



ABOUT BOST

BOST is a machine-tool company based in Asteasu, in northern Spain, 20 kilometres from the Basque city of San Sebastián. The company specializes in heavy machinery such as vertical and horizontal lathes, rotary tables, drilling machines and boring machines as well as turnkey solutions for railways, crankshafts and cylinder manufacturers.

Bost, which means “five” in the Basque language, is a family company. It was founded in 1972. The company’s turnover in 2011 was 24 million euros, and according to Karlos Aranbarri, Bost CEO and the son of one of the founders, 2012 is likely to be better, with a predicted turnover of EUR 27 to 28 million.

Bost has been steadily growing over the past five years, expanding its workforce from 74 to 112 and shifting focus to more international business. The company is currently looking to expand its operations in emerging markets and has a dedicated sales representative working exclusively to create business in Brazil and Russia.

As China accounts for 50 percent of Bost’s production, it has a Beijing office, for sales and technical service.

FARTHER HORIZONS

Asteasu, Spain. Spanish machine-tool manufacturer Bost is expanding its business into markets all over the globe. It's found the global partner it needs in Sandvik Coromant.

■■■ “When people think about Spain, they think about sun, the beach, flamenco,” says Karlos Aranbarri, the 30-year-old CEO of Bost, as he flips through a presentation of his firm. “So we like to show them this photo of the factory in winter, all covered in snow.”

The location of this machine-tool manufacturer in Asteasu, around 20 kilometres from the charming city of San Sebastián in the rolling hills of Spain's Basque Country, is about as far from the stereotype of the country as you can get. But then the northern part of Spain is markedly different from the rest, and not just due to its climate. This has long been the industrial heartland of the Iberian Peninsula, with a high concentration of Spain's manufacturing and construction companies based in the region.

Bost, a family firm, will be celebrating its 40th anniversary in 2012. The company offers a complete range of milling machines and lathes as well as turnkey solutions for railways, crankshafts and cylinder manufacturers. Despite the troubled Spanish economy, Bost is expanding, thanks to its focus on foreign markets, particularly emerging markets such as China

“We've always exported,” explains Aranbarri. “But not at the levels we do now. We sell some machines in Spain, but 90 percent of our product is for export.”

“Everything we sell is tailor-made. We offer a complete solution, including the tool package and the training, to show the customer how to get the best out of the machine.”



Bost already has an office already up and running in Beijing and customers in Saudi Arabia, India, Russia, the U.S, Poland, Germany, France and elsewhere.

“**WE DON'T JUST SELL** machines,” Aranbarri says.

“Everything we sell is tailor-made. We offer a complete solution, including the tool package and the training, to show the customer how to get the best out of the machine.”

Currently under construction in the 8,000-square-metre headquarters is a vertical lathe for a client in France, which, according to Aranbarri, is going to be the biggest machine tool ever manufactured in Spain.

“The column, which is a single piece, was forged in Germany,” says Aranbarri. “It weighs 82 tonnes. The machine has an eight-metre table and a 10-metre swing and is designed for pieces weighing up to 350 tonnes.”

With its global focus Bost wanted a global partner, Aranbarri says. It turned to Sandvik Coromant.

“I've spent my whole life working with Sandvik Coromant,” says Bost application manager Antonio Mangas, a 23-year veteran of the company. “But we have been working more intensely with Sandvik Coromant in the past few years, in particular in important turnkey projects such as crankshafts.”



Continuous support from Sandvik Coromant has been vital for Bost's success.



In some cases the end product could weigh anywhere from 1,000 kilograms to 22 tonnes. Bost needed tools from Sandvik Coromant that could work in difficult-to-reach areas with great precision and could accommodate the varying requirements of each job.

Most recently, Bost's partnership with Sandvik Coromant has been tied to a different vertical lathe, the VTL20C, created by Bost for Siemens for the manufacture of wind-turbine gears.

"The aim is that when a piece enters the machine, it can be finished in one clamping, without having to be moved to another machine," explains Aranbarri.

"We have worked hand in hand with Sandvik Coromant from the beginning on this, mostly on the slot machining," adds Mangas. "We used the Coromant Capto C6 system, and thanks to two special headstocks, we have been able to create the keyways with great precision. This is the advantage of this machine. We can create an internal slot without a Y axis just using two linear axes."

An added benefit for Bost is that once the machine is delivered to the customer, Sandvik Coromant will be there to offer support.

"A machine tool is a very big investment for a customer," says Mangas. "The return does not come back in a matter of months. It takes some years. But of course the benefits must be clear from the beginning.

"The good thing about working with a big company like Sandvik Coromant is that you can find it all around the world," he continues. "I have worked in a lot of countries on several different continents, and sometimes we need a fast solution. We prefer to work with companies like Sandvik Coromant that can help us quickly and get tools to us within 24 hours."

Sandvik Coromant has also played an integral role with Bost's máquina de casa – an in-house vertical lathe with a swing of six metres. It incorporates Sandvik Coromant's Capto C10 system.

"That machine is very different from what much of the competition offers," explains Javier Guerra, Sandvik Coromant Customer Operations and Distribution Manager in Iberia.

"When we started thinking about this machine more than two years ago, we decided we wanted to use just one system," explains Mangas. "Most vertical lathes use two different systems. My idea was that if we had a new machine, with a robot for quick changes, we could use the same system for turning and milling. That's why we thought about the Coromant Capto C10. It's very strong for turning operations, but also very strong for milling."

THE MULTI-MILLION-EURO INVESTMENT in the machine provides Bost with a test environment. It is also available for customers' use.

"It's here for any company that wants to try something out," Mangas says. "There aren't many machines of this size in the area. We can't sell this particular machine, but we can of course manufacture an identical model for a customer."

So visitors are welcome to check out the Bost máquina de casa any time they like; just watch out for the snow come wintertime. ■

Sandvik Coromant Capto C10 system has had a major impact on turning and drilling jobs.



TECHNICAL INSIGHT

TEAMWORK WORKS

TEAMWORK IS THE FOCUS for Sandvik Coromant in Iberia, says the company's customer operations and distribution manager, Javier Guerra. "It's fundamental," he says.

To that end, Sandvik Coromant is involved in projects at Bost from their inception to ensure that the right tools, processes and time scales are determined from the start.

"Often customers only think about price when they are in the planning stage," says Guerra, "which

means that when they get to the production phase, the time scales are much greater because they haven't compared the full range of solutions. What we recommend is that they spend more time in the planning stage to ensure that production is faster."

Sandvik Coromant has worked hand in hand with Bost, supporting the manufacturer with time studies and analyzing the impact its products will have on the production process.

With Sandvik Coromant's global network, it can also be available to offer support on the customer's end, wherever the customer might be located.

"That's why teamwork is so important to us," says Guerra. "We need to coordinate our work not just on

a national level, but also on an international level.

"We worked closely with Bost on the Coromant Capto system, bringing in a specialist from abroad to share our know-how about this tooling system as applied to crankshaft manufacturing," he says.

"That's all part of the investment work that we do with our customers."



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