000 Nm**

- Extremely high degree of torsional stiffness
- Double-flex design
- Other lengths available on request



**LP3 | with conical clamping hub
350–20,000 Nm**

- Extremely high degree of torsional stiffness
- Double-flex design
- High clamping strength

**LPA | API-compliant (metric)
400–24,000 Nm**

- Complies with API 610 and 671
- Safety catch
- Intermediate tube removable without disturbing adjacent equipment
- Metric version

LP | Other model variants

- LP3 combination with torque sensor
- Disc coupling with split-hubs
- Disc coupling with clamping hub
- Disc coupling with electric insulation

**LPAI | API-compliant (imperial)
400–24,000 Nm**

- Complies with API 610 and 671
- Safety catch
- Intermediate tube removable without disturbing adjacent equipment
- Imperial version
- Uses ASME- and RoHS-conform screws and nuts

Steffen Herter Is the New CEO

Steffen Herter, the new CEO, has been in the driving seat at R+W since February of this year. He explains his objectives for the company's future in an interview with DRIVE.

DRIVE: Mr. Herter, where has your career to date taken you?

Steffen Herter: Highlights of my career to date include working for seven years for a strategic management consultancy and as Director of Operations at a leading drivetrain technology business.

DRIVE: What appealed to you about taking on the position of CEO at R+W?

Steffen Herter: R+W operates within a corporation environment and therefore is internationally positioned both in terms of sales and distribution as well as production. Nevertheless R+W has managed to retain its mid-sized business character, which includes short lines of communication, close cooperation with customers and suppliers as well as local ties.

DRIVE: What will your executive responsibilities be focusing on?

Steffen Herter: One priority will certainly be to enhance cooperation between R+W locations further. Initially the focus will be on Operations, i.e. Production, Logistics, Purchasing and Design Engineering.

DRIVE: What particularly positive aspects about R+W have attracted your attention?

Steffen Herter: R+W is characterized by an exceptionally high degree of employee motivation – they display speed and flexibility to action our customers' requirements and requests. At the same time our employees are aware of how important the superior quality of our products is. Quality is therefore what we focus on in what we do every day.

DRIVE: What strategy and objectives have you adopted to deliver corporate development?

Steffen Herter: R+W is clearly on a path to growth, which we intend to continue going down. To this end we will perfect our range of precision couplings and significantly enhance our range of industrial drive couplings.



Steffen Herter, CEO at R+W



Having Really Close Relationships with Customers

R+W showcased what it does at a regional level by exhibiting at NORTEC in Hamburg.

Having close relationships with customers is particularly important to R+W. The company regularly exhibits at trade fairs, in order to maintain contact with business partners from all industries and to approach new target audiences. In January R+W

showcased what it does at NORTEC 2016 in Hamburg, North Germany's most important meeting place for manufacturing industry decision-makers and experts.

"In line with the motto 'back to the roots', we had a small booth in Hamburg," says Sales Manager, Jörg Stang. "We focused on direct communication with users from this region." Visitors got the opportunity to communicate their questions and problems to R+W experts and were able to view a selection of precision couplings at the booth. The 3D app was also presented again.



"Our focus was on direct communication with users from this region."

Alongside R+W, 450 other companies from 16 countries were represented at NORTEC. Around 12,000 visitors attended the 15th edition of this trade fair dedicated to "manufacturing in the North of Germany". For four days the spotlight was on pioneering technologies, innovative manufacturing solutions and the industry's top topics, ranging from additive manufacturing to Industry 4.0.

Always at Your Disposal: Your R+W Contacts

The R+W Sales team grew again last year. These are your new contacts.

TIM AUGUSTIN



Last August Tim Augustin joined the Sales team at R+W as an industrial couplings project manager. Be it by phone, e-mail or in a personal meeting on site, he provides support to customers and drafts customer-specific solutions together with the Development and Quotations Department. The trained metalworker has an advanced mechanical engineering management qualification and he enjoys applying his expert knowledge to his day-to-day work. He regards the individuality of each enquiry as both a challenge and motivation. "No two days are the same at R+W, since every customer and each product have different requirements," Tim Augustin explains.

CONTACT

Telephone: +49 9372 9864-43
augustin@rw-kupplungen.de

ANDREA BOHLENDER



The R+W Sales team was again boosted by the addition of Andrea Bohlander, who is mainly responsible for order input. Furthermore the trained office administrator writes up the field sales executives' visit reports and is responsible for corresponding follow-up activities, such as drafting quotations or sending out catalogs. "There is so much for me to learn at R+W. As well as the interesting set of responsibilities that I have, what I really appreciate is the friendly environment here and how all employees are treated with respect," says Andrea Bohlander. Prior to joining R+W, she worked for many years at a metal-working business.

CONTACT

Telephone: +49 9372 9864-0
bohlender@rw-kupplungen.de

VANESSA JUNG



Vanessa Jung joined the R+W team just recently. She has looked after customers in the Sales back office since March 2016. Vanessa Jung offers craft trade experience and now supports her new colleagues at R+W by producing quotations. Where necessary she clarifies queries with customers. Vanessa Jung says the following about her first few weeks in the company: "Overall I really like working at R+W. As the range of products is quite diverse, I really enjoyed going through all the departments during my induction phase. This way I got to know all the products in some depth. And the working environment here is great too."

CONTACT

Telephone: +49 9372 9864-74
jung@rw-kupplungen.de

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 **R+W Antriebselemente GmbH**

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www.rw-kupplungen.de

Editor:
R+W Antriebselemente GmbH
Frank Kronmüller / Jörg Stang
kronmueller@rw-kupplungen.de
stang@rw-kupplungen.de

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