



TAS
SCHÄFER

“Quality and reliability are the prerequisites for success”

Interview: Christian Kurz, Sales Manager TAS Schäfer GmbH

As an international supplier of drive technology, TAS Schäfer GmbH develops and manufactures its products exclusively in Germany, while many of its competitors have products manufactured in other countries. In the field of hub to shaft connections, the company based in Wetter-Wengern is now the market leader for hydraulic shrink discs and renowned all over the world for its high quality standards. Sales Manager Christian Kurz explains in an interview why TAS Schäfer GmbH is sticking with its own production facilities even in difficult phases on the market.



You have a very comprehensive range of products. What does TAS Schäfer GmbH mainly focus on?

In the field of classic hub to shaft connections we manufacture both shrink discs and clamp sets. Another element in our product portfolio are shaft and flange couplings, which we also supply as versions for hydraulic clamping. Our hydraulic shrink discs (SHS line) have been in use in thousands of application areas for many years now. Over the past few years we have been able to win market shares world-wide, so that our products are in use all over the world, mainly in wind power plants, on hydraulic motors and in gearbox test benches.

Which designs do you offer in the hub to shaft connection segment?

Shrink discs are extremely important in the hub to shaft connections field. We mainly offer 2-part and 3-part shrink discs for such applications. We offer a large selection of different configurations for both shrink discs and clamp sets. These depend on the respective customer requirements of course. The different configurations depend on design height and width, torque, centring characteristics and the field of application, for instance. In addition to standardised catalogue products we also offer customer-specific solutions.

Do your products have special features or unique selling points compared to competitors' products?

I believe the biggest difference compared to our competitors can be found in material selection. We use extremely high-grade material for all our products. We also have an ongoing development process for our products. Our own design and development department cooperates with various universities for this. Both sides benefit enormously from this cooperation. Another significant feature is that we manufacture exclusively in Germany and can thus guarantee and monitor quality at all times.

In other words, your products are manufactured exclusively in Germany. Is this not a disadvantage compared to competitors in terms of pricing?

Labour costs are of course considerably higher than in China or Eastern Europe. That's right. But we at TAS Schäfer have a different mindset. For one thing, it is important for us to be able to influence the production process ourselves at all times. This helps us increase our flexibility and react faster to special customer requirements. It enables us to make customer-specific designs and smaller unit sizes quickly. For another, we can influence the quality of our products ourselves at all times. This starts with the purchasing of raw material. We have our material tested in advance, for example.



We are absolutely convinced that we have two important arguments on our side – high quality standards and shorter delivery times. In addition, the past few years have seen us invest heavily in our facilities to make manufacturing even more efficient. We feel this is the right course for us, because quality and reliability are the prerequisites for success. We were able to significantly increase our market share in China this year, for instance. This shows that we have a chance with our products even in these countries, and that the course we have taken cannot be wrong.

Which markets do you prefer to supply?

TAS Schäfer GmbH has an export quota of over 70%. Thanks to our representatives, we have a global presence. Our customers both here in Germany and elsewhere benefit from our intensive technical support and consultation. We provide customer support as early as at the product selection stage. There is a great deal of variety in the user markets for our products. Roughly speaking, our turnover can be divided into the fields of mechanical engineering, mining systems and wind power. The fields of application range from packaging systems and agitators to shrink discs for large wind power systems all over the world. One of the main areas of business for shrink discs is the gearbox industry. Particularly in the field of test benches we are very proud of the fact that numerous renowned manufacturers have recognised the advantages of our products and use our SHS products.