

meusburger[®]

The newspaper for customers, partners and staff

in Forms



Investments for the future

Usable floor space extended to 35,000 m²

Innovative punching tool parts

Entry into a new market

A veteran retires

Head of Field Service, Norbert Geiger

Creating space for the new – and more

Topics

Market



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S. Meusburger

Guntram Meusburger
Managing Director

Dear customers and partners,
dear members of staff,

A warm welcome to the current issue of Meusburger inForms.

Meusburger stands for continuity, quality and growth. Since the formation of the company as a one person business by my father Georg Meusburger in 1964, the firm has grown steadily and has become the leading supplier of standard moulds in Europe, with currently 380 members of staff.

Last year we have created space for new things and have been very active in many other areas as well. We have opened up new markets and strengthened existing ones, developed products and prepared the introduction of a new field of business, namely punching tool construction. In addition, we have invested in our company buildings, spent EUR 4 million on new machinery and have trained and enlarged the Meusburger team. In the coming year we want to continue on this successful path.

Furthermore, we are particularly proud of our modular system-based punching tool standard parts, which are completely new. We have managed, however, to adopt numerous well-known Meusburger advantages from injection mould making for use in punching tool construction.

In our industry, well-trained skilled workers are always in demand. Meusburger is well known for training its apprentices so that they become highly qualified skilled workers – their awards are proof of this. This year again we have employed eight new apprentices and will continue to expand our training workshop.

Wolfurt is our central production and supply location and as such enables us to deliver quickly and reliably – now covering 35 countries. Meusburger's modern production facilities and high degree of automation enable the company to remain competitive in the international market over the long term. These factors also secure jobs in the country. In this way we can ensure that our customers will continue to receive the usual top quality and service from us!

Innovative punching tool parts

Entry into a new market

Meusburger's strengths are in the production of high quality plates and accessories as well as an excellent customer service. By entering into the field of punching tool construction these strengths can be further enhanced and synergies in production and sales are utilised.

Meusburger's punching tool standard parts were developed specifically for the requirements in the punching tool construction market in order to be able to offer a range of products that meets customers' needs.

These standard components provide product advantages that help to reduce costs and save time in designing, ordering, tool making and the subsequent production of die products.

Two types of die sets are offered for the cost-efficient production of cutting, punching and shaping tools. These can be supplied ready-drilled or without drill holes.

The standard SV die set is offered in sizes 196 246 to 496 696. The guide

pillar can be fitted into the upper or lower plate, depending on the application.

In the SP precision die set, the guide pillar is fitted in the backing plate, which ensures optimum transfer of shear forces onto the guide system. The precision die set is available in sizes 196 246 to 346 596.

A wide range of standardised plates, bars and accessories, as well as special machining to customer drawings round off the Meusburger product range.

With the concept of modular standard and precision die sets, Meusburger offers its customers numerous advantages which make it possible to use standardised die sets for a wide range of applications. Different plate thicknesses, materials and configuration options, as well as different guide systems, provide flexible options for various use cases.

For further details, go to www.meusburger.com/stanzwerkzeugbau_en





Product advantages

Punching tool standard parts

- » **A modular system and numerous plate thicknesses** – the standard die set can be flexibly configured.
- » **Bore pattern and assembly support** – two offset guide holes guarantee correct assembly of the tool.
- » **Engraving that marks the hole offset** – markings on the plates refer to the offset guide holes.
- » **Bolting options for the corners of the die set** – the corners of the plate provide enough space for drill holes.
- » **Alignment edges** – two edges are milled exactly in line with the guide holes so that the plate can be aligned for further processing.
- » **Precision bars with machining allowance that are matched to the length of the die set.** Suiting the different die sets, precision bars with milled side surfaces are available for the functional plates.
- » **Guide systems in accordance with DIN/ISO.** The diameters of pillars and holes are identical for ball guiding and sliding guide bushes. This means that they can be subsequently replaced without structural modification.
- » **Guide bushes available in additional lengths** – in order to achieve optimum guide lengths for different tool heights.
- » **Eccentric clamping piece** – for fast replacement of guide elements when only minimum space is available.



For further details, refer to the Meusburger punching tool construction catalogue 2011.



Fact box

- » Over 19,000 catalogue items for punching tool construction
- » Standard and precision die sets for a wide range of applications
- » Perfectly designed to meet customer requirements
- » Large range of standard plates and bars
- » Special machining to customer drawings
- » Guide elements for different applications
- » Accessories such as springs, cutting elements, add-on parts, etc.

In conversation with customers

Toolcraft – the professionals from Franconia (D)

The success story of the Toolcraft company in Georgensgmünd (D) started in 1989. With four company divisions and 100 members of staff at two locations, these professionals from Franconia work every day with highly complex geometries to top precision standards. Toolcraft produces parts for the aviation and space industries, for motorsport (F1, DTM, Le Mans, GT3), automotive development, medical technology and many other applications. The inForms editors have spoken about Toolcraft with founder and Managing Director Bernd Krebs.

inForms: Could you briefly outline your company.

Toolcraft produces prototypes, models, pilot series, tools, moulds and plastic parts for customers from a range of different industries and countries. We work as the extended workbench of the development department, and specialise in machining

alloys which are difficult to machine using efficient technology and modern equipment. Another speciality is the production of very small plastic components.

inForms: What are your requirements regarding standard moulds?

Fast, reliable delivery times, consistently high quality, continuous quality assurance, a long service life and an extensive variety of models.

inForms: Do you yourself also export your moulds?

Toolcraft exports to Switzerland, Singapore and Columbia. These business relationships have been formed on the basis of recommendations, direct acquisition and by word of mouth.

inForms: What is special about your products?

We offer high precision, consistent quality and often go to the limits of what is feasible – that is what makes us so special!

inForms: What are the challenges you face regarding parts for motor racing, aviation and astronautics?

The main focus is on the speed of delivery and the reaction to customer requirements for changes and adaptations. Often these parts are at the limit of technical feasibility. The requirements for quality assurance are extremely high and demand 'zero defect quality'. We frequently have to

use new materials which are difficult to machine.

inForms: What are the characteristics of the cooperation with Meusburger?

We have been working with Meusburger for over ten years and appreciate the good availability of catalogue parts and the very good value for money. Other deciding factors are professional order handling, very good special machining, constant innovation, outstanding logistics and a friendly field sales staff.



