

DIARY OF A SALES MANAGER



BLOHM JUNG - HAMBURG, GERMANY

"A memorable trip to Hamburg with a valued customer"

15th November 2025

Last week I had the pleasure of visiting Blohm Jung GmbH in Hamburg with one of our customers. We travelled to the factory to prove the process on their machine in real-production conditions — and what a demonstration it turned out to be.

We had been in discussions for nearly a year with this customer, they have had a Blohm Orbit CNC since 2015, so they were well acquainted with the brand, but there were new technologies released and a new team to present them too.

The customer was excited to hear about the new machine and possibilities we could offer but they wanted to see these in action before they made the leap to expanding their machining capacity.

BLOHM JUNG - A TRUSTED PARTNER



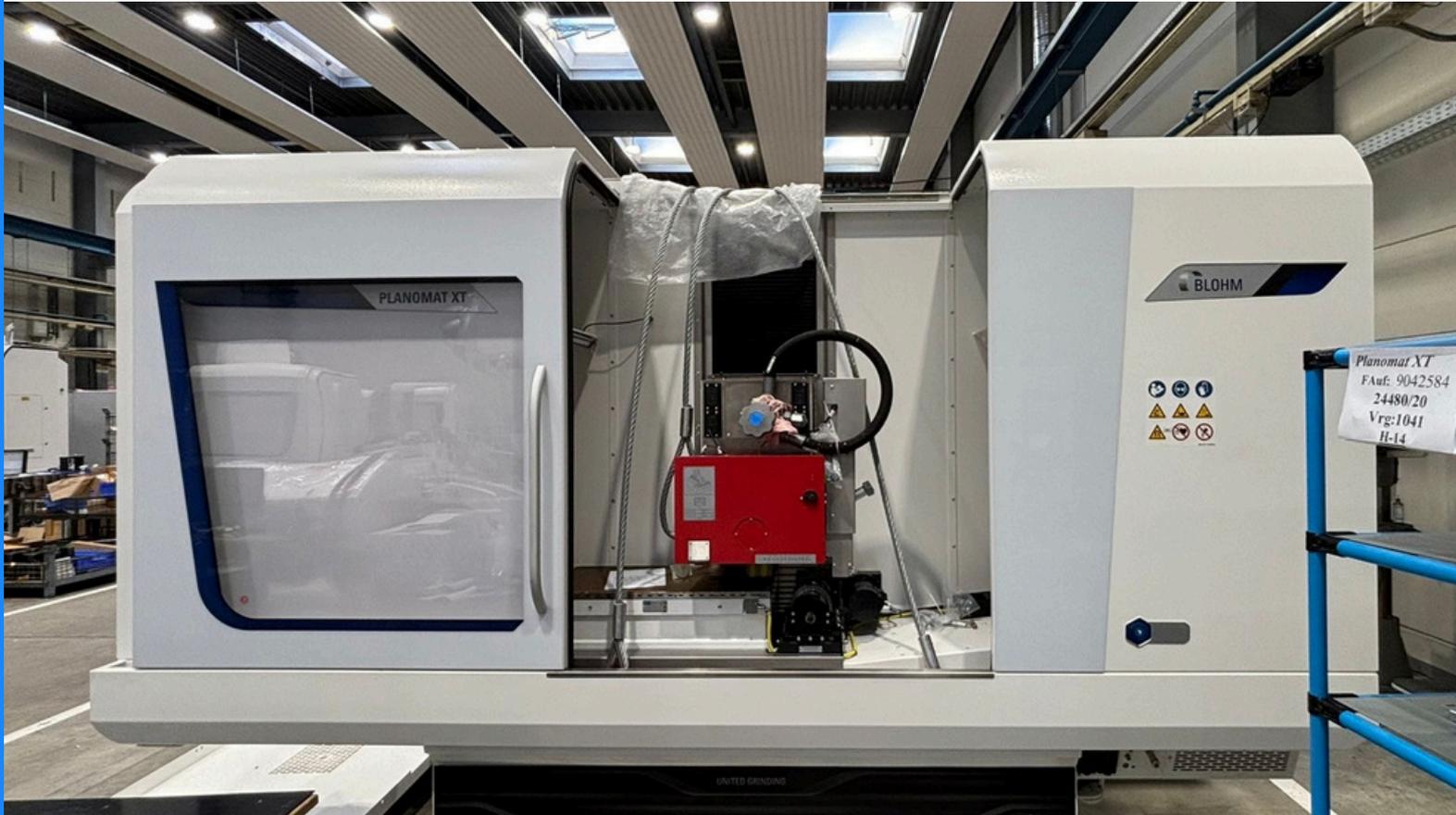
Blohm Jung delivers world-class surface and profile grinding solutions built on German engineering excellence and more than 15,000 machines installed worldwide. Customers choose Blohm Jung because the company combines unmatched precision, long-term reliability, and modern automation with the backing of the UNITED GRINDING Group, one of the strongest service and technology networks in the industry.

