

The CNC swiss lathe market is a

very crowded market segment. Citizen and Star dominate the North American market with Tsugami, Hanwha, and NexTurn holding significant positions and rising. It is difficult for other brands to break out of the pack, but Maier, an independent manufacturer from Germany, is starting to attract attention.

Maier showed at the recent EMO Exhibition, and they have the powerful Methods marketing muscle behind them in the United States. Until recently, Methods Machine Tools has sold it quietly as a complimentary line in its stable of heavy duty Japanese machines like Nakamura-Tome and Matsuura, but this appears to be changing. Methods' Chairman Scott McIver thinks that Maier can play in the big leagues in the U.S., and is positioning Maier as a national competitor. With Tornos continuing its stealth marketing approach and the medical and electronics markets on the ascent, they have a chance to be a player if they sustain their efforts.