Fact box

MBFZ – Toolcraft GmbH

| | |
|----------------------------|---|
| Location: | Georgensgmünd, Spalt |
| Founded in: | 1989 |
| Turnover: | EUR 10.5 million |
| Workforce: | 100 |
| Capacity (tools per year): | 100 new tools, 200 repairs and modifications ('just in time') |



L to r: Reinhold Pfluff (Head of Operations), Bernd Krebs (Owner and Managing Director), Werner Endres (Project Management/Sales)



Here are some examples that show Toolcraft's large range of services. The company has specialised both in large moulds with 3D geometry as well as very small parts.

Trim strip for a large automotive manufacturer – complicated 3D geometry with many free-form surfaces.

An interior trim component was produced for a large automotive manufacturer – for installation in the dashboard. The customer's main requirements were a very neat joint without offset and a polished finish to the visible surface. The complete shape and all separating faces were milled with a five-axis machine so that only little rework was necessary during the finishing. For the demoulding of the part with its complicated geometry, five slide devices were required that were arranged diagonally in space.

Injection mould

Cavity: 1-fold
 Mould size: 446 x 696 x 590 mm
 Standard mould: Meusburger Standard F parts
 Gating: hot-runner with needle valve nozzle



Injection mould for interior automotive part. Complicated 3D geometry with many free-form surfaces

Mould weight: 1,450 kg
 Material: ABS/PC Bayblend T65 natural
 Weight of part: 75 g

Injection-moulded micro part for medical technology – top precision, best surface quality

This was a functional and visible part for a hearing aid. The customer requirement included very high precision of ± 0.02 mm as well as top surface quality (EDM structure to VDI 3400 REF 21) free of sink marks. Due to the part's small size, absolute precision was required in the micro range. The maximum joint offset allowed was 0.01 mm. The web and ribs in the insert on the ejector side were 0.30 mm. Likewise, the

ejectors (Ø 0.50 mm) and core pins (Ø 0.40 mm) required very high precision in the micro range.

Injection mould

Cavity: 1 + 1-fold
 Mould size: 156 x 196 x 220 mm
 Standard mould: Meusburger Standard F parts
 Connection: via tunnel gate
 Mould weight: 45 kg
 Material: ABS
 Weight of part: 0.5 g



H 1000 – Shortened fitting times

Clamping system – over 1,000 successful applications

Over a thousand customers already use the H 1000 successfully and appreciate the competitive advantage they can achieve with it in an increasingly difficult market. The H 1000 clamping system is an innovative in-house development for aligning Meusburger's F and ejection plates. With the plates aligned once, the system guarantees precise repeat clamping in the μ -range and saves valuable time as plates don't have to be aligned repeatedly.

Meusburger has protected this multi-functional clamping system by patent since its introduction in 1990 and has since been continually developing it further. To date, no comparable product can be found in the market which, in combination with the Meusburger F- standard parts, offers an equivalent cost advantage!

Advantages in mould making

The H 1000 clamping system provides a number of significant advantages in mould making: it was developed for

precise repeat clamping of mould plates in the μ -range. This means that the plates don't have to be aligned for each work step. By using expansion rings for clamping, interfering contours are largely avoided and the collision risk is minimized. Additionally, the split line faces of cavity plates can be machined across their entire surface. All this saves valuable time and money in production – which is also the reason why the H 1000 pays for itself after just a few moulds.

The right application

Here is an example illustrating the time saving that can be achieved with such a clamping system: the standard mould to be produced consists of eight plates which each have to be machined on both sides. On both cavity plates first the roughing, and then the finishing work is carried out. This results in a total of 18 clamping processes. Experience shows that each alignment and clamping process takes approximately twelve minutes. This adds up to a total of 216 minutes, however, not taking

into account additional time necessary due to corrections or rework, or due to changes. Unfortunately, such events cannot totally be avoided, but when using a clamping system, the impact is greatly reduced.

This clamping system is particularly valuable to the man operating the machine. He no longer has to search for the correct clamping bars, which tend to fall over when placing a (heavy) plate on top of them. The effort and time required for attaching clamping claws is no longer necessary; in addition, there is no more need for deciding what is a suitable position for the clamping medium.

The clamping process

The significant advantages of the H 1000 become apparent when looking at its practical application in mould making: whether the process involves a milling or erosion machine, the



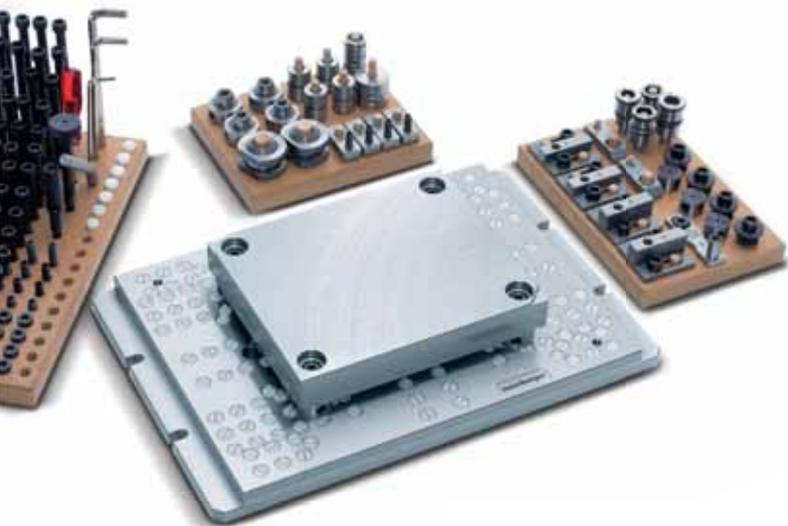
Clamping standard F parts with spreading rings



Clamping of ejector plates



Clamping vices



H 1000 is the best solution for cost- and time-saving machining. The closing caps for the respective mould size are removed; after that the centering support devices are screwed in. An F plate is put in

place and centered using four centering bushes. With the help of expansion rings the plate is then clamped without coming across any interfering contours. Now the cavity plate is ready for machining. With the help of pallets the H 1000 becomes a multi-functional clamping system. Whether the process involves machining in a vice or electrode production, the use

of pallets provides nearly unlimited clamping possibilities.

