

# APN Customer Spotlight



## The Grinding Differentiator at APN Can Be Summed Up in 6 Letters: STUDER

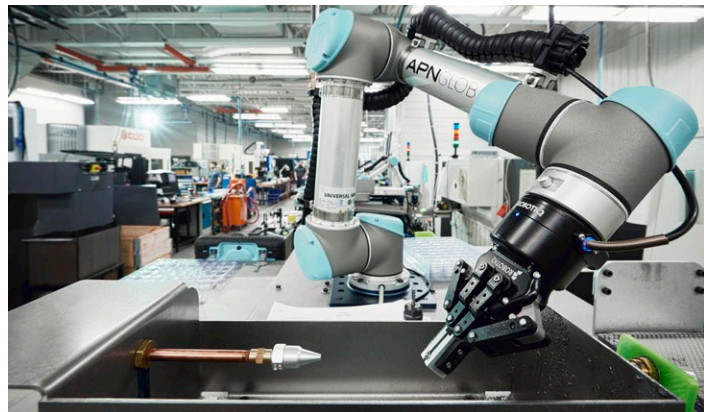
From 1970 into the early 2000s, APN was a machine shop that was big on precision and small in stature. They used Swiss equipment to make their super-high-precision workpieces, residing comfortably in the niche they'd carved for themselves. But when Yves Proteau joined the family business in 2004, he began to change the mentality of the company and the kinds of technology they used.

Today, APN is a high-end machine shop that has added three STUDER cylindrical grinding machines to the floor. Despite COVID impacts, they finished the year with the same revenue as 2019. When pinpointing what's responsible for the consistency, Yves points to cutting-edge machines and automation, plus wise acquisitions in recent years.

Some of those cutting-edge machines are STUDER cylindrical grinders, and Yves doesn't mince words there: he says they're a must-have if you want the highest quality.

### Quality first

If you can produce parts with very high quality, there's really no limit to what you can make and the industries you can serve. "At APN, the quality is what's most important for us," Yves said. "A quality machine is what creates a quality product. We focus on the aerospace, defense and life sciences industries, and we're using STUDER for those applications."



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“As we researched machines, we found that STUDER has a similar philosophy regarding quality. In OD/ID grinding, they’re really ahead of the competition. We took a look at them, but STUDER was at the top—in machine quality and training quality as well.”

The main benefit of STUDER machines, according to Yves, is their ability to churn out the kind of quality that lets APN easily diversify into other industries. That quality isn’t a temporary thing, either. “I see very, very old STUDER machines all over that are still holding tight tolerances,” he said.

One example that came to mind for Yves: making dies with tolerances of 1/10,000ths of an inch. “To maintain those tolerances, especially with the form that we’re grinding into the die, that’s where our customers see the difference between our parts and others.” It’s a quality differentiator APN can tout because of the STUDER equipment they have on the floor.

## Automation focus

Many shops have embraced automation, but few have done it like APN. The company actually has its own home-grown software that remotely controls their production shop—from machines to robots. The software, called Liggo, aims to ensure employees “use their smart parts, not their strong parts.”

“It’s vital to have all the information you need on the machine in real-time and available 24/7,” Yves said. “We’re developing Liggo into a market-ready software solution we can sell, and it will help the people who use it encapsulate all of their production data and get a full picture of how things are running.”

## The UNITED GRINDING experience

APN is well acquainted with UNITED GRINDING North America headquarters, and Yves has nothing but good things to say about the facility and the people within it. “All the training we’ve received has been so valuable. Linking the capabilities of STUDER machines with processes they implemented has helped us gain efficiencies in our manufacturing. Being at the factory and in Miamisburg, OH has been very useful, too.”

“If you want high quality, you must go with STUDER. Accuracy, consistency, they’re the company to work with. The machines are easier to use and the end result is much greater.”

When you’re ready to work with the best in cylindrical grinding, we’ll be here. Talk to UNITED GRINDING about the job you want done, and we’ll get to work.

