



The newspaper for customers, partners and staff

in Forms



Focus on apprentices

Top training in a
future-oriented company

from page 3

Friendly service at the exhibition stand

Over 35 exhibitions in 18 countries Page 21

More than 1,000 customers from
the punching tool sector
rely on Meusburger

Page 29





Dear customers and partners,
dear members of staff

The annual publication of our Meusburger company newspaper in **Form**s is always a highlight for me.

Qualified and highly trained staff are an essential prerequisite for the competitiveness of any company. If, in addition, members of staff have been trained in the company they work in, the benefit is immeasurable.

For this reason, the training of apprentices is an important topic for Meusburger to which we have dedicated much space in this edition. In order to be able to provide top training for even more committed youngsters we are investing over EUR 1.2 million in further equipment for our training workshop. In addition to more highly sophisticated machines and new training rooms we have also increased the number of trainers to six. I am very much looking forward to meeting our 24 new apprentices and wish them a successful start.

Our new apprentice website has recently gone online in the form of a blog (www.lehre-bei-meusburger.com). You can find all reports and information on the subject of Meusburger's apprentice training in the following pages.

Our workforce is of course not our only concern – we focus just as much on you, our customer and partner. In order to be able to offer you top product quality and the best possible service, we continue to invest in our production and the expansion of our product range. Our recently introduced products are excellent examples. The entire product range is available immediately from stock in the usual high Meusburger quality, with very short delivery times.

Why not visit us at one of the over 35 trade exhibitions in 18 countries worldwide and find out what service we provide. In addition, we organise about ten user meetings every year which are an ideal platform for exchanging topical information and catching the latest industry news.

I am particularly pleased that some of our customers and partners have again been happy to contribute actively to the content of our company newspaper. In the current business year, for the first time in our history, we will be servicing more than 10,000 active customers. Many thanks for placing your confidence in us.

I hope you enjoy the read. Kind regards,

S. Meusburger

Guntram Meusburger
Managing Director

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For Meusburger, the family-owned company from Wolfurt, the year 2012 is fully dedicated to the training of apprentices. The company specialises in tool and mould making and, with its worldwide expansion policy, is set for further growth in the future. To support this expansion, another 24 training positions have now been created.

Focus on apprentices Top training in a future-oriented company

Meusburger offers apprentices top training with career opportunities in an international company with a future.

Career with learning

The "Career with learning" motto is now well established in Meusburger's company philosophy. The company offers apprentices the opportunity to achieve qualifications in the following trades: metal technician (machining), metal technician (mechanical engineering), production technician, metal worker and IT technician. Meusburger's apprentice trainers are not only very competent in terms of their subject knowledge but are also highly skilled in student education and teaching methods. The quality of this training has been confirmed by the State of Vorarlberg on several occasions by awarding the company the title "Training Company of Excellence".

Meusburger's apprentices benefit from the prospect of a secure job after completing their apprenticeship, from

bonuses for good performance at work and in training, a modern and well-equipped teaching workshop and excellent career opportunities as well as the company's extensive social benefits. These include the option of using the works transport, free bus and rail passes for transport throughout Vorarlberg, subsidised meals in the canteen, extra tuition in school subjects, internal and external further education programmes as well as the chance to take part in numerous leisure activities, such as cycling tours, skiing and rambling outings, ice hockey and football competitions, and rock climbing excursions, to name but a few.

"We are in the fortunate position that all our apprentices want to stay on at the company after having

completed their apprenticeship in order to continue their vocational career", explains Head of Human Resources, Roman Giesinger, adding with obvious pride: "To achieve that we did not have to do a lot of persuading – not least because the good working environment and the in-house career opportunities at Meusburger speak for themselves."

"WE ARE IN THE FORTUNATE POSITION THAT ALL OUR APPRENTICES WANT TO STAY ON AT THE COMPANY AFTER HAVING COMPLETED THEIR APPRENTICESHIP IN ORDER TO CONTINUE THEIR VOCATIONAL CAREER"

Roman Giesinger, Head of Human Resources





Vorarlberg's best apprentices

Meusburger wins "met" competition

The high quality of Meusburger's training programme has been confirmed by this year's results in the apprentice competition. In WIFI Dornbirn our apprentices again demonstrated their skills. In the countrywide "met" competition by the "metall elektro technik Gewerbe" Christoph Schelling and Markus Kohler achieved first and second place respectively. Daniel Bals, Wolfgang Hopfner, David Steinacher, Ulrich Patscheider and Fabio König was awarded "excellent success"; and Roland Rädler presented with "very good success".



The proud winners: Christoph Schelling and Markus Kohler

At the beginning of the year, Meusburger's apprentices proved their mettle in this year's "met" competition. From now on, 19-year-old Christoph Schelling can call himself "best in his field" – he came first in the competition. "We were given limited time in which to produce workpieces, master various calculation examples and answer questions relating to our work. That was not easy, but this trade comes naturally to me", says the winner, who is now one of the instructors in Meusburger's training team. Markus Kohler won second place and thereby secured double victory for Meusburger. "The competition was hard but taking part was definitely worth it", reflects the runner-up.

From left to right: Roland Rädler, Ulrich Patscheider, Wolfgang Hopfner, Daniel Bals, Fabio König, Markus Kohler, Christoph Schelling, David Steinacher

“ Although we were surprised about the high placements achieved by our apprentices, we knew they were going to do well because of their very good performances at school.



Peter Nussbaumer,
Head of Training and Further Education

Daniel Bals (6th place), Wolfgang Hopfner (8th place), David Steinacher (9th place), Ulrich Patscheider and Fabio König (both 13th place), and Roland Rädler (26th place) all contributed to the first-class success, which was one of the best results achieved by Meusburger in this competition. Seven of the eight participating apprentices achieved an excellent success.

Reward for the achievement

In recognition of their achievement the apprentices are given bonuses and offered permanent employment as skilled workers by Meusburger: "We are happy to reward the excellent achievements of our young workers in order to motivate them and to accelerate their personal development", explains Head of Human Resources, Roman Giesinger.

RESULTS

"met" competition 2012

Christoph Schelling	1st place
Markus Kohler	2nd place
Daniel Bals	6th place
Wolfgang Hopfner	8th place
David Steinacher	9th place
Ulrich Patscheider	13th place
Fabio König	13th place
Roland Rädler	26th place

APPRENTICES REPORT

“ What I like best is the varied nature of the work. Because we work to a rotation schedule we have the opportunity to work in different departments. In this way we get to know the entire company and can then decide in which department we would like to work after our apprenticeship.



Lukas Kohler, apprentice



“ I am impressed by Meusburger's range of modern machinery and tools. We work on state-of-the-art machines and learn how to operate the latest cutting tools.

Michael Egger, apprentice

“ There is a very relaxed and friendly atmosphere between us at the workshop. Our apprentice trainers are very easy to talk to and help us when we have a problem.



Yolanda Wegrzyn, apprentice

New seminar room

Training facility now on two levels

Over the course of the next three years, Meusburger will expand the training workshop to accommodate up to 100 apprentices. For this reason, the company has recently invested another EUR 45,000 in the construction of a new training room directly above the existing training workshop. From September, this provides our future experts with a 70 sqm large seminar room with modern equipment. This facility on the first floor will primarily be used for teaching theory content of the respective trades and computer-aided machine programming, as well as to give extra tuition.



Apprentice trainer Peter Nussbaumer and his apprentices are pleased about the new seminar room with its excellent equipment.



Our five production apprentice trainers (from left to right): Dominik Köb, Stefan Kohler, Peter Nussbaumer, Simon Alber, Christoph Schelling



A team for our future More tutors for more apprentices

To acquire knowledge and pass it on to others is a challenging task that requires considerable input but also brings much joy. At Meusburger there are five young dynamic apprentice trainers who have taken up the challenge. In order to be able to cope with the steadily increasing number of applications and to provide appropriate guidance and tuition for the apprentices, Meusburger continues to increase the number of instructors.

In addition to the training in the respective skills of the trade, the instructors place great emphasis on the personal development of each individual apprentice. They focus not only on technologically subject-specific knowledge but also provide overall coaching to the young people to help them grow into skilled and responsible members of the workforce.

Training Company of Excellence

The quality of Meusburger's training programme and apprentice trainers has been confirmed by the State of Vorarlberg on several occasions by awarding the company the title "Training Company of Excellence".



"Many of our tutors have themselves completed their training at Meusburger and all take part in a rolling programme of special training and further education. We are not just interested in the skills of the trade but also put great emphasis on the instructors' coaching and methodical teaching abilities", explains Roman Giesinger, Head of Human Resources. Now, Meusburger is the third-largest training company in Vorarlberg's metal industry and has recently become a member of V.E.M. (Vorarlberg Electrical and Metal Industry) whose members cooperate in all matters concerning apprentice training.

OUR NEW ARRIVALS

We extend a warm welcome to the 24 new apprentices joining our team and wish them much success in their training:

Metal technology (machining):

Pascal Diem, Lauterach
Tim Feichtinger, Langen
Pascal Fend, Möggers
Markus Ischepp, Krumbach
Julian Keick, Lustenau
Nico Luger, Krumbach
Patrick Moosbrugger, Wolfurt
Stellios Penoglou, Wolfurt
Jan Rettenbacher, Lauterach
Dominik Stadelmann, Lauterach
Lukas Staudacher, Hörbranz
Fabio Steurer, Langenegg
Christian Stockklauser, Riefensberg
Florian Wucher, Möggers

Metal technology (mechanical engineering):

Patrick Moosbrugger, Hohenweiler
Mathias Sohler, Eichenberg
Patrick Theisl, Lustenau
Daniel Tratter, Hörbranz

Metal working:

Martin Berchtold, Andelsbuch
Resul Demirkir, Dornbirn
Sebastian Feuerstein, Reuthe
Michael Moser, Möggers
Ricardo Vigl, Hörbranz
Jenny Gagern, Langen

THE MOST IMPORTANT PERSON IS

Peter Nussbaumer (35)
Head of Training and Further Education



“ For me it is important that our apprentice trainers are free to develop themselves in the respective departments. In order to ensure good all-round training, everyone must be able to apply his own ideas and notions. Our instructors frequently attend further education events and seminars so that they keep abreast of the latest trends in technology. In addition, we place great emphasis on the development of social competence in our company. We are a young team of trainers who are open to new ideas and changes. Every day, I enjoy being part of this fantastic team. ”

“ I have now been working in the training workshop for three years and look after our apprentices when they learn milling. I am also in charge of safety in our training workshop. In addition, I support our apprentices when they have issues at school. What I especially like about Meusburger is that I am free to develop within my field of responsibility and have a lot of say in what goes on. ”



Stefan Kohler (22)
Apprentice trainer
Milling



Dominik Köb (25)
Apprentice trainer
Basic training and turning

“ A short while ago I joined Meusburger as an apprentice trainer: I look after our apprentices in basic training and when they learn to work with a lathe. Following my apprenticeship at Zumtobel, I worked for five years with CNC milling machines at Doppelmayr and Z-Werkzeugbau. As a trainer I really enjoy passing on my knowledge and experience to our lads and girls and witnessing how they develop, step by step, into properly skilled workers. ”

Simon Alber (20)
Apprentice trainer
Turning



“ I have been a member of the Meusburger training workshop team since September 2011 and have also completed my apprenticeship here. I am currently looking after 14 apprentices who learn to work with the lathe; every month they will move on to different departments in accordance with the rotation schedule. What I like best in my work is the friendly working atmosphere in the team and of course the varied tasks. ”

Christoph Schelling (19)
Apprentice trainer
Milling



“ After completing my final apprentice exam with excellent success I was given the opportunity to join Meusburger's team of instructors. What I like best is the state-of-the-art machinery in the training workshop and the daily challenges we have to cope with. I am also impressed by the further education courses open to us apprentice trainers on an on-going basis. ”

YOU

OUR APPRENTICE TRAINERS TELL US
WHAT THEY DO AT MEUSBURGER'S TRAININGWORKSHOP

meusburger.com

www.lehre-bei-meusburger.com



Everything started with training

Meusburger staff talk about their careers

Once they have completed their mandatory schooling, many young people face the same question: Enter into employment or further education? The real life examples below vividly illustrate various career paths adopted by Meusburger employees who started their professional life with an apprenticeship.



Stefan Muxel, who started his working life with an apprenticeship at Meusburger, is now – together with his brother Andreas Muxel – in charge of the Special Processing department.



Peter Heinzle (56) started his career 41 years ago with an apprenticeship in mechanical engineering at Meusburger: "The training today bears no resemblance to that in those days. Since the establishment of the training workshop in 2002, every apprentice has the chance to choose the department he wants to work in. That's an investment for the future, not just for the apprentices but also for the company." From the production workshop to the office – Peter Heinzle has now been working in the Process Planning department for 35 years. Producing drawings and designs is part of his daily work. In 1978 he produced the first Meusburger catalogue.

"If I had to choose again, I would certainly opt for vocational training – I can really recommend that option. Because with a successfully completed apprenticeship and a lot of commitment everything is possible", says **Armin Chiesola** (50), whose career started as tool maker and technical draughtsman. In 1988, Armin Chiesola joined Meusburger as Head of Area Sales. Three years ago he seized the opportunity offered to him and is now Head of Sales for Austria, Switzerland and Southern Germany.