You are welcome to test the H 1000 prior to purchase. Further information and our product film are available on the enclosed CD (page 11) or at www.meusburger.com/h1000_en



Fact box

- » Multi-functional clamping system for the precise clamping of F plates in the guide holes
- » Precise repeat clamping in the μ -range
- » Shorter fitting times
- » Simplified programming
- » Minimised collision risks
- » Fast change-over from plate to vice or electrode machining
- » Can be used on all milling and erosion machines



Clamping electrode holders



Customer-specific clamping system

Interactive 2D/3D animations

Sliding core moulds, latch locks and two-stage ejectors

3D animations

With the help of the interactive 3D animation you can turn the sliding core mould and now also – NEW – the flat latch lock in any direction using different computer commands and perfectly see their function.

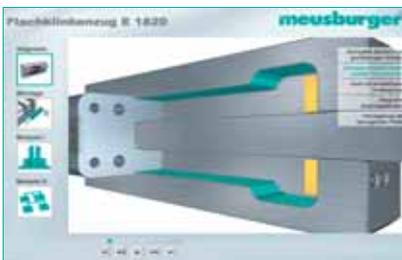
2D animations

For a better technical understanding, Meusburger supplies 2D animations which illustrate the round latch lock and the 2-stage ejector (leading type, trailing type, single stroke).

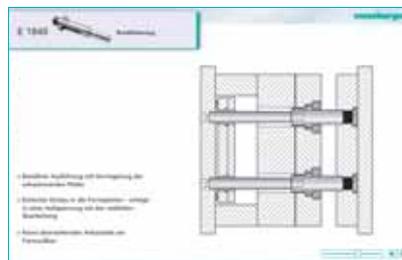
Free-of-charge product visualisations

You can find all animations and videos on the enclosed CD. Alternatively, you can download them free of charge or request them through our website.

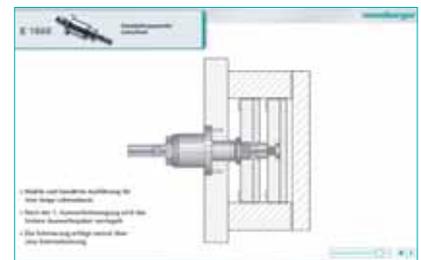
www.meusburger.com/download_en



Precise switching due to precise control cams



E 1840 round latch lock



E 1860 two-stage ejector, leading type



Example for temperature regulation



Sliding cores covering the entire length of the mould



E 1820 flat latch lock – mounting

Product visualisations

Immerse yourself in the world of Meusburger's animation!

If the CD is missing, one of your colleagues beat you to it. Don't worry, just download or request your personal copy from our website

www.meusburger.com/download_en

Film: H 1000

3D animations: flat latch lock, sliding core mould

2D animations: two-stage ejector single stroke-, leading-, trailing type | round latch lock

Precise, stress relieved standard mould parts
High stock availability

meusburger[®]

Meusburger Georg GmbH & Co KG | Standard moulds | Kesselstr. 42 | A-6960 Wolfurt
T 00 43 (0) 55 74 / 67 06-0 | F -11 | sales@meusburger.com | www.meusburger.com

Extension of the product range

Available in all digital media

N 800 standard bars

Standard bars made of stress-relieved high-quality steel now also immediately available from stock in length 800 mm.

E 1144 Recirculating ball bushing for ejector set

Precise recirculating ball bushings (E 1144), available from stock, applicable for guiding ejector sets, enabling unlimited strokes. A really space-saving solution, especially when there are 2 ejector sets in one mould.

Aluminium

F 50 cavity plates and P plates made of high-strength 3.4365 (AW-7075) aluminium, perfectly adequate for use in tool and mould making.

E 3250 Ejection sliding unit

The E 3250 guided ejection sliding unit for inner undercuts is capable of overcoming long distances during demoulding despite its compact design; it is simply triggered by the ejector set.

E 3252 Ejection slide for insert

The E 3252 guided ejection slide for complicated inner undercuts with the corresponding E 3256 insert can be simply triggered by the ejector set.

Ejector pins precisely cut to length

Save time and costs with our ready-to-use ejector pins precisely cut to length and ready to be shipped in no time at all.

www.meusburger.com/new-items





High-tech steel from Linz

Apprentice excursion to Voest-Alpine

Meusburger is well known for training its apprentices so that they become highly qualified skilled workers – their awards are proof of this. This year the company employed eight new apprentices and the training workshop is continually upgraded.

Apart from top training in the fields of machining, metal working, production technology and machine fitting and a training workshop with modern equipment, the training schedule also includes numerous leisure activities.

One great example of this was the apprentice excursion to Voest-Alpine in Linz. A total of 24 Meusburger employees including 12 apprentices joined the trip to explore a steel factory. The highlight of the day was the tour of the factory, which took in the entire plant – from the blast furnace to the hot rolling mill through to the thick plate production facility. After the tour the Meusburger



Meusburger apprentices on their visit to Voest-Alpine

team was invited for lunch at the works' refectory of Voest-Alpine before heading back home.

Highlight of the metal industry

"The visit to Voest-Alpine was one of the highlights of my work as apprentice trainer. What I found most fascinating was the sheer size and dimension of the operations of this company. A visit to the thick plate production facility was particularly interesting. In conclusion you could say that every worker in

the metal industry should have seen a steel factory once in his life", says apprentice trainer Peter Nussbaumer; "special thanks go to EHG Stahlzentrum and, in particular, to Gerhard Monz for organising the visit and the invitation to Linz".

Investments for the future

Usable floor space extended to 35,000 m²

An expansive marketing strategy and new products were the reasons for largely extending the Meusburger plant. The extended facility provides extra space for production and warehousing. This investment is a clear statement in support of the Wolfurt location.

In spring 2009 work began on the largest extension of the production and warehouse facility in Meusburger's history. "We are not bursting at the seams yet, however, the extension of our range and the continuing expan-

sion of our sales market make this step necessary – if we want to maintain our high standards in the future", explains Managing Director Guntram Meusburger. Overall the company has invested EUR 3.8 million in the new building. 23 building companies from Vorarlberg were involved with the extension, which was completed in the summer of 2010. "The extension building covers 7,300 m². 60 percent of the new facility is used for warehousing and the remaining part for production. Wolfurt is gaining ever more importance for us as

central production and supply location. Through the ongoing expansion of our modern machine equipment we are ensuring that we can continue to produce our products in-house in the future", explains Guntram Meusburger this strategic measure.

