

Tekupit Oy

20 YEARS

2004-2006



2009



2011



2013



2016



2018



2021



2023



2024

?
WHAT'S
NEXT

FOR MORE INFORMATION, SEE www.tekupit.fi/en



2004



Tekupit Oy is founded.
The first item for sale
is the entrepreneur's
own labor.

2006



Importation of
ZEBRA SKIMMERS
oil skimmers
begins.

2009



Importation of
A-RYUNG pumps
and central lubrication
accessories begins.

2011



Tekupit product range
expands to include
SARIGÖL chip
conveyors.

2013



Exports to Europe
begin.
Export items include
pumps and skimmers.

2016



MICRONFILTER
filtration units
arrive to complete
the product range.

2018



Moving to
our own premises
in Lasikaari,
Pirkkala.

2021



Development
of our own
products
begins.

2023



Launching
our own
coolant mixing
automation system.

2024

?
**WHAT'S
NEXT**



WHAT'S next

Throughout our 20-year journey, Tekupit's operations have been characterized by a genuine desire to understand what our customers really need.

That is why we want you to continue to tell us how we can further improve our service and product range.

An example of this is the development of our own products that we started in 2021; we noticed that our customers have needs for which there were no ready-made solutions available. And these do not always involve revolutionary inventions, but often simply tailoring an existing product to better meet their needs is enough. Next, we will explain, using a few

practical examples, how we have tackled challenges together with our customers and created well-thought-out equipment packages, which are meeting the needs of our other customers as well.

The examples concretely demonstrate Tekupit's central operating principle: ***"We don't just sell equipment, we sell solutions."***





TEKUPIT'S AUTOMATION BRINGS EFFICIENCY TO Reponen Works production

www.reponenworks.fi

Filling machine tool coolant tanks is a necessary and time-consuming task, which Reponen Works decided to entrust to the automation system developed by Tekupit.

When **Ville Reponen**, Production Manager at Reponen Works, realized the need to automate the filling of coolant tanks on machine tools, no functional and cost-effective equipment had been found.

Around the same time, Tekupit was introducing to the Finnish market a system designed for this purpose, manufactured by an American company Zebra Skimmers.

The need for automation comes primarily from costs. At Reponen, filling the

coolant tanks for nine machines easily took 1–2 hours of unproductive work every day. Another, at least equally significant reason for automation is that it enables machine tools to be operated unmanned without fear of interruption of operation due to a decrease in coolant.

After Tekupit installed the equipment on one of the machine tools for trial use of the filling automation, and once the equipment demonstrated its functionality

REPONEN WORKS
(TYÖSTÖHANKINTA REPONEN OY)

Reponen Works was founded in 1985 after **Risto Reponen** sold the Teknokela company he had founded. Risto's son, **Esa Reponen**, who had been involved from the beginning, took over the company following a generational succession in 2006.

Today, Reponen Works generates a turnover of approximately five million euros and employs over 20 people in Hämeenlinna.

"The need for automation comes primarily from costs. At Reponen, filling the coolant tanks for nine machines easily took 1–2 hours of unproductive work every day.

Another, at least equally significant reason for automation is that it enables machine tools to be operated unmanned without fear of interruption of operation due to a decrease in coolant."

"In addition, the reduced temperature variations in the coolant have a direct impact on the dimensional accuracy of the machined products."

during the trial, Reponen Works was ready to make the investment decision.

Reponen's equipment consists of a coolant mixing unit and automated filler devices for a total of nine machine tools.

As expected, the workers' time is now freed up for more important tasks. In addition, the coolant levels don't fluctuate as much as before, which reduces temperature variations in the coolant. This, in turn, has a direct impact on the

dimensional accuracy of the machined products. An additional benefit is that the overfilling, which often occurred during manual filling, as well as the subsequent cleanup, are now a thing of the past.

As a demonstration of the system's functionality, Reponen Works is considering expanding the automated system to the rest of their machines.





Evotech Pro 500 and the control center supplied by Tekupit.

A NEW BOOST TO FILTRATION

Urjala Works – equipment assemblies and components internationally

www.urjalaworks.com

Urjala Works is a customer-oriented, respected, and reliable company that utilizes the latest technology. A prime example of utilizing new technology is the collaboration project with Tekupit, which has reached the trial phase.

Urjala Works Oy is a medium-sized subcontracting machine shop established in 2005 to continue operations at a factory in Urjala with a rich tradition.

The company's history began in 1972 as Laumek Oy, after which operations continued as part of Kone Oyj until 1990 and as part of Konecranes Oyj from 1990 to 2005. Currently, Urjala Works Oy is owned by the personnel and private owners.

Urjala Works Oy manufactures machine and equipment assemblies and components for domestic and international technology companies around the world. Urjala Works' services consist of pre-treatment, welding, machining, surface treatment and assembly. Our operations are based on ISO 9001, ISO 14001 and ISO 3834-2 standards.