"The varied work, the contact with international suppliers, being part of an outstanding team and the friendly atmosphere in the company" – these are the things **Daniel Fink** (35), Head of Purchasing, appreciates most about Meusburger.

"As a matter of fact, I always wanted a job with responsibility", says Daniel Fink who started his career in 1992 as an apprentice in the wholesale department.

Following a successfully completed apprenticeship as machine mechanic and toolmaker **Hubert Weber** (45) joined Meusburger in 1987. Hubert Weber is an outstanding example of an admirable career development; he started as an operative in the Milling/Special Production department, became shift foreman, changed over to the Programming department and finally advanced to Head of Production and Technology in 2010.



"What I like especially in my job as Head of Production and Technology is the feeling that I can move something in the company."

Stefan Muxel (24) does not hesitate when asked why he opted for an apprenticeship with Meusburger: "I thought the taster day was great; I was particularly impressed by the large training workshop right in the middle of the works! It was exactly the right decision to complete an apprenticeship with Meusburger." Stefan Muxel has been with Meusburger for nine years and is now Head of the Special Processing department.



"For me it was important to be able to stand on my own two feet after leaving school. For that reason I opted for a tool mechanic apprenticeship", explains **Ramona Schwinger** (21) regarding her motivation.



"Since the beginning of the year I have been working in in-house sales and appreciate the high degree of personal responsibility and the direct contact with customers. What I like especially is that I can use the technical knowledge I have acquired in my job and training."

Longest-serving member of staff

Interview with Arnold Sohm

Meusburger is a family-owned company with a history of almost 50 years. What started as a one-man business is now a company with over 570 members of staff. **Arnold Sohm** (57) is the longest-serving member of staff gives us an insight into his job at Meusburger:



How did it all start? I have been working for Meusburger for 42 years. I started as an apprentice at the former location in Dornbirn and did all the work that came my way as a toolmaker. In 1989 I passed my Master exam. In those days, automation was far less advanced than it is today. There were many things we produced manually using processes such as filing, sawing, milling, turning or grinding. About 35 years ago I specialised in tool grinding, first on a manual S1 machine and now on several CNC controlled machines.

When I compare those days with today I can see some differences. In those days you had to be more versatile, you had to cope with all work that had to be done. We all knew each other and helped each other out. Today everybody is specialised in a certain field, the tasks are better allocated. That is possible because of the large number of employees. I no longer know everybody who works for the company. Despite that, the working environment is still very good, also the relationship with the supervisors.

What is special about Meusburger? Meusburger is a modern family-owned enterprise with many different product divisions. I particularly appreciate the good working environment in our department, the tool store. Something that I like remembering is an excursion to Hungary that lasted several days. On the occasion of Meusburger's 25-year anniversary, all members of staff were invited on this trip. That was a really nice experience.

What I do to balance my work? I like being with my family and also enjoy hiking and playing football. This is what I look forward to when thinking of my retirement: outings, cycling, working in the garden or forest.

My motto? I enjoy passing on my knowledge and experience to my colleagues.

"Arnold has been an appreciated member of staff for many years. In addition, he is one of the most reliable drivers of the Meusburger company buses. Every day, he takes his colleagues to work and home again and has done that for decades", praises Hubert Weber, Head of Production and Technology.



It's all go!
Apprentices on an outing



Meusburger not only focuses on training and learning but also on team spirit and having fun. The company organises many events and excursions where people have the chance to get to know each other. A convivial atmosphere in a team also helps one to enjoy one's work and thus underpins the motivation of staff. Programmes include sporting outings, such as cycling and rock climbing tours, running events, skiing and rambling days, ice hockey and football competitions, through to social days, visits to other works and to exhibitions.

Social days

The social days for apprentices are an annual highlight: the idea of these two days is to make it easier for new apprentices to start their working life at Meusburger by introducing them to colleagues and trainers in a relaxed atmosphere. This event is packed with action and fun – for example archery, rock climbing, summer sledging and a barbecue. And in between events, the technical knowledge is brought up to date in training sessions.

Visit to a steel works

It has now become a tradition that during their training, each Meusburger apprentice is given the opportunity to see, at least once, where steel comes from and how it is produced. For this reason a visit to a steel mill is organised every four years. The last excursion was to Voestalpine in Linz where the apprentices had the chance to spend two exciting days, including informative tours through the entire works. For the spring of 2013, a visit to Dillinger steel works in the Saarland has been planned.

Fakuma trade exhibition

Once a year, Friedrichshafen is host to the Fakuma trade exhibition at which Meusburger and many customers from the industry have a stand. After an interesting tour of the exhibition, the whole crew meets up at the popular Meusburger exhibition stand. To round off the day tasty giant pizzas are served.

Sledging outing

One of Meusburger's numerous fun events is the traditional sledging outing which takes place in February on an illuminated sledging piste in Sibratsgfäll (Bregenzerwald). All Meusburger apprentices, trainers and those responsible for apprentices in the departments take part. The sledges and the transport to the start of the piste are taken care of, and after the run, there are drinks and music.

Now online!

www.lehre-bei-meusburger.com

Finally, at the beginning of September – after an extensive planning and implementation phase – the time had come: our newly designed apprentice website went online!

What is special about it: its content and functionality have been implemented in the form of a blog. A blog is comparable to an online diary that everybody can see; it is used by a company and/or its staff to post news and events of daily life.

In our case, entries and articles are posted by the apprentices and trainers. The point is not to produce perfectly written copy and pretty content, but to convey a realistic insight into daily life in our training workshop.

Visitors to our blog can find all the important information regarding training, but they also have the option of posting comments and to take part in discussions. With this form of communication we intend to establish a dialogue with interested pupils, parents and teachers, and offer an ideal platform for open questions, requests and suggestions relating to apprenticeships at Meusburger.

In short – we are looking forward to many visits, plenty of comments and lively discussions in our new blog.

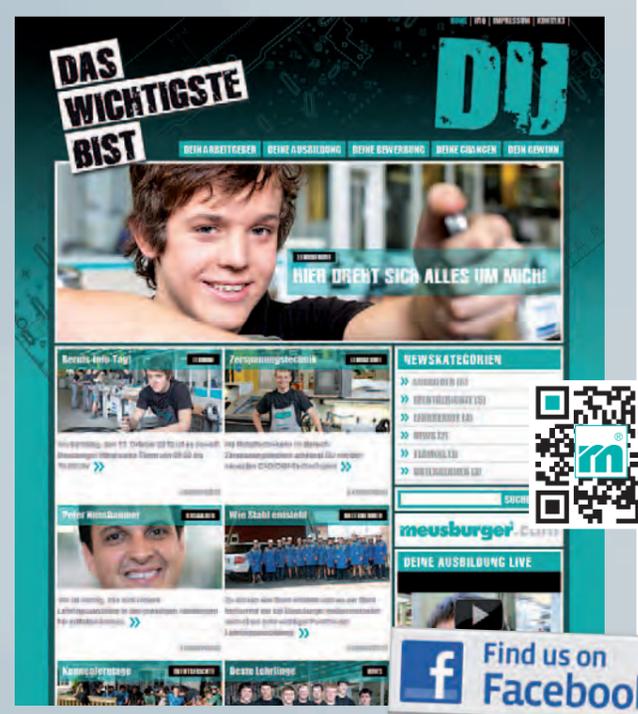
THE MOST IMPORTANT PERSON IS

WE OFFER TOP APPRENTICESHIPS IN METAL PROCESSING (MACHINING AND MECHANICAL ENGINEERING), MANUFACTURING ENGINEERING AND METAL WORKING!

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Then as now

- 1964 Foundation of the one-man company by Georg Meusburger
- 1978 Production of standard moulds
- 1980 New building and move to Wolfurt (Austria); 35 employees
- 1992 Construction of first high-bay warehouse
- 2003 Construction of new office building – Wing A
- 2007 Management of the company handed to Guntram Meusburger 260 employees
- 2010 Punching tools are added to the portfolio
- 2011 Leading manufacturer of standard parts, turnover: EUR 129 million
- 2012 New office building – Wing B
Over 10,000 prestigious customers, 570 employees



Your benefits

- » Low-deformation processing
- » Shorter processing times due to smaller size allowance
- » Longer service life of tools
- » Avoiding quenching cracks in subsequent heat treatment
- » Advantages in automated processing, particularly when using clamping systems



The storage capacity of the high-bay storage facility has been increased to 1,700 cassettes.

With a view to the future Sustainable investment by Meusburger

The year 2011 was, in many ways, a successful one for Meusburger. The company is pleased to announce a 32 percent increase in turnover and puts this positive result down to its consistently high product quality and the fact that it offers very short delivery times. In order to maintain this position also in the future, Meusburger continues its policy of sustainable investment.

In addition to an expansion of the machinery, the extension of the steel storage and the high-bay storage facility, and the construction of a new production building for processing steel plate, the company has also invested in another annealing furnace.

More capacity for customer concerns
Meusburger endeavours to always adjust its services to the wishes and needs of its customers. This inevitably involves a steady increase in qualified staff. It is the only way to guarantee a fast and straightforward response to customer concerns. The new, state-of-the-art office building

at the company headquarters in Wolfurt has five floors and can accommodate 200 additional members of staff who can offer a comprehensive service to Meusburger customers. Architecturally speaking, the new building mirrors wing A of the main building and appeals with its generous interior design.

“Because the in-house sales team grew significantly within a few months it became necessary to separate the groups dealing with foreign language markets. Thanks to the new building, all sales staff are now back in the same office so that they can exchange information without difficulty”, explains Nicola Pibal, head of the department for sales in foreign languages, with obvious satisfaction.



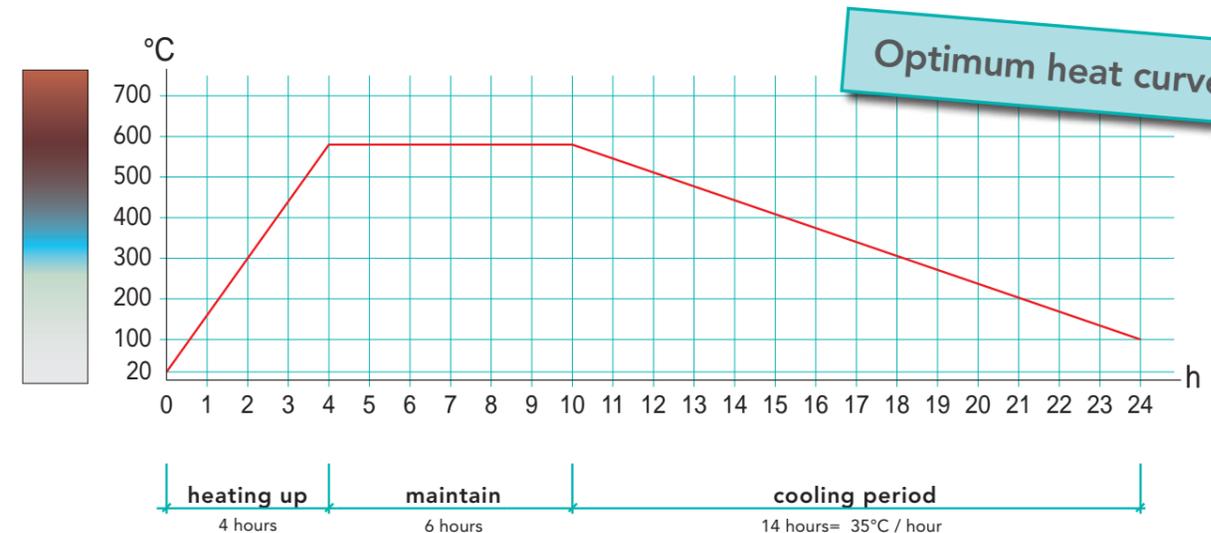
Continuing investments at its Vorarlberg location make it possible for Meusburger to remain competitive in the international markets.