State-of-the-art warehouse

A fully automatic honeycomb storage system was installed in the new building for EUR 1.2 million. "Right from the start we were intent on making the best use of the space. With a honeycomb storage facil-



Overall the company has invested EUR 2.6 million in the new building



ity we can achieve the best possible utilisation of our space. It has created 1,000 new storage locations on the area provided for this purpose. That corresponds to a capacity of 5,000 tonnes of steel", explains management member Hubert Eberle, referring to the new logistics centre-piece.

Investment in staff and office space
However, the building extension is not the final part of this family business' s concept for the future: the plans of the next extension have already been

drawn up. "The office building will also be generously extended. Right now we are involved in the design and the works will be carried out in the medium term", explains Hubert Eberle about the company's plans for expansion. In addition, there is also a positive development regarding staff positions. "In spite of the economic crisis we have been able to increase our workforce by almost 40 percent from 260 to 380 members of staff over the last two years. We are currently looking for multi-lingual sales staff. We are also looking for good skilled

personnel for other departments, so anybody interested should contact us", says Roman Giesinger, Human Resources Manager.



The extension building covers 7,300 m²



Completion of the new building (summer 2010)



The Meusburger team celebrates the new building



Honeycomb storage system of 700 m²



Additional space for Meusburger plates

Fact box

Construction start: March 2009
Completion: Summer 2010

Key figures:

- » 3,300 m² for finished products
- » 3,300 m² production area
- » 700 m² for raw material storage (honeycomb storage system)
- » 40 m² dispatch ramp

Cost:

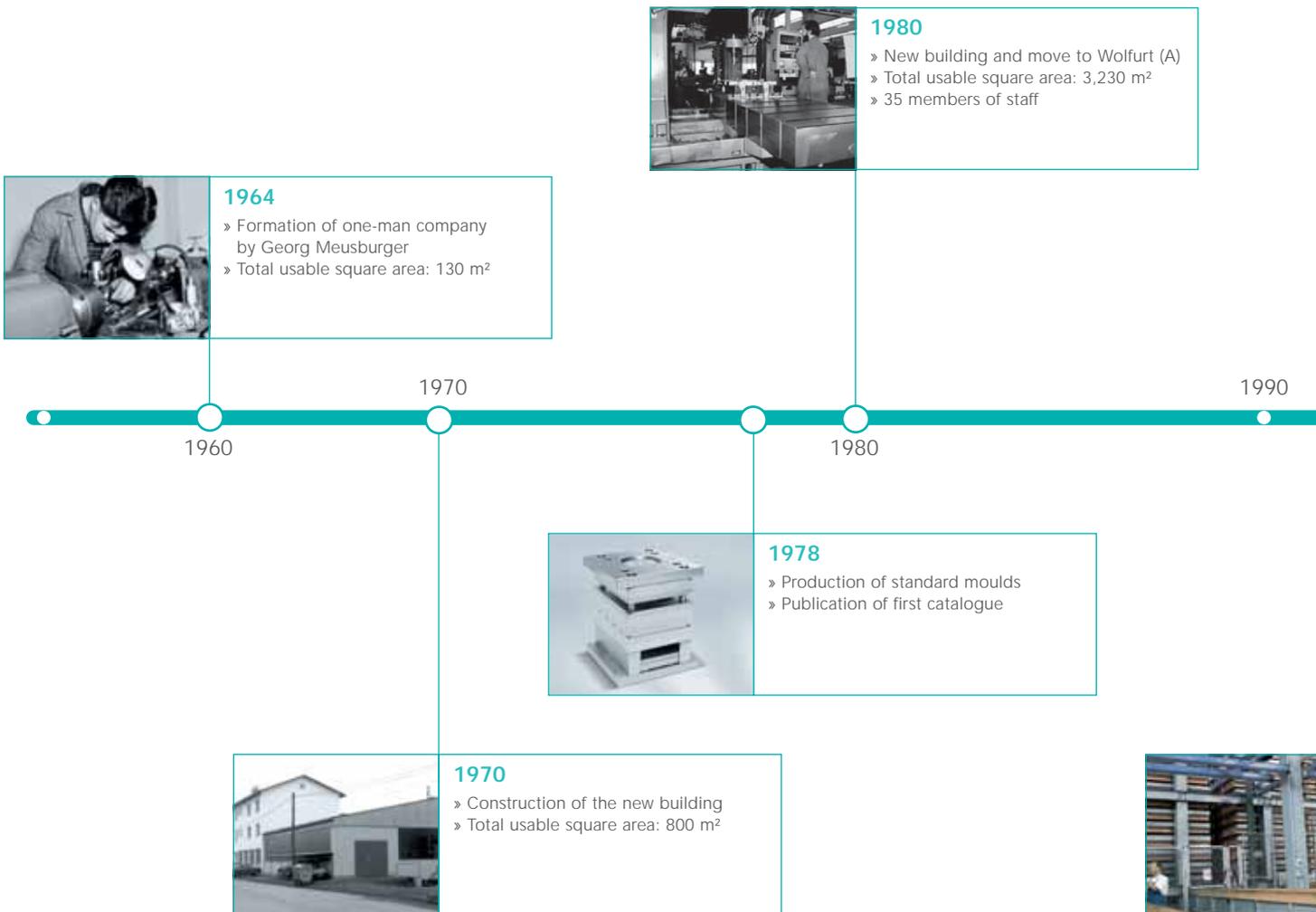
- » EUR 2.6 million for extension building
- » EUR 1.2 million for fully autom. honeycomb storage

Total site area: 70,000 m²
Usable floor space: 35,000 m²

Then as now

Quality products from Meusburger

"Concentrating on our own strengths." This slogan has been guiding Meusburger since 1964. Meusburger started off as a one-man business and today employs 380 members of staff. By continuously focusing on its own strengths, the company has become a European leader in the field of standard moulds (representing the company's main product).