With Blohm Jung, clients get machines that are built to run day after day with micron-level accuracy, reducing scrap, improving consistency, and lowering cost per part. Their platforms are designed for high uptime, fast setup, and seamless integration into modern production lines—making them ideal for manufacturers who can't afford downtime or quality drift.

For decision-makers, Blohm Jung represents low risk and high return: proven technology, strong global support, and equipment that holds its value for decades. It's not just a grinding machine—it's a productivity asset that helps manufacturers hit tighter tolerances, win more business, and stay competitive..



“THE CUSTOMER WAS GENUINELY IMPRESSED TO SEE THE MACHINE GRINDING TO TOLERANCES THEY HAD PREVIOUSLY THOUGHT DIFFICULT TO ACHIEVE.”



PLANOMAT XT 408

On-site at Blohm Jung we ran the test on the PLANOMAT XT 408, where the swivel dressing unit was used to profile a complex contour on the wheel, achieving micron-level repeatability. The customer was genuinely impressed to see the machine grinding to tolerances they had previously thought difficult to achieve.

The dressing attachment PA-T130 enables continuous path-controlled dressing by using the machine axes and the articulating axis of the dresser. The setup also includes an electronic measuring device with stand, probe and calibration ball — allowing precise and consistent correction of dressing disc wear throughout the process.

This particular machine was very well specified by the customer, featuring the 24.5 kW spindle (max available), capable of handling demanding grinding cycles with impressive stability and surface finish.