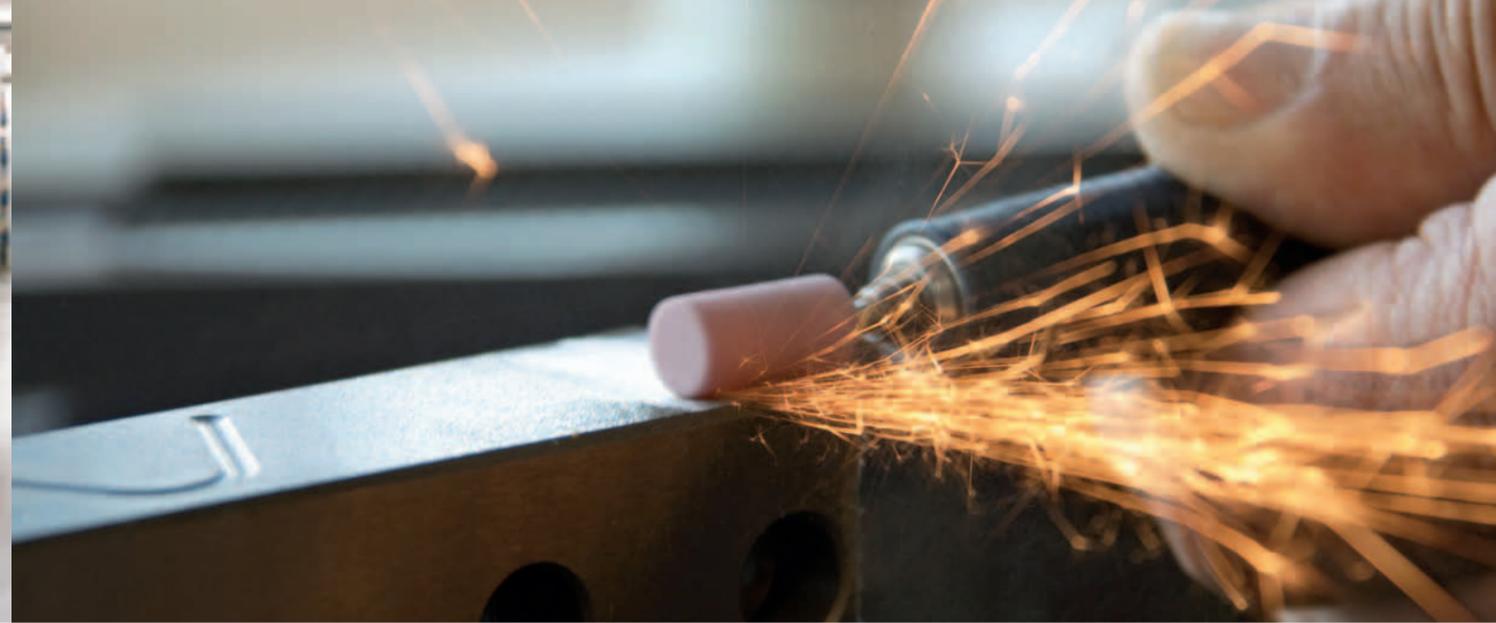
Stress-relieving heat treatment Prerequisite for top quality

All steel grades are heat-treated for stress relief to create best conditions for low-deformation processing of parts. With the acquisition of another annealing furnace, Meusburger's heat treatment capacity has been more than doubled. In this way the company is well placed to continue to meet the increased demand for standard moulds that are heat-treated for stress relief.

The material is heat-treated for stress relief in our own three furnaces with a total daily capacity of 240 tonnes. The success of this process is largely determined by the long cooling down period of 14 hours (35°C/hour).

For more information visit www.meusburger.com





Over 10,000 standard bars available

Advantages due to shorter production time

As a supplier of standard moulds Meusburger knows all about semi-finished products. The Austrian company recognised the drive towards improved economic efficiency at an early stage and produces plates and bars in all common material specifications and sizes.

In line with the idea of providing optimum service, steel is supplied heat-treated for stress relief in order to make it easier for customers to mill and grind the material. The 16 different materials supplied by Meusburger are available in different versions – as standard bars (N), round bars (NR), precision bars (NP) and square-cut bars (NV). They can be used in almost any application in tool and mould making.

Your benefits

- » Fast and easy procurement of primary material
- » Dimensions in 10 mm increments
- » High-grade, low-deformation steel with heat-treatment for stress relief
- » Ground thickness
- » Shorter production times reduce costs

In order to be able to supply customers at the shortest possible notice, Meusburger maintains large storage facilities for finished and primary material.

Product range is constantly expanding

The expanded product range in the material grades 1.2316, 1.2344 and 1.2714 is particularly suitable for extrusion processes.

Information

You have not found the size you need or need special dimensions? **Please do not hesitate to contact us – we are happy to help you.**

You are just a few clicks away from your order

Ordering made easy – the Meusburger CD and online catalogue.

www.meusburger.com/online-catalogue

N – standard bar length: 500 and 800 mm

- » Width & length sawn with allowance tolerance: +6 / +4
- » Thickness ground tolerance: +0.45 / +0.4

NP – precision bar length: 500 mm

- » Width milled tolerance: +0.5 / +0.4
- » Length sawn with allowance tolerance: +6 / +4
- » Thickness ground tolerance: +0.45 / +0.4

NR – round bar length: 20; 25; ...500; 800

- » Diameter peeled tolerance: +3 / 0
- » Length sawn with allowance tolerance: +6 / +4

NV – square-cut bar length: 100; ...800

- » Outside bright tolerance: h11
- » Length sawn with allowance tolerance: +6 / +4

Expansion of the product range

Meusburger tools for surface finishing

In time for Fakuma 2012, Meusburger is expanding its product range with accessories for surface finishing for many applications in tool and mould making. In the future, customers will also benefit in this sector from Meusburger's competence and excellent service.

The new product range of tools for surface finishing includes selected milling, grinding and polishing tools that perfectly match the requirements in tool and mould making. The new range only contains products with the best price/performance ratio, which have been tested and selected to strict criteria. Rotary burrs, mounted points, files, abrasive belts, polishing stones, brushes, felt sticks and polishing agents are available immediately from stock in the customary high Meusburger product quality.

Order your catalogue at

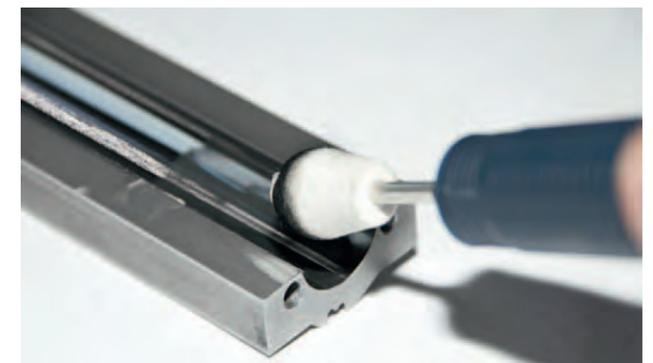
www.meusburger.com



NEW



The new tools appeal due to their high quality and good price/performance ratio.



Meusburger's new surface finishing tools will be available in time for the autumn exhibitions and can then be supplied directly from stock.

New products by Meusburger

Can be ordered from the CD and the online catalogue

FW 1000 Tray for change inserts

The trays ensure that the FW change inserts are stored safely and securely, especially during transport within the company. Label plates are integrated to allow clear identification of parts.

E 1702 and E 1712 Ejectors with anti-twist lock

Ejector pins with precise anti-twist lock ensure exact positioning. The shape of the pin's head ensures that the installation position is maintained. The extensive range includes numerous dimensions which are available directly from stock.

E 5010 guide pillar h4 with collar

In combination with the gliding slide bushes E 5120, E 5122 and E 5124 the guide pillar is an economic alternative. The E5010 guide pillar is used when processing thicker sheet metal. In the same dimensions as E 5000 immediately available from stock.



E 5010

Lifting elements with CE marking

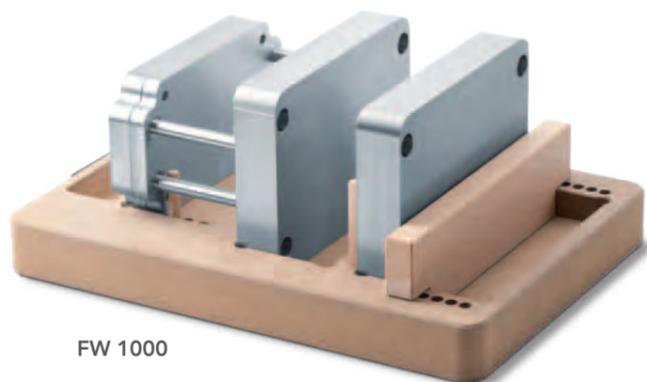
- E 1276 lifting hook
- E 1280 lifting bolt VDI 3366
- E 1282 lifting stud VDI 3366
- E 1284 lifting stud with cable securing device

The new CE-compliant lifting elements for top safety when transporting tools. Your benefits:

- » Directly available from stock in many versions
- » With CE marking for maximum safety

E 1514 Threaded bolt for ejector sets

The threaded bolt can be used for easy and fast coupling of the ejector set without threaded pin. Its length is designed to match the Meusburger ejector base plates and the compact design ensures that only minimal space is required for installation.



FW 1000

E 1284



E 1282



E 1280

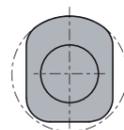


E 1276

E 1712



E 1702



E 1514



E 2141 and E 2142 deflection unit

The new deflection units make it possible to deflect channels for temperature regulation within cavity plates and also through plate joints. They can be attached outside of the mould or in a recess. Due to the two oblong holes, the E 2142 deflection unit allows for variable cooling coordinates. The housing consists of corrosion-resistant steel 1.2085 and the deflection unit itself of brass and Viton. Diameters 6, 8 and 10 are all available in three lengths.

Slide construction kit

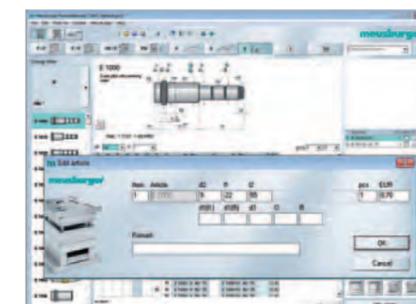
The Meusburger slide construction kit range has been extended so that it can be used for even the smallest installation spaces; it contains ready-to-use slides made from 1.2343 (~54 HRC) and 1.2311 (~ 1.080 N/mm²). Now also with shouldered gliding plate for precise positioning of the guiding rails. Can be replaced easily and quickly from the separating plane using standardised components.

NE – hardened block for eroding

The NE – blocks for eroding are available in material grade 1.2379 in numerous dimensions directly from stock, now also in hardened version (vacuum hardened to 62 – 2 HRC and tempered three times). The guaranteed vertical rolling direction is clearly marked.

Electrical connectors and housings

Since mid-2012, Meusburger's extensive product range also includes top quality electrical connectors and housings. Meusburger supplies highly temperature-resistant cable housings made of die-cast aluminium which are fully finished on the connector side. These high-quality connector housings can be supplied in numerous versions, and are available with male and female inserts with different poles immediately from stock.



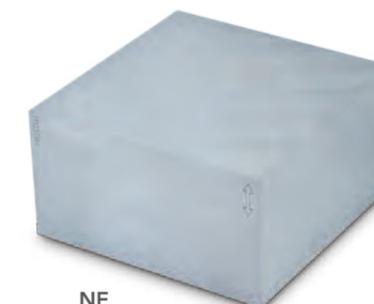
Numerous standard parts available in special dimensions

Meusburger supplies standard components for any application. However, if special dimensions are required, Meusburger can offer these too for many standard items. Since the last update of our digital media, all boxes with modifiable dimensions have a white background. This means that the customer can clearly see in which sizes custom dimensions can be supplied. This function can be found in "Edit article".

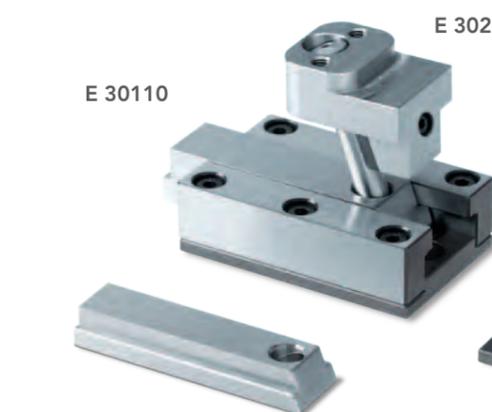


E 2141

E 2142



NE



E 3016

E 30110

E 3027

E 3162



E 2710



E 2714



E 2712

» Order now from our online catalogue
www.meusburger.com



Lubricating, cleaning, protecting Meusburger consumables are now available from stock

In the autumn of 2011, Meusburger expanded its product range with high-quality consumables for many applications. These high-performance lubricants, cleaning agents and preservers are now immediately available from stock in various container sizes.

Meusburger is the name for top-quality products and uses the best raw materials and suppliers, combined with systematic quality assurance covering the entire production process. Thanks to its many years of experience in tool and mould making, Meusburger has launched specially developed products which are specifically designed for the high requirements presented by injection moulding and punching tool construction.

The range comprises high-performance lubricants for all applications in tool and mould making, cleaning

agents for effective and fast cleaning of moulds and tools and preservers for reliable corrosion protection. The use of these quality products increases tool productivity and thereby contributes to preventing costly breakdowns.

Your benefits:

- » Extensive range of high-performance lubricants for many applications
- » Cleaning agents for cleaning your tools fast and effectively
- » Preservers for reliable corrosion protection

"With this expansion of our range we want to offer our customers even better service and also ensure that the service life of their moulds and tools is maximised", says Managing Director Guntram Meusburger.

To download a brochure visit

www.meusburger.com



Cutting tools Designed for tool and mould making

At the beginning of 2012, Meusburger started with a new range of products: high-quality cutting tools. Now customers can also benefit from the company's many years of experience when buying cutting tools. The extensive product range of milling cutters, drill bits, threading tools and reamers is perfectly adapted for many applications in tool and mould making. All cutting tools are available immediately from stock in the customary high Meusburger quality.

"We see ourselves as your reliable partner for tool and mould making. For that reason we continually adjust our range and service to our customers' needs", says Guntram Meusburger, Managing Director. "We aim to offer our customers a growing choice of products and ultimately everything from a single source."