URJALA WORKS' GOAL AND OPERATING PHILOSOPHY IN A NUTSHELL

- We produce products and services with quality and expertise that meet customer requirements and expectations, while taking into account statutory and regulatory requirements.
- Our success is based on serving our customers better than our competitors.
- We ensure the internal quality of our operations with the principle of "getting it right the first time".
- We continuously improve our operations by proactively responding to customer needs, developing our products and services, streamlining our processes, developing our expertise, and avoiding errors in customer deliveries.
- Potential risks and problems are addressed immediately, and the necessary corrective measures are implemented quickly.

"After careful consideration, Urjala Works decided to invest in a shared coolant filtration system for two existing and two new machine tools.

The core of the system is the Micronfilter Evotech Pro 500 coolant filtration system supplied by Tekupit."

A NEW BOOST TO FILTRATION

Urjala Works is a customer-oriented, respected, and reliable company that utilizes the latest technology. A prime example of utilizing new technology is the collaboration project with Tekupit, which has reached the trial phase.

After careful consideration, Urjala Works decided to invest in a shared coolant filtration system for two existing and two new machine tools. The core of the system is the Micronfilter Evotech Pro 500 coolant filtration system supplied by Tekupit.

Despite its compact size, the Micronfilter

Evotech Pro 500 can handle an emulsion flow of up to 200 l/min.

Tekupit's contribution to the project also includes the transfer pumps that will be included in the system and the control center that controls the entire equipment. The control has been implemented cost-effectively with Siemens LOGO! miniature logic and can be smoothly connected to the machine tool controls.

Urjala Works' role in the project implementation included the manufacture of a new coolant tank, the necessary cabling, plumbing, and the assembly of the entire system.





Tuomas Kalanen



Universal Robots cobot hard at work

TEKUPIT'S CUSTOMIZED HIGH-PRESSURE UNIT FOR Ket-Met Oy

www.ket-met.fi/eng.html

At the 2022 Engineering Works Trade Fair, Ket-Met Oy's Tuomas Kalanen started a conversation with Tekupit's Jari Vainio, which resulted in Ket-Met becoming the first customer to whom Tekupit delivered the new high-pressure pump unit.

Founded in 1966 in Savonlinna, and originally known as Koneosahiommo, the company has been known as Ket-Met Oy since 1996.

In 2007, **Tuomas Kalanen** took over the reins of the company. The very first thing the company acquired was an enterprise resource planning system and CAM. Of course, these have since been updated to newer versions, but you still had to start somewhere.

From the beginning, it was clear to Kalanen that production needed to be automated to ensure the company's competitiveness. However, the prices of industrial robots at the time, starting at 120,000 euros, posed a challenge.

Automation plans had to be put on the back burner for the time being as the financial crisis hit Finland in full force, causing challenges for Ket-Met's operations as well.

In 2016, it was time to acquire the first Cobot, and by then, it was considerably more affordable (30,000 euros) than a traditional industrial robot. Another advantage of the cobot is that it does not need heavy and expensive protections with mesh fences and light curtains around it.

The cobot proved to be a highly successful investment, leading to the purchase of ten more to handle the exchange of workpieces in most of Ket-Met's machines.



"This is a configuration that combines a high-pressure pump, a fabric filter and a 400-liter coolant tank.

The larger coolant volume was also needed at Ket-Met, making the whole system fully compliant with the company's needs."

The company's machinery currently also includes a Markforged Mark Two 3D printer, which is used to print, among other things, robot jaws and other fasteners.

Each Ket-Met machine has an oil skimmer, which Tekupit has supplied to Ket-Met since 2008. Four of Ket-Met's machines also have Micronfilter Microoil 1200 oil mist collectors with HEPA and pre-filters supplied by Tekupit.

Kalanen's idea was to install 70-bar coolant pumps in all machines, where seals and other parts permit, to enhance machining efficiency.

A few years ago, Kalanen decided to purchase a self-cleaning 70-bar pump that could be easily installed in an existing coolant tank.

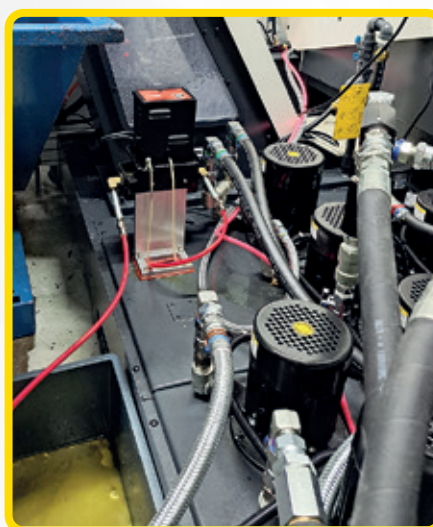
However, after two and a half years of use, the pump stopped working. Upon dismantling it, it was discovered that the self-cleaning feature had not functioned effectively, leaving the pump in such poor condition that repair was not feasible.