2010

- » Punching tools are added to the production portfolio
- » Total usable square area: 34,500 m²
- » 380 members of staff



1997

- » Total usable square area: 13,500 m²
- » 107 members of staff
- » Turnover: EUR 23 million



2004

- » Total usable square area: 28,000 m²
- » 225 members of staff
- » Turnover: EUR 50 million

2010

2000



2003

- » Construction of new office building
- » Total usable square area: 26,100 m²

1992

- » Construction of first high-bay warehouse
- » Total usable square area: 5,860 m²



2007

- » Management of the company handed to Guntram Meusburger
- » 260 members of staff
- » Turnover: EUR 73 million



The 'Adler' in Schwarzenberg

Georg Meusburger purchases traditional inn

The traditional Adler Inn in Schwarzenberg has a new owner: Georg Meusburger. In this way, the founder of the company has fulfilled one of his dreams. "My family roots are in Schwarzenberg; for this reason, I am particularly interested in maintaining this traditional inn and developing it successfully."

The previous owner, Engelbert Kaufmann, will continue to run the operative business as leaseholder. "Nothing will change for the patrons. My team and I will keep offering products and meals of the

highest quality", explains Engelbert Kaufmann.

A step into a world full of tradition

The special flair of this inn is also perfectly reflected in its website www.adler-schwarzenberg.at

The Adler has been part of the impressive Schwarzenberg village centre for 250 years, surrounded by the traditional traders, money-lenders, farmers and public houses. Built in 1757 after a destructive fire, the grand inn was soon the most valuable house in the village; valued at 1,200 guilders,

it even surpassed Schwarzenberg Church. An overall refurbishment was carried out in 1991 to restore the Adler's original wooden facade fashioned in a special, traditional manner and coated with ox-blood, on which you can find the double eagle with emperor's crown, sword and orb. This has made the Adler a showpiece of the traditional crafts of the Bregenzerwald!

A warm welcome to 'Schubertiade'

A music festival with an international reputation. For two weeks in the early summer and autumn Schwarzenberg becomes the mecca for chamber music fans. The programme includes classic, romantic and modern music as well as Franz Schubert's great compositions, of course.

www.schubertiade.at



Georg Meusburger and leaseholder Engelbert Kaufmann look forward to a successful partnership

Fact box

Adler Inn restaurant

A-6867 Schwarzenberg

T 00 43 (0) 55 12 / 29 66

www.adler-schwarzenberg.at

Wed–Sat: 10.30 a.m. – 2.00 p.m.

and from 5.00 p.m.

Sun: open from 10.30 a.m. to late



Art and nature combined Inspiring prospects in Vorarlberg

Vorarlberg combines the enjoyment of art and physical exercise in the same measure – from the Mediterranean feel of the banks of Lake Constance through to the mountain world of Silvretta and Rätikon. In autumn in particular this area offers many opportunities for walking excursions. In cooperation with the sculptor Antony Gormley, Kunsthaus Bregenz has implemented a large landscape project for 2010/2011, entitled 'Horizon Field'.

Gormley has studied the mountain world of Vorarlberg in depth during several stays in the area. In his first landscape project in Austria – and in the mountains – he focuses on the relationship between man and mountain. 'Horizon Field' represents an array of 100 iron casts of a human body which have been placed over an area of 150 km² in the high Alps of Vorarlberg. Some of the figures can be reached following hikers' paths, and others can be viewed from certain vantage points. Gormley

does not supply spectators with exact user instructions. Rather, his project encourages the onlooker to reflect on the interaction between man and mountain which has always been a part of Vorarlberg. About that which can be perceived and that which cannot be perceived. About perspectives that continually change under the influence of light and weather, depending on where you are on the mountain.

☑ www.kunsthaus-bregenz.at

The joy of hiking

Many of Vorarlberg's hiking routes tell stories from the past about life and special natural phenomena. What is new are routes that have been designed with an artistic input. In total, about 6,000 kilometres of uniformly signed routes cross the province of Vorarlberg. Bregenzerwald Tourism offers various package deals for hiking tours over several days which can be booked individually. Four different packages are available for 'luggage-free' hiking: two along paths in the higher mountains, one along the Bregenzerache and one



Antony Gormley's landscape project

through the villages. With just a little fitness (for the ascent) all four tours are perfectly manageable for those with little practice in mountain hiking. All pathways run along safe routes at medium altitudes. For further details, go to
☑ www.bregenzerwald.at

With friendly help from the Vorarlberg Tourist Office.

☑ www.vorarlberg.travel

Introducing one of our departments

Special Machining

With its 45 years of experience in steel machining, Meusburger is able to perform special machining operations on CNC milling and drilling machines as well as grinding machines with precise and efficient results. The "Machining" department staff proves its skills on a daily basis performing pocketing and deep hole drilling operations and also carrying out 3D roughing of the most complicated shapes. Meusburger is naturally able to process all standard CAD data. 42 members of staff are currently occupied with completing top-quality machining assignments to customer specifications.

One contact from start to finish

The five members of the "Machining" sales team deal with the individual concerns of mostly European clients, and act as the interface between the customer and production. They provide expert advice for all stages of the process (quoting, order handling and scheduling through to customer modifications and repairs). "It is our aim to take work off our customers' hands by reducing processing times. They can concentrate on their core competencies and we assume

"IT IS OUR AIM TO TAKE WORK OFF OUR CUSTOMERS' HANDS BY REDUCING PROCESSING TIMES."

Erhard Korunka

responsibility for coordination and handling of the overall project", commented Erhard Korunka, Head of Special Machining Sales.

Perfectly calculated and prepared

A total of ten employees work in the Calculation and Process Planning department and deal with "special" enquiries. They previously check all drawings to ensure they are complete (feasibility, material specifications, etc.). The customer's data are then calculated in 2D and 3D with a specially developed calculation programme (pockets, threads, deep hole drilling, etc.).

In the Process Planning department the 2D or 3D drawings are prepared for fast and effective manufacturing. Machining cards are compiled for each plate. These stay with the plates from the raw material stage through to inspection. Furthermore, the team draw up flame cutting drawings, deep hole drilling lists, coordination lists for eye bolt threads and milling and drilling programmes for production. "Precision, care and responsibility are important keywords for our staff. They must be very familiar with the structure of a standard mould to know which tolerances have to be used. This is the only way to ensure that Meusburger can supply customers with a precise



The 42-strong expert team in the "Machining" department



solution", explains Markus Honeder, Head of the Calculation and Process Planning department.