For this reason, at the beginning of 2012, the company launched cutting tools which

are especially adapted to the demanding requirements presented by injection moulding and punching tool construction. The cutting guide values match the steel grades used by Meusburger.

Positive customer feedback

"The machining of the cavity plates worked out very well, the milling cutters are really good. One can see that by just looking at the chips!" says Rainer Dangel, head of the technology centre at Heller. This statement confirms, most impressively, the consistent high quality of products from Meusburger for both the cutting tools and the steel grades it uses.

For product information visit

www.meusburger.com



Complete range of erosion accessories Following customer requests now also electrolytic copper & graphite

Everything from a single source – under this motto Meusburger has substantially expanded its erosion accessories range. Following customer requests, the rod electrodes with 15x15 and 25x25 chamfers and the tried-and-tested head electrodes have been expanded to include more sizes in electrolytic copper. It is also now possible to cut electrode graphite.

Now, electrolytic copper is also available as a primary material in round, square and rectangular form. Sizes range from 6 mm to 80 mm in diameter and from 20 x 6 mm to 100 x 50 mm in section and are available from stock up to lengths of 500 mm. With respect to electrode graphite, customers can order plane-parallel special graphite plates in customised sizes cut from standard plate thicknesses of between 20 and 50 mm from Meusburger.

What are the advantages of graphite?

- » Graphite results in a time saving of up to 70 percent when milling the electrode on an HSC milling machine. And in the design it makes it possible to combine several mould elements on one electrode. This reduces costs considerably.
- » With graphite it is possible to produce very fine contours and there is no risk of burrs forming. This means that there is no expensive rework.
- » Due to its low thermal expansion, graphite is much more dimensionally stable than copper, which makes the EDM process more reliable.
- » When using graphite in the roughing process, the amount of material removed is doubled while also causing less tool wear.



To download a brochure visit

www.meusburger.com

Air-cushioned assembly table Obvious advantages for tool and mould makers

The air-cushioned assembly table by Meusburger makes assembly and repair work on injection moulding, die cast and punching tools significantly easier. The table was developed specifically for this task and was further improved and CE certified last year.

The air-cushioned assembly table is ideal for repair and assembly work on moulds and tools because both mould halves can be moved in any direction without the exertion of force.

The underside of the movable pallets is fitted with multiple air nozzles; with the help of these an air cushion is created which forms the base for moving the tool halves without effort. Both mould surfaces can be accessed without turning or

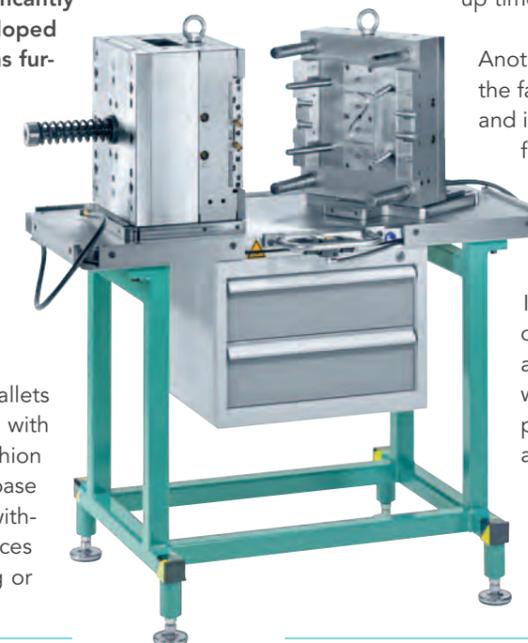
re-setting, which means more efficient working and an increase in productivity. The easy handling and reduced setting-up time saves further time and expenditure.

Another important advantage for customers is the fact that the table can carry up to 3,000 kg and is rugged enough to withstand the impact from items being deposited abruptly. The air-cushioned H 4062 assembly table is supplied with stand and tool cabinet, as well as extensive accessories.

In summary, this innovative in-house development by Meusburger is not only an efficient aid for repair and assembly work but it also increases the safety of personnel and protects the valuable tools against damage.

For more information visit

www.meusburger.com





A resounding success Meusburger user meetings 2012

meusburger Technik Wissen

As in the previous year, the event in the "Technology/Knowledge User Meetings" series was a resounding success in 2012. More than 700 interested delegates from the tool and mould making industry accepted the invitation by the standard mould specialist from Vorarlberg and attended one of the nine events held in Germany, Austria and Switzerland.

The half-day events focused on topics such as the potential for cost savings through standardisation, trends in plastics production and processing, and maximising added value through optimised production processes. In addition, participants were informed of the benefits of CAD/CAM in design and production. There were over 30 lectures by specialist speakers during these nine events, which

were followed by open discussions in the presence of production, application technology and distribution specialists, and by fruitful exchanges of experience.

Gathering of punching tool makers

A special highlight this year was the user meeting entitled "Gathering of punching tool makers" to which Meusburger invited delegates to its offices in Wolfurt. The event was well attended and visitors appreciated the exclusive information from the industry, a suitable entertainment programme and a visit of the works – to see what happens behind the scenes at Meusburger.

"The gathering was well organised, the programme interesting and the subjects well chosen. The works visit was particularly impressive as it provided an insight into the size and structure of the

company. And the evening entertainment programme was a fitting end to an exciting event", comments Andreas Otto, deputy Head of Toolmaking at DODUCO GmbH.

The positive feedback from many participants confirmed the successful format of the event and has encouraged Meusburger to continue the series in the years to come. Further events – also in non-German-speaking locations – are already being planned for the spring of 2013.

Dates will be published soon; to find out and for more pictures visit www.meusburger.com



Relaxing with colleagues at the end of the day.



Over 700 interested industry professionals accepted the invitation to the 2012 user meetings.



Friendly service at the exhibition Over 35 exhibitions in 18 countries brings Meusburger closer to you

With over 35 exhibitions in 18 countries Meusburger is on the road for its customers throughout the year. Customers at Meusburger's exhibition stand are personally and extensively advised on the new and tried-and-tested solutions available on the market.

Meusburger's exhibition stand is well known for the fact that customers and interested visitors receive a warm welcome. Visitors can count on expert advice on products and technical information. There are information terminals where the Meusburger CD and online catalogue can be tested. In addition to trade exhibitions, Meusburger also participates in technology events, conferences and in-house exhibitions. The many visitors, valuable discussions and new contacts prove time and again that participation in trade exhibitions is worth the effort. Therefore the calendar for 2013 is again choc-a-bloc with exhibition dates.

Pay us a visit! We are looking forward to meeting you. Order your exhibition ticket now – free of charge! Simply go to www.meusburger.com, register or log in, and request your ticket.



Popular with visitors: The Meusburger exhibition stand at the Wfb in Augsburg (Germany) in June 2012.

In conversation

We interviewed the two exhibition and event organisers Sabrina Heuberger and Jennifer Rögler on their duties at Meusburger.



Sabrina Heuberger

in Form: How many times have you been involved in organising the company's exhibition stand?

Sabrina: It's difficult to say – in the last five years there were about 80 exhibitions, as well as numerous congresses, in-house exhibitions and conferences.



Jennifer Rögler

in Form: What matters most when organising such an event?

Jennifer: I try not to get stressed. To keep on top of things you need good planning. It is important not to forget small things and especially deadlines.

in Form: How often do you personally attend exhibitions?

Sabrina: About four to five exhibitions per year.

in Form: When you go to an exhibition, is there time for a stroll through the town?

Jennifer: Unfortunately not. During the day you are needed at the stand and in the evening we usually have a meal together at the hotel.

in Form: How do you recharge your batteries during stressful preparations?

Sabrina: I relax best when I do sports and when I am out with family or friends.



A visit to Meusburger

A tour of the works gives an overview of the production and storage facilities

Meusburger customers can expect a lot: from an expertly guided tour through the outstanding production and the largest centralised standard parts storage facility in Europe through to the view of a breathtaking panorama from the roof terrace of the office building. This year, about 170 companies and over 600 delegates used the opportunity to gain an insight into the company.

The visitors are always impressed by the large stock of raw material and standard parts, the state-of-the-art production facilities and the structured processes. During the visit, customers can get a first-hand impression of the precise production and final quality control, which is another guarantee for precision and correct dimensions. In addition, customers have the chance to meet their in-house sales contact in person.

Over 130 customer visits during Fakuma 2011

During the Fakuma exhibition in Friedrichshafen, Meusburger, twice a day, offers its business partners the opportunity of visiting the company in Wolfurt. As the distance is short and the transport connection good, many people take this opportunity to round off their visit to the exhibition.

Many guests combine their visit with a short holiday in Vorarlberg with its many and varied tourist attractions. There is something to suit every taste – from skiing and hiking to a visit to the Bregenz Festival, or just some time off to re-energise.

We are happy to help you organise your stay with us.

If you are interested in a guided tour of our facility, please contact:

✉ sales@meusburger.com



A guided tour at Meusburger – a perfect opportunity for customers to get to know the company in greater detail.

Pupils pay Meusburger a visit

Part of Meusburger's policy for attracting young recruits is the close contact to schools and other educational institutions. For this reason, Meusburger is host to over 500 pupils from about 25 schools every year. When they take a tour of the works they are given detailed information about the company, its history and the product range.

"The important contact to future employers is cultivated with excursions, teaching outings and cooperation on projects and dissertations. The instructive tour through the Meusburger facility in Wolfurt was very interesting for us. We were particularly impressed with the high level of automation, the depth of production, the large storage facility for steel and standard parts, and the resulting short delivery times. Many thanks for your kind hospitality."

Prof. DI Josef Stafflinger, Head of Workshops at HTL Vöcklabruck

Close to the customer

Sales office in Istanbul (TR)

Since the autumn of 2011, Meusburger has been represented in the Turkish metropolis Istanbul with a sales office in order to be able to provide its local customers with personal contact and an even better service. At this stage, the local team includes two field sales representatives and one in-house sales person.

"On 15 November 2011 we had the first customer order delivered. Since then we have received regular orders with increasing volumes", comments Guntram Meusburger, Managing Director of Meusburger GmbH & Co KG, on the start-up phase in Istanbul. He considers Turkey to be a very important

market with a high growth potential. Now that the company is represented on the ground, customers can benefit even more.

Outstanding service and extremely short delivery times

Meusburger's comprehensive service and the short delivery times have quickly made the round in the industry.

It goes without saying that Meusburger had a stand at the Mould Eurasia exhibition in Bursa from 10 to 13 May 2012. Many potential customers used the opportunity to get to know the Turkish sales team in person at the Meusburger exhibition stand and to obtain information about new products.



Meusburger has established a sales office in Istanbul (TR) in order to be able to provide optimum service to its local customers.

For contacts please visit
✉ www.meusburger.com

Meusburger now in the US

Experienced member of staff supports office in Charlotte

In order to be able to support its American customers locally, Meusburger also set up a sales office in Charlotte, North Carolina (USA), in the spring of 2012. Iris Winkelbauer-Hölzl, an experienced member of staff, supports the initial stages of setting up the office with her expert knowledge and experience from six years in in-house sales at Meusburger. A report from her before her big step across the ocean:

inForm: What does Meusburger want to achieve by setting up this sales office?

We have already been supplying customers in the US. Customers can now reach us better locally, there is no longer a time delay. We are now in a position to provide an optimum service.

inForm: Why Charlotte, North Carolina?

We chose Charlotte because it is centrally located near the eastern coast. It boasts an international airport with very good connections to and from Europe and is not far from one the largest sea ports in the US (Charleston). In addition, it is an ideal starting point for deliveries

by HGW because all locations in the east of the US can be reached within a day.

inForm: This year, Meusburger was represented at the NPE in Orlando – the largest plastics industry exhibition worldwide – and at the Amerimold in Novi. What has been achieved as a result of taking part in these exhibitions?

We were able to forge valuable contacts and generate a lively interest in Meusburger. Visitors were particularly excited about our change moulds.

inForm: What else has been planned?

Robert Butcher, who has introduced Meusburger in the US and has been working in the field as a freelancer for a year, will continue to look after customers and drive the acquisition of new customers. The recruitment of a further field service employee has already been planned. We want to ensure that, just as in Europe, the ordering process is fast and easy for customers. And of course that they receive

the goods quickly without having trouble with customs formalities."

"IT IS OUR AIM TO ESTABLISH THE MEUSBURGER BRAND IN THE US MARKET AND POSITION OURSELVES CLEARLY AS SUPPLIER OF HIGH-QUALITY METRIC STANDARD PARTS."

Iris Winkelbauer-Hölzl, in-house sales

For contacts please visit
✉ www.meusburger.com



From left to right: Andreas Vogel (Business Development Manager), Iris Winkelbauer-Hölzl (in-house sales), Robert Butcher (field sales) at the NPE in Orlando (USA).



Personal advice in the field Meusburger's field service

Meusburger has a total of 86 field sales representatives in 33 countries who look after customers in the field. They communicate with customers in the local language and live directly in their respective sales area. In close cooperation with the in-house sales department at Vorarlberg they offer outstanding service and swift and competent support.

They are not only in charge of customer care and maintaining contacts but also of providing technical advice and new customer acquisition. New products are presented to customers immediately after their launch so that they can benefit from their advantages in their business straightaway.