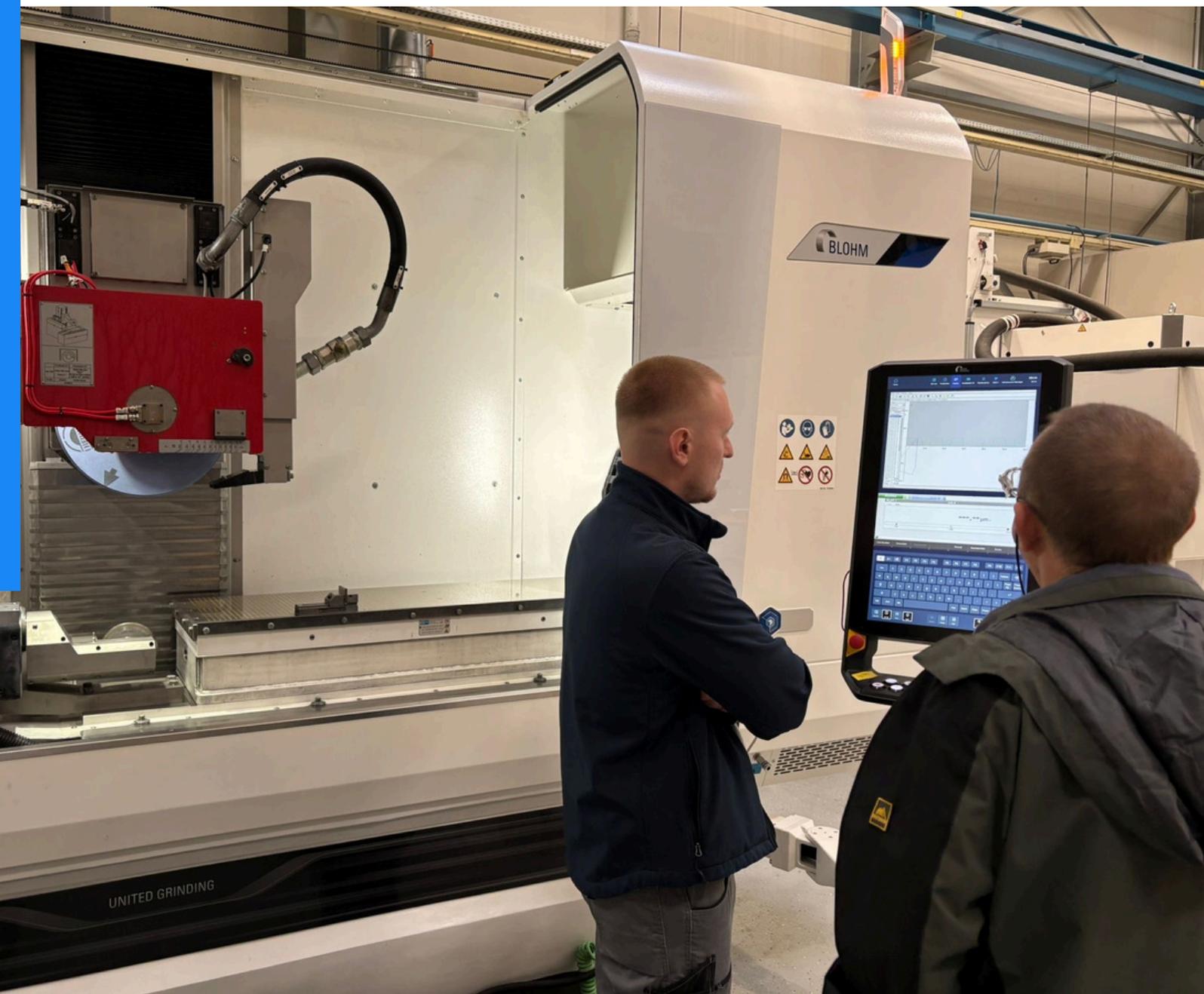
The grinding wheel size is $\varnothing 400$ mm \times 100 mm \times $\varnothing 127$ mm bore, with a maximum allowable wheel speed of 50 m/s, providing a broad range of flexibility for various applications and sure to speed up the current process!

Working through that setup, seeing the contour dressing and the machine execute the grind, was a great reminder of what state-of-the-art profile grinding can achieve both in precision and repeatability.

PLANOMAT XT 408

KEY SPECS

- X travel: 1,100 mm | Y travel: 800 mm | Z travel: 360 mm
- Linear drive technology on all axes for high dynamic performance
- Automatic wheel balancing for consistent results
- Integrated in-process gauging and probing
- Thermally stable cast base for long-term accuracy
- Siemens SINUMERIK 840D CNC with the intuitive BLOHMprofile interface



There were early starts but the sunrise over Hamburg from the hotel balcony, a morning walk through a garden with the full moon beside the Heinrich-Hertz-Turm, and a quick coffee from the “Welcome” mug that seemed to follow me around the factory made the long days feel short — small moments that make these trips all the more rewarding.

Spending time at Blohm Jung always reinforces why they’re such a trusted name in grinding technology. From their precision and technical knowledge to their hospitality and transparency, it’s clear why customers have confidence in their machines.

Here’s to more process-proving visits, early mornings, and seeing great results come together in person!