Tailored production

The specialists in the machining team deal with the production of the special articles in accordance with the drawings. "Our personnel work on the very latest milling and drilling machines as well as grinding machines and can therefore provide our customary high level of quality", explains Hubert Weber, Head of the Production Division.

2D milling

Maximum workpiece dimensions
Width: 1,400 mm | Length: 2,000 mm
Weight: 3,000 kg max.

The latest manufacturing equipment and expert personnel with the best qualifications guarantee 2D machining of the very highest quality.

3D milling

Maximum workpiece dimensions
Width: 1,150 mm | Length: 1,700 mm
Weight: 2,500 kg

Meusburger is also optimally equipped for 3D milling. The shapes are roughed by the milling department team with an allowance of 1–2 mm or in accordance with individual customer specifications. After roughing of the solid plate, it is annealed once more. 2D finishing on the reference surfaces, pockets, drilled holes etc. is then car-

ried out on the stress-relieved plate. More than 3,200 tools are available in the tool magazine for machining. The in-house tool grinding shop ensures that all cutting tools are always perfectly ground.

Flat grinding

Maximum workpiece dimensions
Width: 1,500 mm | Length: 3,000 mm
Plate weight: 3,000 kg

The machined plates are finished on precise grinding machines in the truest sense of the word. Our experienced personnel and state-of-the-art production grinding machines ensure absolute precision and the very best surface quality.

Deep hole drilling

Maximum workpiece dimensions
Hole diameter: 4–32 mm
Hole depth: 1,500 mm
Plate weight: 4,000 kg max.

Meusburger produces deep drilling holes precisely, quickly and inexpensively. The holes are drilled with internally cooled single-lip drills, guaranteeing a high drilling quality and precision. The holes can naturally also be equipped with the corresponding threads.

Training

Meusburger places a great deal of importance on in-house training of specialists. In the "Machining" department the places for training as a

machining technician are very much in demand. All 42 members of the team have completed an apprenticeship or are qualified master technicians. Currently 16 trainees are undergoing training – a successful foundation for a machining career!



3D milling



Precise machining to customers' specifications

Fascination with technology

Start your career at Meusburger



Georg and Guntram Meusburger with apprentice Fabio König

“ Since the formation of the company, Meusburger has trained over 60 apprentices. Almost all were given a job on completion of their training. And none of them had to look long for a new job after they left the company. Meusburger's training quality is well known in the industry. While a lot is being asked of the apprentices, they also receive thorough, practice-orientated training which pays for itself later on. The high number of applicants for apprenticeships each year shows that this has become public knowledge amongst young people, and that Meusburger is well known in the region as a demanding but reliable employer. The figures speak for themselves – a total of eight new apprentices start their training in the autumn. Some

of Meusburger's management started as apprentices in the company. It is important to understand that the training of apprentices is not seen as a cost item, but as a sustainable investment in staff; after all, we train our apprentices to be fully fledged employees. What this requires is that the apprentices bring enthusiasm, dedication and initiative to the table and are competently supported by the training staff during their apprenticeship”, explains Managing Director Guntram Meusburger.



How did you find your apprenticeship vacancy?

I had already heard about Meusburger during my time at school. During an excursion with the school I was able to gain first impressions of production.

It was two years later that I heard by chance from the local paper that Meusburger was looking for apprentices. Once I had looked up the most important information on their website, I had made up my mind that I was going to apply.

Yolanda Wegrzyn, 1st year



What do you like about your work at Meusburger?

Our workload is very varied and we are allowed to carry out responsible tasks. The interaction with colleagues at work was very pleasant and relaxed from day one. You feel good at the company. The company excursions and events are great for getting to know each other better outside the workplace.

Raphael Knill, 2nd year



What is your fascination with technical trades? Have you always had an interest in them?

What I like about technical work is that I can do something with my hands. Even as a child I used to enjoy tinkering about in our workshop at home.

You might say I was born to it.

Wolfgang Hopfner, 3rd year



Do you know among your friends someone who might be interested in training with Meusburger?

We're happy to arrange a taster day!

☑ www.meusburger.com/lehre



What are currently your main tasks?

In my training as a machining technician I learn how to programme and operate CNC-controlled machines. In addition, I have to do some milling, turning and drilling from time to time.

At the moment I am doing some CNC milling in which I have to produce some very complicated and interesting parts.

Fabio König, 3rd year



Why have you opted for this training?

The first and most important reason is of course an interest in all things technical. Also important was that I wanted to learn a profession which has a future. Vorarlberg has many well-known companies working in this industry. So you are on the safe side.

Benedikt Feuerstein, 2nd year



Any tips for apprentices that come after you?

Make the best of each situation even if it is a bit stressful! Ask questions! We are apprentices and have to take the opportunity to learn something new – sometimes from our mistakes!

Michael Geuze, 4th year and apprentice representative

A veteran retires

Head of Field Service, Norbert Geiger

"A veteran retires" comments Guntram Meusburger upon Norbert Geiger, Head of Field Service, withdrawing from work. After reaching 60 he has decided to take up his well earned retirement. Norbert Geiger, a down-to-earth man from Bregenzerwald and Head of Field Service, left the company as of the end of June 2010 after a total of 38 years of service.

Norbert was born in 1950 in Riefensberg in the Bregenzerwald, where he still lives today with his family. He started his career with an apprenticeship as machine technician and joined Meusburger as a milling machine operator in October 1972. In 1975 Norbert passed the master exam.

From workshop manager to head of field service

In October 1983 Norbert changed over from workshop manager to head of sales for East Switzerland and Germany. This means that he was

the first field representative for Meusburger and that practically without any experience in sales. He managed his task with bravado, using the smartness, coolness and humour that is traditional of country folk. At the beginning of his career as field representative quite a few things were different to how they are now. Navigation equipment was almost unaffordable in those days and the first mobile phone had only just appeared on the market. This means that Norbert managed his customer visits with town maps, post offices and telephone booths. If you didn't have the right change with you, it was possible that a negotiation for an order had to be interrupted or unnecessarily extended.