Regular training takes place as a matter of course

All of Meusburger's field staff have sales experience and are technically competent. Training in the field of metal working is a prerequisite when applying for a position with Meusburger. Regular training ensures that this competence is continually expanded and refined, also regarding new products and product fields such as punching tool making.

For example, during the field service seminars in the early summer of 2012 at the company headquarters in Wolfurt, training events took place on the subjects of cutting tools, consumables and erosion accessories. These were attended by all of Meusburger's field sales force. Following these sessions,

knowledge of the subject matter was further deepened and applied in simulated customer dialogues.

In addition to the annual field service seminars at the company headquarters in Wolfurt, two regional training events are held every year. This means that all field sales staff take part in at least three training events per year and are therefore very well prepared for looking after their customers competently and with confidence.

"WHAT I LIKE ABOUT MEUSBURGER IS THAT THE COMPANY CONTINUES TO INVEST IN MACHINES AS WELL AS IN ADDITIONAL STAFF. THIS IS IT WHAT THE FAMILY-OWNED COMPANY STANDS FOR AND ENSURES THAT CUSTOMERS ARE COMPREHENSIVELY LOOKED AFTER."

Armin Chiesola, Head of Regional Sales

Taking part in trade exhibitions

It goes without saying that field staff take part in all regional and international trade exhibitions where Meusburger maintains a presence. Sales staff establish contact with customers. This ensures that the Meusburger stand becomes the

meeting point for professionals from all areas of the tool and mould making industry.

Over 10,000 prestigious customers

The importance of sales for the company, and its contribution to achieving the leading position in the market is borne out by the increasing turnover and constantly growing list of customers. Currently Meusburger looks after over 10,000 well-known customers. Long-term customers have been relying on Meusburger and the high quality of its products for over 20 years.

Meusburger's field sales force is divided into five sales regions. Regular training events are organised for field staff to be comprehensively familiarised with new products in mould and punching tool making, cutting tools, consumables and erosion accessories. The training programme is rounded off with practical application training and a CD catalogue workshop in order to ensure that staff can continue to give customers first-class advice.



Meusburger field service for Bulgaria, Croatia, Holland, Poland, Romania, Slovakia, Slovenia, the Czech Republic, Hungary and in-house sales for China and the US.



Meusburger field service for China, Denmark, Great Britain, Poland, Portugal, Romania, Sweden, Serbia, Spain, Turkey, USA and the head of our branch in China.



Meusburger field service for Germany.



Meusburger field service for France and Italy.



Meusburger field service for Germany, Austria and Switzerland.

Ordered today - delivered tomorrow: In Central Europe, orders received before midday will be dispatched on the same day. Due to our long-term cooperation with competent logistics partners it is often possible that standard moulds are delivered to the customer on the next day.



Competent service in every respect

Friendly and prompt processing in many languages

When people at Meusburger talk about sales they don't only mean the almost 90 field staff who keep up the daily contact with the now over 10,000 customers worldwide, but also refer to the 67 in-house sales staff who, together with the field sales force, perform a number of sales duties.

A total of 49 in-house sales staff handle more than 1,000 conversations with customers each day. Organisationally, the in-house sales service is divided into five departments. 20 NORM-DACH staff are responsible for looking after the markets Germany, Austria and Switzerland. Despite the fact that Meusburger has been actively selling in these markets

for almost 30 years, the number of sales staff, both in-house and in the field, is continually being increased. One reason for this is that the number of customers keeps growing and the other reason is that Meusburger endeavours to improve its management of customer accounts.

This growth dynamic is particularly apparent in the department **NORM-FREMD** which now has 25 members of staff who cover all foreign language markets in Europe. But Meusburger's activities extend far beyond Europe: with its sales offices in Turkey, China and the United States, Meusburger is determined to gain a foothold in these important markets as well.

An important part of in-house sales is the **Processing** department. This is where very experienced and technically highly trained staff deal with "customer-specific special processing". The **Administration** department, which includes six members of staff, performs many important tasks, such as recording orders, invoicing, dispatch of catalogues etc.

Likewise, the **Telephone Marketing** department makes an invaluable contribution in terms of managing customer accounts. This department has five employees who support Sales by keeping personal contact with customers and also carry out important tasks by managing customer data.

"THE FACT THAT THE NUMBER OF CUSTOMERS AND TURNOVER IS INCREASING SHOWS CLEARLY THAT MEUSBURGER IS ON THE RIGHT PATH"

René Dobler, Manager of In-House Customer Service

We speak your language

For a long time now, Meusburger has insisted on having in-house native speakers to deal with the

business in and enquiries from foreign-language markets. It started with the French market 20 years ago and now has proven to be successful in all European markets. In Eastern Europe this trend is particularly dynamic. The company has succeeded, within a short space of time, to manage all customer accounts in Eastern Europe with native speakers. Whether you phone from the Czech Republic, Slovakia, Poland, Hungary, Slovenia, Romania, Bulgaria or Serbia – there is somebody at Meusburger who speaks your language! Customers in Western Europe too can count on speaking to somebody who speaks their language.

Some of Meusburger's sales staff operate four or more languages at a high level and thereby reflect the Trans-European principle in an impressive way. Seven highly experienced members of staff with excellent language skills are available for customers in France and Italy. This ensures that customers can always count on a contact in the company who speaks their language.

Meusburger's service policy

One of our strengths lies in finding the best-possible solution in urgent situations. If necessary, the respective staff member will also try to find a non-standard solution; for Meusburger the customers' needs have top priority. All sales staff will always try to respond to each incoming enquiry quickly and competently.

Friendly and swift processing.

In the autumn of 2011, the telephone manner of the sales staff was tested by an independent external telephone marketing company. This confirmed an excellent result for Meusburger's in-house sales: Calls are answered exceptionally quickly, and the response to customer enquiries is above average in terms of competence, friendliness and speed. All callers will directly receive personal attention.

More customers

"Meusburger's standard mould storage facility, which is the largest in Europe, has helped to massively improve the company's performance in recent years. That Meusburger is on the right path is borne out by the fact that the number of customers and turnover is increasing", says René Dobler, Head of In-house Customer Service.

Information

Perfect service does not stop for holidays

Our in-house sales team is happy to take your orders during the Christmas period (except 24 and 31 December); the opening hours are **Monday to Friday 07.30 to 17.00 hours**. Likewise, Meusburger will not close for the holiday period in the summer months. Even on most public holidays a specially established in-house standby service is available to provide a personal response to customer calls.

For detailed information please visit www.meusburger.com



At Meusburger competent and friendly service is a matter of course.



Portraits (from left to right): NORM-DACH in-house customer service: Emine Kurtulus; NORM-FREMD: Tommaso Grusso, Isadora Amann, Barbara Capri, Gabriele Huber, Klara Buryskova, Radmila Lacic, Jana Renggli, Martina Steiger-Ravnik, Sabine Violand; Processing: Klaus Stadelmann; Administration: Anita Albrecht, Sabine Sturn, Sigrid Schwerzler; Telephone Marketing: Susann Lorenz, Evelyn von Gunten. Photo: In-house customer service NORM-DACH: 1st row, from left to right: Helmut Natter, Kerstin Bentele, Claudia Willi, Beate Wuggenig, Stephanie Kitzberger, Madeleine Kitzberger, Magdalena Feßler, Andreas Hammerer, Nicole Raid; 2nd row, from left to right: Tobias Fuchs, Martin Baur, Irene Bechter, Tanja Peter, Melissa Endres, Ramona Schwinger, Daniela Nußbaumer, Sabrina Schmitt, René Schedler; NORM-FREMD: 3rd row, from left to right: Paolo Vignati, Cosmina Chirchner, Sandra Flatschacher, Brigitte Poggioli, Fátima Almeida, Siyka Sönkens, Iveta Garajova, Marzanna Kontny, Iwona Heller, Nicola Pibal; 4th row, from left to right: Primož Železnik, Irene Kurz, Sylvia Uccelli-Hirtz, Marika Kröll-Kooijman, Maria Cs. Tothné-Palkó, Natascha Ólz, Doris Violand, Rebecca Cottey, Károly Nyulas, Christian Fischer; 5th row, from left to right: Processing: Anton Kruijen, Christian Feurle, Otmár Meusburger, Dietmar Selter, Erhard Korunka; Administration: Sandra Eberle, Nicole Ratt, Ramona Aelzenberger, Martina Preuß; Telephone Marketing: Christine Moser, Bernadette Kaufmann, Manuela Mennel; Manager of In-House Customer Service: René Dobler

Success for both partners

Mutual support means a win-win situation

Facts

Bittner Werkzeugbau GmbH
Dörfles-Esbach (D)

Established: 1980
No. of employees: 24
Customers: automotive, utility services, electrical and compressor technology, solar energy, mechanical and plant engineering

www.bittner-werkzeugbau.de

inForms: Mr Bertges, can you please introduce your company to us.
Bittner Werkzeugbau GmbH was founded as a three-man operation in 1980. Now we have 24 employees working in the toolmaking and punching shop.

inForms: What is the company's core competence?
Our strengths are tool design and tool-making, matching tools and the production of serial parts. Bittner components are primarily sold to the automotive industry; they are used in many – mostly German – types of vehicles.

inForms: What are the company's success factors?
We are a family-owned enterprise, which for our customers means long-term reliability, flexibility and a quick response. Our technical abilities are particularly helpful when it comes to complicated tools or punching large series, but also for small and medium-sized batches. Most of our designs are carried out in-house but when capacity is tight we also use external designers, for example the company EasyMold GmbH in Waldsassen.

inForms: How do you select your suppliers?
As far as suppliers are concerned we have a policy of establishing long-term relationships. In those situations the cooperation is based on trust and that is beneficial for both sides.

inForms: Regarding your products - what do your customers appreciate about them?
In spite of our modest size we are a certified company and meet top quality requirements. In the automotive field we are approved as an A series supplier for vehicle components that are safety-relevant and require documentation. In other words crash-relevant parts for which we have to provide evidence of when and of which material they were manufactured and when they were supplied



Thorsten Schmidt (field service, Meusburger), Dr. Florian Bertges (Managing Director, Bittner), Gerhard Krammel (Product Developer, Meusburger)

to the customer. The trend is towards high-strength materials which require a punching process. This means that the tool requirements are quite complex. Starting from the design through to the standard parts used they have to comply with top quality requirements regarding stability under load.

inForms: What is Meusburger's contribution in this process?
The standardised and modular die sets help us to complete tool constructions very quickly. The modules inside the tool contribute to easier repair, faster servicing and adaptation of the tools. We use the Meusburger CD catalogue to check for and use available standard parts during the design. This means that we can concentrate on the most important aspects, i.e. the inside of the modules. We also appreciate the fast delivery of these standard parts.

Over 1,000 customers in the punching tool sector are relying on Meusburger



In 2008, Meusburger made the strategic decision to develop innovative products for punching tool construction and thereby covering the entire tool and mould making industry with its reliable supplies. The primary aim was to offer customers numerous advantages by introducing a higher degree of standardisation for their punching tools.

After a development phase during which customer requirements were the main focus, Meusburger celebrated the extremely successful market launch on the occasion of Euroblech 2010. By now, more than 1,000 customers rely on the excellent and highly competent service provided by Meusburger in the production of standard punching parts.

Customers love the Meusburger quality and short delivery times. In view of the excellent success, the 2012 product portfolio was extended to **30,000 articles** for punching tool construction.

New articles added to the product range include additional die set sizes, hardened blocks for eroding and support elements for punching tool construction.

Meusburger is continuing with its product development programme. Further new and innovative products will be presented at Euroblech 2012. Customers benefit from standardisation – the essential competitive edge in punching tool construction.

For more information visit www.meusburger.com



Departments work together during product development



Visitors flock to the stand at the Stanztec 2012 exhibition in Pforzheim (D)



Gathering of punching tool makers at Meusburger in Wolfurt (A)



Meusburger stand at the 4th Punching Technology Conference 2012 in Dortmund (D)



“Long-term mutual cooperation between customers and suppliers makes it possible to produce competitive and innovative products and services”, is Pöppelmann’s philosophy.



Facts

Albert Polenz GmbH & Co. KG
Döbeln (D)

Established: 1900
1992 reprivatised

Turnover: EUR 3 million

Workforce: 33 + 3 trainees

Tools made per annum: 50

Customers: Automotive, medical

www.polenz-doebeln.de

A leader in plastics processing Top quality supplied by Pöppelmann GmbH & Co. KG

Established in 1949, Pöppelmann is today one of the leading manufacturers in the plastics processing industry; the company operates from five production facilities, has 450 injection moulding machines, deep drawing plants and extruders and employs about 1,600 members of staff. The group of companies supplies customers in over 70 countries. Meusburger is an important partner for them.

In addition to its headquarters in Lohne, the corporation has facilities in France, the USA, the Czech Republic, Spain, Denmark and Great Britain, and today is structured into four business divisions:

- » KAPSTO®: Development and production of plastic protection elements
- » K-TECH®: Development and production of high-precision technical injection moulding parts
- » FAMAC®: Development and production of technical parts and packaging for the food, pharmaceutical and cosmetic industries as well as for medical technology
- » TEKU®: European market leader for flower pots and seedling trays for market gardening

Top precision in its own tool production
A significant advantage for customers is the fact that projects can be turned round very quickly as the company has its own toolmaking facility. In this way, Pöppelmann ensures fast response and a high degree of flexibility in tool modifications and repairs and the production of new tools.

