

STAINLESS STEEL

Tool distribution for local market simplified

NADINE RAMDASS | CREAMER MEDIA REPORTER

Through its partnership with South Korea-based original-equipment manufacturer (OEM) YG-1, engineering equipment importer and supplier JTB Industrial Solutions (JTB) can supply the local market with YG-1's range of cutting tools and indexable inserts.

YG-1 is a major global company that exports to more than 75 countries and has 27 worldwide sales offices. JTB is working with YG-1's local subsidiary as an authorised reseller to distribute its product range in sub-Saharan Africa.

JTB is confident that the partnership with YG-1 will meet JTB customers' drilling, milling and turning, and cutting tools requirements, explains JTB MD **Joash David**.

"On the indexable side, the solutions offered by JTB and YG-1 are very competitive with regard to the price-versus-performance ratio," says JTB operations manager **Peter Hughes**.

The company has secured significant sales for these solutions by providing an "excellent product at a competitive price", he adds.

Using YG-1's products results in lower overall production costs for customers, as the products provide a longer tool life at a lower cost.

YG-1 South Africa GM **Shaun van Deventer** explains that YG-1 is competitive with regard to identifying machining-related specifications and materials, such as stainless steel, to suit its specifications.

The company focuses on providing better solutions for end-users and authorised resellers – such as JTB – and matching the solutions to end-users' applications through comprehensive research and continuous development of new grades of inserts.

YG-1 provides effective machining solutions and reduces customers' production costs through its product quality and continuous technology development, says Van Deventer.

A Product for Every Need

YG-1 has developed a new milling grade of carbide insert, the YG613. The physical vapour deposit- (PVD-) coated insert has improved film-coating adhesion, which, in turn, enhances cutting-edge protection. The top coating layer provides a smooth surface with a lubricating effect.

The company has also developed the YG3030, YG211, YG213 and YG214 turning grades of insert for stainless steel.

The chemical vapour deposit-coated YG3030 grade increases productivity on high-speed

machining, with maximum toughness and longer tool life, while the PVD-coated YG211, YG213 and YG214 provide these inserts with stable machining performance and a high level of wear resistance.

YG-1 has also developed a range of indexable inserts. For turning applications, its range includes YG211 which covers M05 to M25, YG213 which covers M20 to M30 and YG214 which covers M30 to M35.

For new super alloys or heat-resistant steels, the company provides the YG401, and for milling grade, the range includes YG613 which covers M05 to M35 in light to heavy metal removing.

Van Deventer says YG-1's press, sintering and coating plants are of a high standard.

Further, YG-1 South Africa's main drive to support local manufacturers has been through its indexable carbide inserts.

Previously, the company had only one grade for turning and one grade for milling. However, the company offers 12 additional grades for turning and eight grades for milling.

"This expansion in the past five years speaks to the hard work and investment that YG-1 has put into research and development," says Van Deventer.

"YG-1 has given us significant sales growth by introducing customers using an opposition product to the YG-1 product. We are proud to be associated with the excellent sales by JTB of our products to their customers in South Africa," he adds.

David points out that JTB believes in supplying superior products to the market, taking cognisance of price versus quality.

He explains that, owing to YG-1 being an OEM and JTB having direct access to the YG-1 sales office, in South Africa, JTB can meet customer requirements for YG-1 products quickly.

This is supported by YG-1 distribution centres, in Europe and South Korea, with shipments flown in every two weeks, consequently allowing for products to reach customer timeously.

"We also have access to YG-1's technical engineers. Where required, they will



PROUD PARTNERSHIP

YG-1's range of cutting tools and indexable carbide inserts

accompany us to our customers and run extensive tests, which demonstrate that we are reducing customers' application costs and saving them money," says David.

JTB is also prepared to carry out these technical engineering tests cross-border, in neighbouring sub-Saharan African countries.

YG-1 controls its production line from start to finish – with total control of the product – as they make their own machines. The company also has a steel plant and a coating plant and does not compromise on any of its components or processes throughout this end-to-end manufacturing process.

"We want to be part of YG-1's global vision, and plan to grow the range of their indexable carbide inserts which we offer to our customers. We have identified YG-1 as being a global player demonstrating significant product development leadership, investment and growth.

"We want to be part of this, and support them by growing our own offering of their range of indexable carbide and cutting tools for 2022 and moving forward.

"YG-1 is also playing a critical role in job creation in South Africa and this supports our own ethos and values. We are proud to be associated with YG-1 and a part of their industry value chain," concludes David.

COUPON ON PAGE 31 E610665