At the 2022 Engineering Works Trade Fair, Ket-Met Oy's Kalanen started a conversation with Tekupit's **Jari Vainio**, which resulted in Ket-Met becoming the first customer to whom Tekupit delivered the new high-pressure pump unit. This is a configuration that combines a high-pressure pump, a fabric filter and a 400-liter coolant tank. The larger coolant

volume was also needed at Ket-Met, making the whole system fully compliant with the company's needs.

The equipment offers several advantages, including a larger coolant volume, a relatively simple structure, and automated fabric filter operation. Additionally, it can be equipped with a Kalamit magnetic separator.

An essential part of the equipment is its control system, which is customized for each machine based on the features the customer desires. These features can include monitoring for fabric depletion and a pressure switch that oversees the operation of the high-pressure pump, preventing it from running dry.



Tekupit's oil skimmer



OUR MOST IMPORTANT PARTNERS

Tekupit Oy would be just an empty warehouse without our suppliers, whose products we proudly represent.



SARIGÖL CONVEYOR SYSTEMS

Sarigöl Conveyor Systems, founded in 2008, is a Turkish company whose largest product group, chip conveyors, is included in Tekupit's import program.

As a chip conveyor manufacturer, Sarigöl is the largest in Turkey and among the three largest in Europe in terms of both production volume and market share. Sarigöl has 110 employees.

Sarigöl manufactures original chip conveyors for Spinner and DN Solutions machine tools, among others.

In addition to chip conveyors, Sarigöl manufactures, among others, a variety of filtration equipment and chip post-

processing equipment. Seventy-five percent of Sarigöl's production is directed towards exports, and in 2023, approximately 2,800 machine units were completed at the factory.



www.sarigolkonveyor.com





MICRONFILTER – oil mist collectors and coolant filtration systems

THE PRODUCT RANGE OF ITALIAN MICRONFILTER is divided into two main categories, oil mist collectors and coolant filtration systems.

Micronfilter, which began operations in 2008, had its oil mist collectors added to Tekupit's range in 2016. Later, at the

request of customers, Tekupit also included Micronfilter's coolant filtration units. What they all have in common is a good price/quality ratio.

Micronfilter employs dozens of people and is considered a medium-sized supplier in its field.

www.micronfilter.it



A-RYUNG MACHINERY INDUSTRY CO. LTD – pump manufacturer

FOUNDED IN 1976, A-RYUNG MACHINERY INDUSTRY CO. LTD. is Korea's leading pump manufacturer.

A-RYUNG pumps are used as OEM pumps for DN Solutions, Hyundai, Hwacheon, Samsung, Hanwha, and Haas machine tools, among others, and they

also form the backbone of Tekupit's exports to other European countries.

Thanks to A-RYUNG's numerous international certifications, its pumps are currently exported to over twenty countries.

www.aryung.co.kr



ZEBRA SKIMMERS – coolant maintenance

FOUNDED IN A GARAGE IN OHIO, U.S.A., in 1994, Zebra Skimmers has grown over three decades into a major player in the coolant maintenance industry. Tekupit began importing Zebra oil skimmers in 2006 and has since sold

over 2,000 units. Today, the belt skimmers, tube skimmers, and disk skimmers, which are available directly from the warehouse, are increasingly being sold to other parts of Europe.

www.zebraskimmers.com





Jouni Pääskynen

Jari Vainio

WHO WE ARE?

Tekupit Oy, Jari Vainio and Jouni Pääskynen

Jari Vainio *CEO*

Jari began his career as a machine fitter and machinist, gaining extensive experience in the sales of machine tools and spare parts.

His journey included roles as a maintenance manager in the machine tool industry, as well as supervisory and sales positions in medium-duty engineering production in both Finland and Sweden. These experiences taught him invaluable lessons and prepared him for his long-standing entrepreneurial dream.

From the start, the guiding vision for Tekupit and Jari has been to offer customers comprehensive solutions for the operation of machine tools.

Jouni Pääskynen *Sales Manager*

Jouni has an extensive background in machine tool maintenance, with nearly 15 years of experience as a maintenance technician specializing in electrical and automation work. After honing his skills, he pursued a degree in mechanical engineering.

His career then progressed to maintenance supervisor roles, eventually leading him to explore the machine tool industry from a new perspective.

Since 2023, Jouni has been with Tekupit, where his responsibilities include domestic sales, technical support, and the development and customization of products for customers.

Tekupit Oy, address: Lasikaari 3 Door 8, 33960 Pirkkala, Finland

Jari Vainio, tel. +358 40 7090 509, Jouni Pääskynen, tel. +358 40 3575 626, sales@tekupit.fi

FOR MORE INFORMATION, SEE www.tekupit.fi/en