The company has two distinct new tool construction divisions: one focuses on stack moulds for thin-walled articles, the other on modular tools for technical injection mould parts with up to 64 cavities.

Meusburger – a reliable partner
The reasons why the company chose Meusburger as its supplier are the extensive capacity to supply from stock, punctual deliveries, the high quality of the standard parts and the good account management and project advice. The two partners have been cooperating since 2005.

Facts

Pöppelmann GmbH & Co. KG, Lohne (D)

Locations: 5 production facilities

Formation: 1949

Workforce: 1,600

Plastic processing machines: 450

www.poeppelmann.com

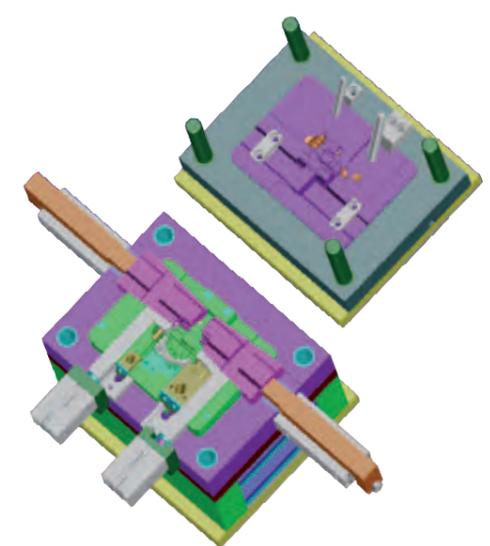


Pöppelmann has its own tool making facility with over 100 highly qualified mould makers and designers.

An expert mould maker Polenz relies on Meusburger

Since its formation in 1900, Albert Polenz GmbH & Co. KG has acquired a deep pool of experience, particularly in the field of cutting and bending tools. Today, the company is one of the ten longest-established mould makers in Germany.

As plastics began to be developed, the company started to produce tools for thermosetting plastics and later plas-tomers in 1928. Its production includes tools for mould making up to a size of 1,000 mm x 1,400 mm (5,000 kg).



Its key to success – qualified members of staff
The company now has 33 members of staff who are very experienced and extremely skilled in all areas of tool and mould making. In response to a customer enquiry they produce an initial concept, the design and finally the finished product.

The company uses state-of-the-art machines for milling and erosion processes as well as others needed for tool and mould making. The partners of Albert Polenz GmbH & Co. KG, such as Pöppelmann GmbH & Co. KG in Lohne, appreciate the company’s precision, quality, reliability and innovation.

Successful cooperation for 20 years
The cooperation with Meusburger has been going since 1992. “Our excellent cooperation is based on the highly consistent quality, ability to deliver and punctual deliveries, as well as the excellent service provided by Meusburger’s in-house and field sales staff”, says Andreas Voigt, Managing Director of Albert Polenz GmbH & Co. KG.



Albert Polenz GmbH & Co. KG in Döbeln



Polenz employs 4 designers

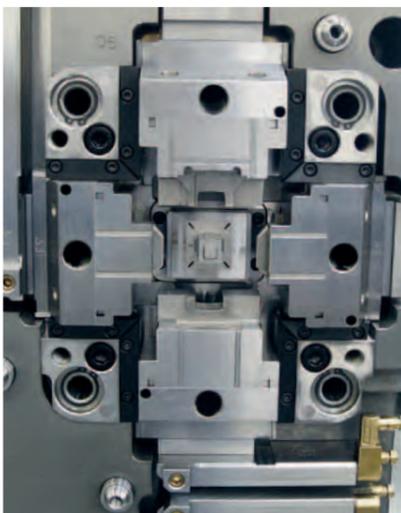


Tool making to high precision standards

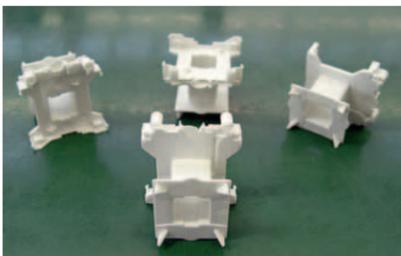


State-of-the-art machines

The Häupler team accepts any challenge



The design and manufacture of injection moulding and punching tools is one of the strengths of Häupler.



The company is a reliable supplier of tools for individual parts and small series.

Providing solutions to tasks and offering customers something special – that is the philosophy of Konrad Häupler Werkzeug- & Formenbau, which dates back to 1938. The tool and mould maker offers injection moulding tools, punching tools as well as devices and non-standard productions, in designs ranging from simple to highly complex, both for the production of individual parts and small series.

The company is located at Nuremberg, works with state-of-the-art equipment and employs about 30 members of staff. It is therefore well placed to fulfil customer requirements on time and in top quality. Its central position and optimum logistics arrangements guarantees fast and prompt delivery.

Customers appreciate high quality and on-time deliveries

The strength of the company lies in the design and manufacture of high-precision injection moulding and punching tools for complicated parts as well as the design and production of non-standard solutions for specific customer requirements.

In order to avoid capacity bottlenecks and benefit from external technologies, Häupler also cooperates with external partners. One of these partner companies is Meusburger. The close and very successful cooperation between the two companies has been in operation for more than ten years. Häupler appreciates Meusburger's high-quality standard parts and relies on the prompt deliveries.

Facts

Häupler Konrad Werkzeug- & Formenbau GmbH & Co. KG
Nuremberg (D)

Formation: 1938
Turnover: about EUR 3 million
Workforce: 30
Tools made per annum: 30
Customers: *Electrical engineering for industrial and automotive applications, automotive components, medical technology, telecommunications, writing utensils, cosmetics*

www.haeupler.de



Facts

Schwan Cosmetics Kunststofftechnik GmbH & Co KG
Weißenburg (D)

Formation: 2009
Workforce: approx. 100
Tools made per annum: 25
Customers: *Cosmetics industry*

www.schwancosmetics.com

Meusburger as long-term partner

Exacting requirements of Schwan Cosmetics Plastics Technology

Schwan Cosmetics Kunststofftechnik GmbH & Co. KG with its workforce of about 100 is a subsidiary of the international Schwan – Stabilo Cosmetics GmbH & Co. KG and has been a Meusburger customer for many years. The company works to order and produces injection moulding components for the cosmetics production of well known international cosmetics companies.

At Weißenburg in Bavaria a new production facility was commissioned at the beginning of 2009. In recent years, the company has developed into a competence centre for injection moulding of highly precise plastic components.

The production facility also includes a capable mould making arm, a colour laboratory for plastics and a process technology group which provides worldwide services for the Schwan-STABILO group.

Strict requirements regarding homogeneity and precision

The mould making department of Schwan Cosmetics Kunststofftechnik is specialised in high-precision injection

moulding tools with a long service life. As partner of a worldwide active company, Schwan produces high-quality injection moulding tools in single and multiple component technology. The precisely manufactured parts involve a number of different manufacturing technologies and guarantee top quality and reliability,

"THE HIGH QUALITY OF OUR PRODUCTS FORCES US TO APPLY EQUALLY HIGH STANDARDS IN THE SELECTION OF OUR SUPPLIERS."

Günter Lurz, Managing Director
Schwan Cosmetics Kunststofftechnik

also for the most difficult geometries. The company produces both one-off tools for sample production and tools for series of up to 64.

Many years of good cooperation

Quality, flexibility and reliability – these are characteristics Schwan Cosmetics Kunststofftechnik appreciates in its cooperation with Meusburger; these are also the reasons why the company continues to favour Meusburger with its custom.



Schwan Cosmetics produces injection moulding components for the cosmetics production of well known international cosmetics companies.



A report from Manchester (GB) Kavia Tooling – successful with the H 1000 clamping system

Kavia Tooling Ltd. from Manchester (GB) has been using Meusburger's H 1000 clamping system for years. The company is specialised in the manufacture of injection moulding tools and manages a wide range of customer accounts in the industry.

With the help of Meusburger's high-quality standard moulds and the H 1000 clamping systems the company was able to significantly increase its productivity.

A total of eleven H 1000 clamping systems

Managing Director Chris Cole explains: "It is about ten years ago that we introduced Meusburger moulding equipment and plates as standard. We use a total of eleven H 1000 clamping systems for the processing of our cavities. The five Hurco CNC vertical machining centres in our workshop, which work with speeds of up to 15,000 rpm, are each fitted with two plates and we use one on the die sinking EDM machine."

With the help of the H 1000 clamping system it is possible to clamp cavity plates measuring from 96 x 96 mm up to 596 x 796 mm. The plates are aligned and clamped where it is important for the tool - i.e. in the guiding bores. This saves time and the machinist can be sure that the cavity plates are clamped with repeat accuracy and are correctly machined. This makes it possible to avoid errors,

which can occur through incorrect alignment. In addition, it is possible to simplify programming because the machine's zero position always remains the same.

Chris Cole continues with his explanation: "The H 1000 system optimises all machining processes and increases our productivity with each order due to the time we save in setting up the machines. If needed, we can transport every job directly from the milling process to the electric discharge machining station. This is a competitive market and the H 1000 plates help us to remain competitive in this sector."

Facts

Kavia Tooling Ltd.
Todmorden, Lancashire (GB)

Formation: 2006
Workforce: 8
Tools made per annum: 100
Customers: Electronics, electrical and medical technology, packaging, household products, automotive products

www.kaviatooling.com

Information

The solution is simple and efficient
The H 1000 clamping system makes it possible to clamp steel plates with repeat precision in the μ range. How it works is quickly explained: The plates are set using the guiding bores of the H 1000 and thereby positioned and aligned in the middle. There is no longer a need for regularly aligning the plates, so the machinist's work is easier and the process is more efficient. When clamping standard F parts with expanding rings the interfering contour is reduced to the contours of the workpiece. That significantly simplifies the programming of the work and minimises the risk of a collision. The entire surface of the split line faces of the cavity plates is accessible for processing.

Quick modifications are possible
The H 1000 clamping system is used to clamp the plate quickly and then rework can be carried out. Marking the reference side is superfluous because all plates are always aligned and clamped using the guiding bores.

For more information visit:
www.meusburger.com/H1000

- » Extensive range of high-performance lubricants for all applications
- » Cleaning agents for cleaning your tools fast and effectively
- » Preservers for reliable corrosion protection



Consumables



- » High-quality milling cutters, drills, threading tools and reamers
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- » Now available from stock

Cutting tools

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- » Numerous combination options for fast and easy tool installation
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- » Electrode blanks in copper and graphite
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- » For repair and installation work on die casting, injection moulding and punching tools
- » Unrestricted mobility of both mould halves without any need to exert force
- » Rugged construction with high load carrying capacity
- » Safety and protection for personnel and tools



Air-cushioned assembly table



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Ordering made easy

Always up to date with digital media

Four times a year, customers receive free updates of the Meusburger CD catalogue to introduce new products and functions. The automatic update function ensures that users always have the latest software and do not miss out on new products. Customers can also refer to the online catalogue, which is always up to date.

Ordering made easy with the Meusburger CD and online catalogue

» CAD export of all 58,000 catalogue articles

Regular updates

With the latest updates, numerous new important features offering many advantages to customers were included:

- » Another standard mould wizard helps to make sliding core moulds in a fast and easy way, similar to the process used in standard moulds.
- » With all wizards, marked plates are highlighted in the visualisation, which helps with identification and allocation.
- » It is also now possible to calculate ready-drilled thermal insulation boards and NF inserts automatically, as with other inserts.
- » A new confirmation prompt ensures that an order is not sent twice by mistake.
- » In addition, it is now possible to edit the number of items directly in the shopping basket.