With a leather tie through Europe

From his first day in Field Service, he was able to clock up successes. He remembers well his first visit at Adoma in Wangen. Armed with a catalogue and wearing a leather tie, he stepped

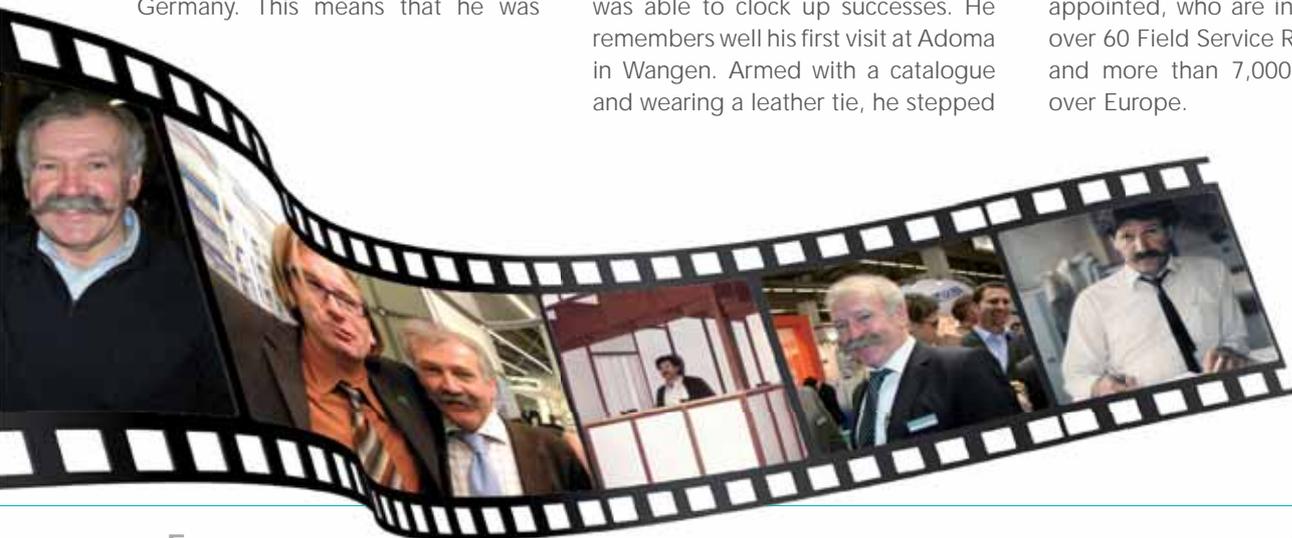
into that company's premises – and came home successfully with an order. Later, Norbert started to research other markets and look for Field Service representatives in the Czech Republic, Hungary, Sweden, etc. He can remember very well his first trade exhibition in Germany. You attracted the attention of visitors by popping champagne bottles. Customer-friendly exhibition campaigns with food and drink have since become a Meusburger trademark.

"YOU CAN ONLY BECOME A SUCCESSFUL SALESMAN IF YOU ARE 100% COMMITTED."

Norbert Geiger

Norbert's successor

In addition to his activity as Head of Field Service, Norbert also looked after his customers in south-western Germany. In view of Meusburger's rapid growth in recent years, Norbert's portfolio was handed over to several management staff. A total of seven regional Heads of Sales were appointed, who are in charge of the over 60 Field Service Representatives and more than 7,000 customers all over Europe.





In conversation with Norbert Geiger – discussing highlights, successes and experiences.

inForms: In your opinion, what makes a good salesman?

It seems to me that there are many important factors when it comes to selling. Top of the list is technical knowledge. What is also very important is that your outward presentation reflects the way the company works internally: simple, honest, down-to-earth and trustworthy! You need to have a feel for people, who is the right contact and how to handle them.

inForms: Would you tell us something about the highlights of your career?

The great thing about being a field representative is the experience of

success – it is so tangible. To have the feeling 'that was thanks to me' is very motivating. For me, the process of finding new customers, of researching markets and the conversation with new applicants for the post of field representative in different countries was the best. If I had to start all over again, I would do it exactly the same way. You can only become a successful salesman if you are 100%

committed. Of course, you also need a trusting company to back you up, and a product you can fully believe in. So when there were occasional problems, I always knew who to talk to.

Fact box

Norbert ...

- » has covered over 1.8 million km during his time in field service
- » has visited more than 28,000 customers
- » has collected over 120 traffic tickets
- » and drunk his fair share of wine during social evenings ;-)



"Hardly anyone knows Meusbürger in all its aspects as well as Norbert. His commitment to this Vorarlberg company, his determination and loyalty to Meusbürger and his colleagues have always been exemplary. At the same time, he radiates trust, humour and love of life to an extent which is rare. With his retirement, a special era in Meusbürger sales is coming to an end. In the name of the management and all Meusbürger employees we would

like to express our thanks for the last 38 years!"

We send our best wishes to Norbert for his new life stage!

S. Meusbürger

Meusburger Inside

Events, long serving staff, the new generation,...

Ice hockey match

In January, the internal Meuser ice hockey match took place at the arena in Alberschwende. Approx. 15 Meusburger fans turned up who gave their support to the two teams at -9 °C. The better team won 6:9 (Karl-Heinz Speiser, Simon Fink, Reinhard Moosbrugger, Patrick Prehofer, Christine Moser, Stefan Kohler, Markus Bilgeri, Raphael Knill, Benedikt Feuerstein, Alexander Gmeiner as well as our two goalkeepers, Mario Muxel and Matthias Salzger, who gave their best to both teams for one match each).

Ski race

On 30 January 2010, the Meuser ski race took place in Sibratsgfäll. In spite of the rather poor snow conditions, 34 participants took part in the race and achieved some very respectable times. For the women, the podium places went to Bernadette Kaufmann, Claudia Willi and Sabine Ritter. For the men, Andreas Steinacher was in first place, Dominik Willi in second and Peter Nussbaumer took third. Of course we must not forget our only snowboarder Thomas Lässer, who came first.

Cycling on Lake Maggiore

In May, 25 of our best cyclists (22 men, 3 women) travelled in a comfortable touring coach with bike trailer, supplied by the Felder coach company, to Lake Maggiore. Having started with a comfortable ride along

the lake's promenade, the riders then climbed 1,500 metres in altitude. Over three days our cyclists covered a total of 4,000 metres in altitude.