- » Fully automatic calculation of ancillaries
- » Standard mould wizard
- » Parts list import using Microsoft Excel
- » Shopping basket with price display
- » Convenient full-text search

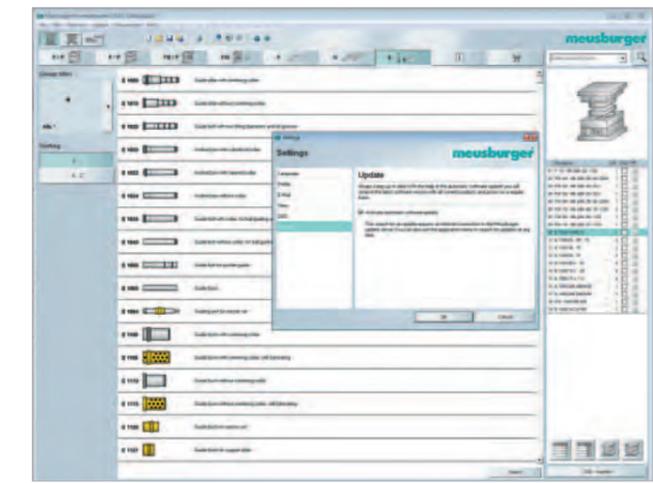
» Automatic update function

... and all that in 16 languages

» Install now and benefit from the numerous advantages

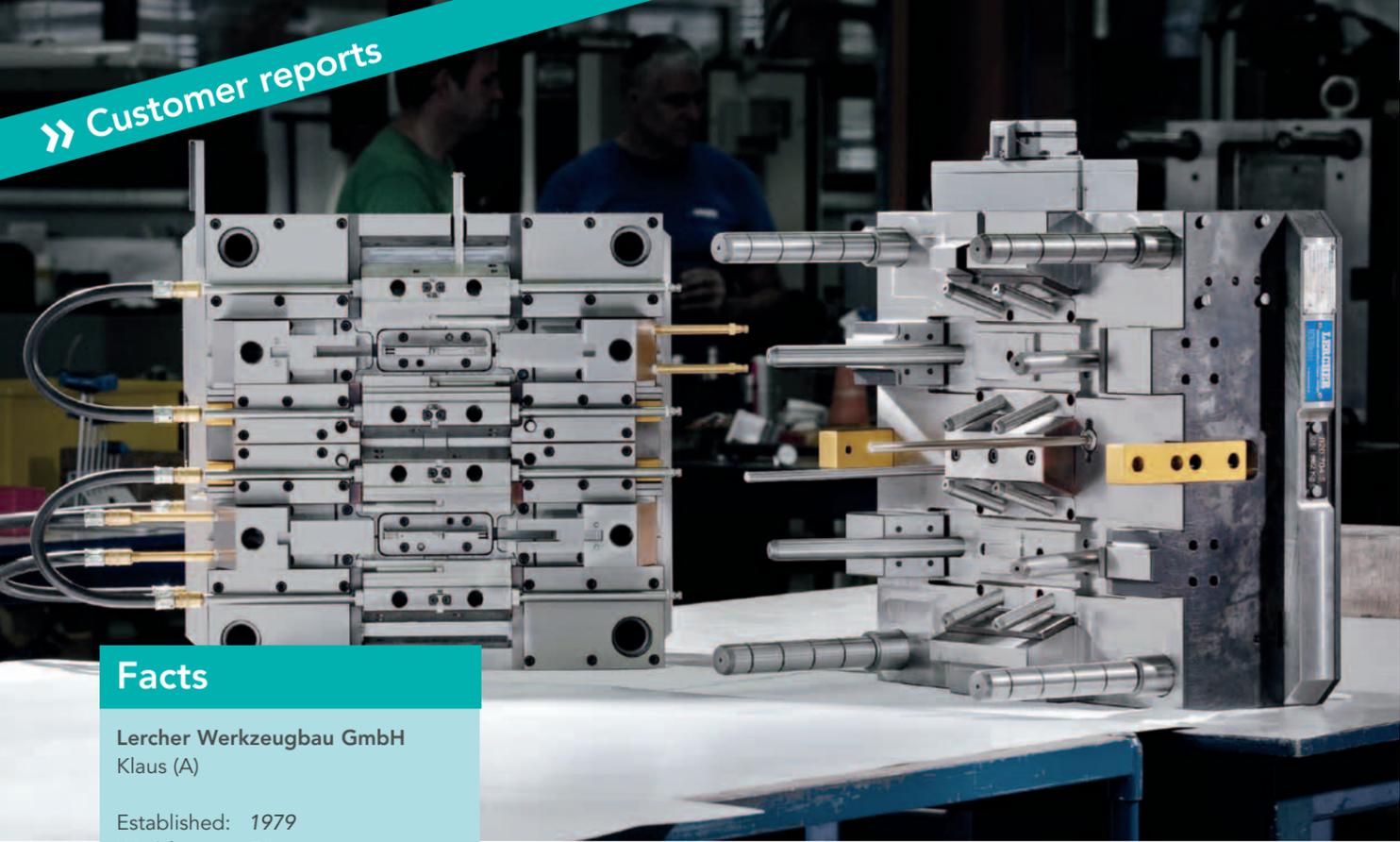
The Meusburger CD and online catalogue speaks your language.

Two more European languages, Dutch and Bulgarian, have been added to the 14 existing catalogue languages, i.e. German, English, French, Italian, Spanish, Portuguese, Polish, Czech, Hungarian, Romanian, Slovenian, Russian, Turkish and Chinese.



Meusburger's automatic update function of the CD catalogue ensures that users always have the latest software and do not miss out on new products.

» Order now from our online catalogue www.meusburger.com



Facts

Lercher Werkzeugbau GmbH
Klaus (A)

Established: 1979
Workforce: 70
Capacity:
(tools per annum): approx. 52
Customers: Automotive, medical, renewable energy, sports articles, textiles, fittings, light fittings

www.lercher.at

Technically sophisticated Precision tools made by Lercher

Since 1979, Lercher Werkzeugbau GmbH is one of the leading companies in tool and mould making with plastic injection moulding. The company produces precision tools for plastic injection moulded parts for customers in a wide range of industries working from CAD design through to in-house production of the plastic parts on its own injection moulding machines.

in Form: What is the effect of Meusburger's standardised products on your entire process chain?
We primarily use the standard parts and P-plates. The reliably short delivery times make it possible for us to make savings from start to finish of the work and thus to keep the costs down as far as possible.

in Form: Mr Lercher, what are your requirements for standard moulds and what is the average service life of a mould?

The tools we produce are mostly for technically demanding parts for high-tech mass production. Furthermore, these injection moulding tools may be used for up to 20 years. That means that they are exposed to very high wear. In order to be able to guarantee the product's long service life we have to choose the best possible materials.

in Form: You use Meusburger's sliding core moulds. What are the advantages for you?
Sliding core moulds that are fully functional reduce the throughput time. With prototype tools especially it is important to produce a tool fast and with low costs. We fully rely on our partnership with Meusburger, which has existed for over 30 years. For this reason and because of the good price/performance ratio and the outstanding quality we purchase our fully finished sliding core moulds from Meusburger.



"Only highly qualified staff with an interest in their field of work can guarantee a healthy and sustainable development of our company", explains Dominik Lercher.



Lercher continues to invest in the training of its skilled workforce and in modern facilities.



» Customer reports

"IN SPITE OF ITS SIZE, MEUSBURGER HAS, UNLIKE MANY OF ITS COMPETITORS, RETAINED THE VALUES OF A FAMILY-OWNED COMPANY"
 Peter Buxbaum, Managing Director, MMS

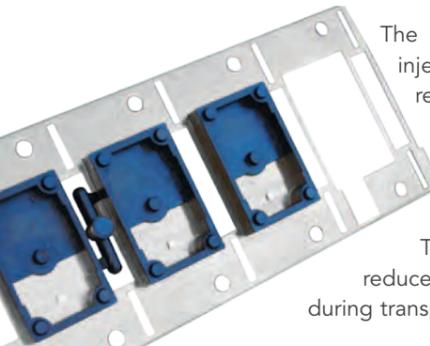
Innovative solutions for hybrid parts MMS obtains both components from one supplier

Modular Molding Systems – MMS in short – was founded by Peter Buxbaum in 2008. Based on SBT Stanzbiege-technik's modular machine systems it is possible, with the patented MMS injection moulding modules, to produce hybrid components made of metal and plastic in just one process cycle.

MMS offers customers expertise from all fields of punching technology, injection moulding, and assembly and welding technology, all from one supplier. The special advantage of the MMS hybrid system is that all technologies are precisely matched to work together. The different technologies, such as punching, bending, welding, insert moulding and assembling are clearly assigned to the respective modules. This means that machines can be assembled using the required modules, providing maximum flexibility for future products.

New since 2012: round-table injection moulding modules
 From this year, MMS is offering special round-table injection moulding modules (RT modules). With these modules, metal parts can be bent in punching and bending modules directly at the station and can also be inserted and moulded as individual parts.

Requirements for standard parts
 MMS has standardised the technologies in modules and therefore uses standard parts also for components. This ensures that parts are 100% replaceable. MMS has developed a specific standard for these tools which is made up of Meusburger mould plates and standard parts. Furthermore, MMS also uses Meusburger standard parts and P-plates for its modules. "We appreciate the vast range and high quality of Meusburger's standard moulds and punching tool components, as well as the friendly cooperation and competent advice", says Managing Director Peter Buxbaum.



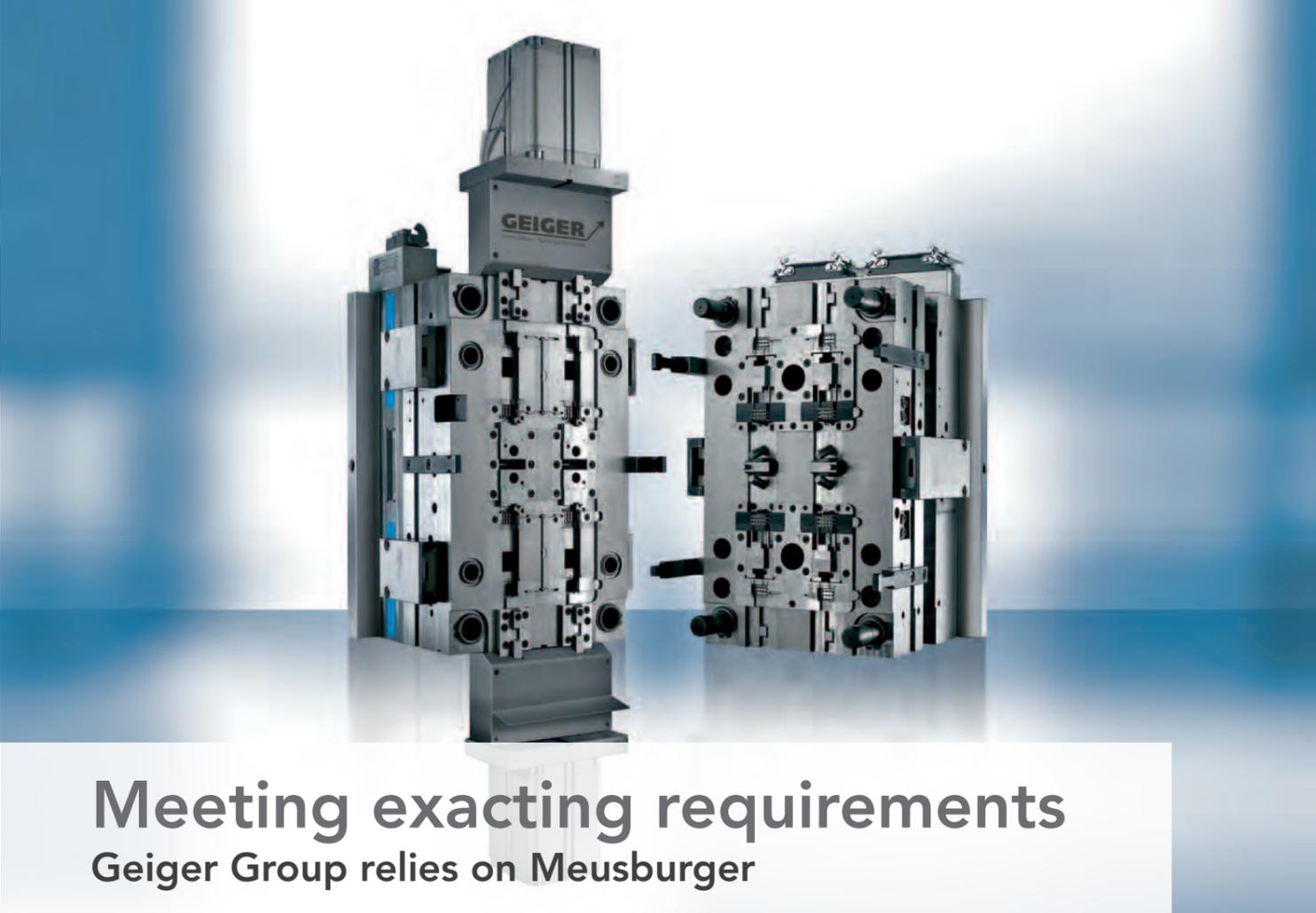
The special feature of the MMS injection moulding modules for reel-to-reel moulding is the double closing movement, which means that the material is transported through the system in one plane. This increases output and reduces the risk of parts deforming during transport to a minimum.

Facts

MMS Modular Molding Systems GmbH & Co KG
 Wöllersdorf (A)

Formation: 2008
 Export share: 90%
 Customers: electrical/electronics industry, automotive

www.mms-technology.com



Meeting exacting requirements Geiger Group relies on Meusburger

Geiger Group has been enjoying an excellent reputation with its international customers as supplier of high-precision injection moulds and plastic parts for sectors such as the automotive, medical technology and electrical engineering industries for over 50 years.

As international industry partner the company develops and produces high-precision injection moulding tools, technical plastic parts and high-quality components.

Comprehensive services
 In 1961, Geiger Group was formed in Nuremberg as a mould making company. Today, the group covers the entire process chain from design optimisation to mould making and injection moulding through to component assembly and final testing of the finished product.

Advantages of using Inmold assembly
 In the last 50 years, Geiger Group has managed to find many new solutions for this industry. One example is the Inmold assembly process in which two

parts are fitted together during the injection moulding process. This assembly method saves an additional process step and, above all, time and money.

The market and customers have exacting requirements which have to be met by Geiger Group. This means that the group also needs suppliers which can meet these requirements. What matters most is consistently high quality, competent advice and reliability. It is now many years ago that Geiger Group found Meusburger to be a capable partner.