Soccer

Unfortunately, due to bad weather, this year's football season started with two cancellations. All other matches took place on the Rickenbacher Kickers pitch where the Meuser Crew faced the following opposing teams: the Rickenbacher Kickers, Zollsportverein, Haberkorn/Ulmer and FC Jugend (Mladost). As in recent years, the Meuser team won quite a few matches. Partly because the players are getting tactically better all the time and partly because the fans gave plenty of support.

Staff restaurant reopened

Since the end of June a new, modernized restaurant is at the Meusburger staff's disposal. Lunch is freshly prepared in the company-owned kitchen, in cooperation with Hopfner Gastro. With the new restaurant not only the feel-good factor is taken into account but also health aspects. That's why fresh vegetables, salads and fruits are available galore. Because a wholesome lunch ensures that people feel fit and refreshed, as they start working in the afternoon.





Length of service celebrations

Richard Frick, Head of Area Sales, Eastern Switzerland, 25 y.
 Othmar Schwärzler, FP Quality Check, 10 y.
 Norbert Meusburger, Maintenance, 10 y.
 Hubert Eberle, Management Member
 (Procurement, Logistics, Production), 10 y.
 Louis Lilla, Head of Regional Sales, Italy, 10 y.
 Mathias Lässer, FP Milling, 10 y.
 Anton Wild, Head of FP Quality Check Department, 10 y.
 Walter Sutterlüty, PS Milling, 10 y.

Retirements

Norbert Geiger, left the company as of 31.05.2010

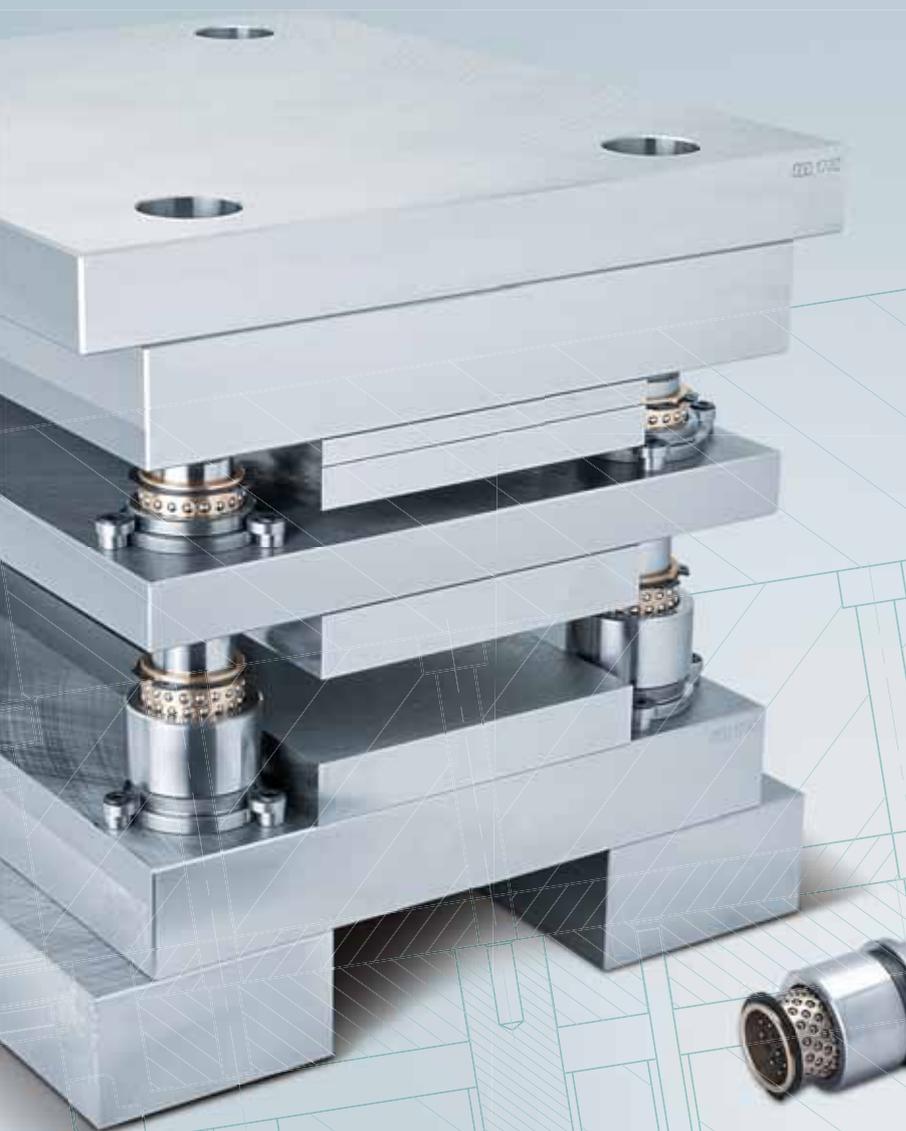
Weddings

Mario Kitzmantel and Michaela Hutter, March 2010
 Andreas Hammerer and Doris Schelling, May 2010
 Stefan Rebenklauber and Stephanie Klien, June 2010
 Patrick Prehofer and Manuela Washington, July 2010
 Rainer Stadelmann and Stephanie Gössl, July 2010
 Nicola Mathis and Harald Pibal, August 2010

Births

Kevin, born on 23.11.2009
 Son of Bernd Steurer and Eleonora
 Lena, born on 27.11.2009
 Daughter of Ewald Heidegger and Marina Blank
 Noah, born on 22.12.2009
 Son of Simon Haban and Jenni
 Vanessa, born on 23.01.2010
 Daughter of Sabine and Edwin Violand
 Elisa, born on 02.02.2010
 Daughter of Christoph Fink and Kathrin Zehentner
 Madeleine, born on 31.03.2010
 Daughter of Martin Stenzel and Judith
 Noah, born on 21.04.2010
 Son of Martina Steiger-Ravnik and Michael
 Daniel, born on 23.05.2010
 Son of Walter Sutterlüty and Melanie
 Mona, born on 03.07.2010
 Daughter of Mario Kitzmantel and Michaela
 Niklas, born on 08.08.2010
 Son of Sebastian König und Michèle Weichert
 Jenny, born on 03.08.2010
 Daughter of Jürgen Metzler und Sandra
 Liv, born on 09.09.2010
 Daughter of Markus Schneffknecht und Sabine

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