Example from the area of transfer injection

Facts

Geiger Group
 Nuremberg and Hilpoltstein (D)

Established: 1961
 Workforce: approx. 190
 Turnover: EUR 20 million (2011)
 Tools made per annum: approx. 60 new tools

Customers: automotive, electronics, medical technology, audiological applications

www.geiger-gruppe.de



Facts

Hörl Kunststofftechnik GmbH & Co. KG
Laufen (D)

Formation: 1991
Turnover: approx. EUR 15 million
Workforce: 115
Tools made per annum: approx. 50
Customers: automotive industry, telecommunications, medical technology and packaging industry

www.hoerl.de

Relying on FW change moulds

Hörl Kunststofftechnik confirms efficiency



Hörl Kunststofftechnik GmbH & Co. KG produces high-precision plastic parts for technical applications and complex injection moulding tools with a high number of cavities. Hörl has been relying on Meusburger since 1999, and since April 2011 the company also successfully uses Meusburger FW change moulds for fast production of small series and prototypes. Hörl particularly appreciates the fast delivery and high quality of the products.

inForms: Mr. Heinl, please tell us about Hörl Kunststofftechnik and its main focus.

As a specialist for plastics technology we offer a wide range of services: from advice on component geometry to the selection of the plastic material through to the design and in-house production of tools with subsequent injection moulding production, from small series through to large-series production. We specialise in the manufacture of precision housings and plastic



components for plug connectors in the automotive and telecommunications industry.

inForms: What, in your opinion, makes a good standard part supplier?

Good availability, top quality and fast delivery. What matters most for designers is a large selection of standard parts, clear presentation in the catalogue and the possibility of downloading data into a CAD system without problems.

inForms: What persuaded you to opt for change moulds from Meusburger?

Because we work with tight tolerances in our products, we need an uncomplicated and yet highly precise and repeatable change-over mechanism. Due to its closed mould frame, Meusburger's change mould is extremely rugged and stable. The change mould is made of corrosion-resistant steel and the positioning wedges make it possible to change inserts in a very straightforward manner. With the Meusburger ejector set coupling it is possible to change inserts in the injection machine, which significantly reduces downtimes. With the help of the CAD data provided, a new design can be produced very quickly. Another advantage is the exchangeability of all plates.

inForms: What are the special features of products made by Meusburger?

We particularly appreciate the consistent quality of Meusburger's products, which is achieved through the in-house production of many products and through the use of quality steel that has been heat-treated for stress relief. Furthermore the expert advice we receive from well qualified in-house and field staff is very helpful.

How to produce a set of grill cutlery

A project by Biedenkopf Vocational Training College

The product designers at Biedenkopf Vocational Training College were given the task to develop a set of plastic cutlery – consisting of knife, fork and spoon – and to design the tools for making it. The client was Formenbau Krug GmbH in Breidenbach, Germany.

In this project, the five groups of students had to work to very detailed instructions. The client's requirements document specified that production costs and cycle times had to be taken into account. It also defined the injection moulding process and included the applicable regulations for the prevention of accidents. But in spite of all these restricting parameters, the students were allowed to use their creativity. With the help of a 3D printer it was possible to produce sample models and present them to the Krug jury in November 2010. It was the winning team's sensational design that appealed most to the jury. To match

the design, the set, which is made of dishwasher-proof PC (polycarbonate), was named "ficelle" (French for a type of bread).

In the next step, the students designed the injection mould, based on a standard mould by Meusburger. When the design had been completed, the data was handed over to Formenbau Krug GmbH and the material and standard parts were ordered from Meusburger as sponsor for this project.

The trainee tool makers at Formenbau Krug GmbH were asked to produce the production plan. They produced the tool themselves and managed the project through to serial production readiness, including the time schedule and production planning.

After the first production series, the students were invited to witness the injection moulding process on location. Everyone was given a prototype of his invention.



The positive upshot of this was that the set is now produced in series and can be purchased at www.ficelle.de



Fascinating insights

Visit at Dillinger Hütte GTS metal works

25 Meusburger members of staff made the trip to Dillinger Hütte GTS in Germany in mid-April. They were warmly welcomed by the local team and given fascinating insights into the works.

To start with, the visitors were given an overview of the company's history. Then the range of steels for tool and mould making was introduced. The company provided information on the manufacturing processes and properties of mould steel as well as the current market situation for steel plate.

The day ended with an invitation to dinner and many interesting conversations on the day's topics at Dillinger Hütte GTS's guesthouse.

The heart of production
On the second day the eagerly anticipated works tour took place. The tour went from the raw iron production at the blast furnace to the steelworks. There the liquid raw iron passes through several steps to produce top quality steel. In the rolling mills the visitors were given the opportunity to watch the production

of semi-finished and finished products. They obtained a very good overview of the steel plate production process. What was particularly impressive was the enormous size of the blast furnaces, continuous casting and rolling plant.

All in all, it was a very interesting and informative excursion.



25 members of staff from the departments Sales, Cost Calculation, Process Planning, Telephone Marketing, Support and Purchasing were invited to Dillinger Hütte GTS.



Vorarlberg Between Lake Constance and the Alps

In the far west of Austria, between Lake Constance and the Alps, lies the Federal State of Vorarlberg. The State is well known for the stimulating combination of top-drawer cultural events and impressive natural scenery. About two thirds of Vorarlberg is higher than 1,000 m above sea level. With its area of 2,600 km² it is four times the size of Vienna and about the same size as the Grand Duchy of Luxembourg. However, in the perception of Vorarlberg's residents, the area open to them for their livelihood and leisure activities is much larger and extends into the neighbouring countries of Germany, Switzerland and the Principality of Liechtenstein. Lake Constance in particular, which is bordered by numerous interesting towns and villages, is seen as a shared asset for everybody to enjoy and benefit from.

Six holiday regions

Two impressive alpine valleys, Brandnertal and Klostertal, and the alpine town of Bludenz form the alpine region of Bludenz which is particularly popular with families and golfers. "Using nature without damaging it" is the philosophy in the Großes Walsertal biosphere park. The Arlberg mountain's reputation, with Lech, Zürs,

Stuben and Klösterle on the Vorarlberg side, is legendary. The Bodensee-Vorarlberg region is ideally placed for excursions to the Lake Constance area and is a popular location for conferences. The Bregenzerwald is famous for its mountain cheese and the mixture of traditional and modern architecture. Walkers often head for the Kleinwalsertal valley, which – if you want to go by road – can be accessed via Germany only. In the south of Vorarlberg lies the Montafon valley with the State's highest peak, the Piz Buin (3,312 m).

Vorarlberg's culture

The culturally-minded atmosphere in Vorarlberg is tangible. Numerous top cultural events prove the point time and again.

Particularly prominent is the Bregenz Festival which has been in existence since 1946. It is not only the spectacular stage set design and the music that impress during the Lake Performances: every night Lake Constance provides a very special and changeable backdrop as the mood of the weather changes. In the last two years, Umberto Giordano's opera "André Chénier" was on show at the Stage on the Lake. In 2013 and 2014, The Magic Flute by Wolfgang Amadeus Mozart will be performed.

Perfect infrastructure also in winter

Vorarlberg also offers excellent facilities for skiers and snowboarders. Many of the skiing regions have areas located at 1,400 to 2,400 metres above sea level where snow is guaranteed. There are many places where one can enjoy beautiful views over the distant mountains. The ski resorts around Lech/Zürs am Arlberg and in the Montafon valley have attracted international attention. But winter sports enthusiasts can also find excellently prepared pistes, cross-country ski runs and winter footpaths away from these centres – and encounter picturesque villages and a warm welcome from their hosts as well.

www.vorarlberg.travel

Why not pay us a visit in this wonderful landscape – either in summer or in winter. It is worth a journey!



Breathtaking view of Lech am Arlberg (A).



For Meusburger in China Kerstin Hämmerle enjoying life there

Since November 2011, Kerstin Hämmerle has been seconded by Meusburger for two years to China where she helps to forge the link between the production facility at Wolfurt and the local sales office.

in Form s: Kerstin, what is your main task in China?

I support the six members of the local team with all my knowledge and experience from my time in In-house customer service at Wolfurt. An important part of that is networking, i.e. finding out and making contacts and relationships between European and Chinese companies. I visit customers and also represent Meusburger at trade exhibitions here in China.

in Form s: What motivated you to take on this task?

I enjoy travelling and am interested in other countries and cultures. And I had always wanted to spend some time working abroad.

in Form s: What do you appreciate most?

Above all the mutual support and openness

between expats. I really enjoy going out with my international friends as well as travelling and doing sports.

in Form s: Your partner still lives in Vorarlberg – how does it work out with you both being so far apart?

I was waiting for that question (laughs). I recently read a beautiful saying: "Distance is of no significance. Being close to each other is a matter of the heart." And then there is also Skype and WhatsApp.

in Form s: What about your daily routine in China?

Daily routine? Here in China there is no daily routine for me. Each day is different and brings new challenges and learning. I am often just occupied with reports and controlling tasks. On other days I may be speaking with my European contacts to exchange news and customer information. And then I may spend the whole day on a guided tour of some customer's works and try to help them with their concerns.

Work and study An example of learning while also working



To complete his degree course in Business Economics, René Schedler will have to do a Bachelor thesis, which he hopes to focus on a subject relating to his work at Meusburger.

It is often the case that further education cannot be embarked on unless the employer provides comprehensive support. Meusburger explains the situation citing the example of René Schedler. He works in the In-house Sales Department and tells us about work and study:

in Form s: René, what motivated you to undertake your studies?

I started as a trainee at Meusburger in Wolfurt in March 2008. I finally ended up in the In-house Sales department. After three intensive working years I decided to opt for further education. For me this was only possible in the form of studying while also keeping my job.

What makes Meusburger special is the nice working atmosphere. I did not want to forego that. And I appreciate the chance to grow with new challenges and to develop further

within the company. The degree course in Business Economics at Liechtenstein University is exactly right for me.

in Form s: How can you combine that with keeping up your work?

To do the studies I have to be very flexible with my time. I can only manage that with the support from Meusburger; the company allows me to work part-time and be flexible in my hours.

in Form s: What advantages do you see in a work and study qualification?

On the one hand, the practical experience I have gained helps me to better understand the theory. On the other hand, the theoretical models support my understanding of the processes in the company and economy generally. For that reason I would strongly recommend the work and study route.



Sports activities Meusburger staff keep on running

Lake Constance women's run

The 2012 running season started with the women's run in Bregenz which has developed into a major event within a short space of time. The weather was great and there were about 3,500 women runners – more than ever before. Meusburger was also part of it – with a

team of eleven. The fastest runner of the team, Evi Steurer, took 23:39 minutes for the five kilometres long distance which meant that she came 14th in her age group and 104th overall. "The challenge appealed to me and the training was just a lot of fun", commented the team winner.

7th Wolfurt 'Hour Run'

1,200 runners took part in this year's Wolfurt 'Hour Run' on 24 June which was watched by nearly 4,000 spectators. The objective of each participant was to run as many rounds as possible within one hour. There was a reward by a private or corporate sponsor for each completed



round. All runners took part in support of the following good cause: the money raised was for Edwin Violand from Wolfurt, a father of two children who is wheelchair-bound as the result of an accident at work. There were 148 runners from Meusburger who together clocked up respectable 1,186 rounds. **We would like to express our heartfelt thanks to all participants.**

Jannersee Triathlon in Vorarlberg

The 19th Jannersee Triathlon took place in Lauterach, Vorarlberg on 19 August 2012. Again this competition was very popular, with participants coming from inside and outside the region. A total of over 400 competitors from several countries took part, including numerous club and corporate teams. As in previous years, Meusburger also took part and fielded four teams. Each competitor completed part of the course (400 m swimming, 16 km cycling or 4 km running). The overall time determined the winning team. After an exciting relay run, Meusburger's men's teams achieved places 15, 16 and 29, the ladies' team place 11. In the individual placements, Christian

Feurle (running) and Roman Giesinger (cycling) did well in achieving places 10 and 11. The spectator crowd cheered and applauded the competitors.

Bregenzerwald Run "vo Mello bis ge Schoppornou"!

For the first time in its history, the Meusburger training workshop fielded a running team in the traditional Bregenzerwald Run from Mellau to Schoppornau. A total of about 1,500 runners reported for the event which took place on 14 July 2012. The course covers 13.2 km along the beautifully maintained cycle track from the Mellau village centre to Franz-Michael-Feldersaal in Schoppornau. The line-up included six apprentices and six trainers from Meusburger. Unfortunately, one apprentice injured himself and had to abandon the race, but all others finished with sensational times and achieved second place in the team trial behind the Doppelmayer team.

We congratulate all runners on their exceptional achievement.

Vorarlberg cycling competition Cycling employees are healthy employees

Over 10,000 participants and nearly 6.8 million (!) cycled kilometres are the impressive result of this year's cycling competition in Vorarlberg. Anybody who had covered at least 100 km by bicycle between 24 March and 10 September 2012 was entered into a draw for attractive prizes.

The aim of this sporty competition was to motivate Vorarlberg's residents to use the bicycle rather than the car, especially for shorter distances. Participants had to record their cycled kilometres. All trips counted, whether they were journeys to work or leisure activities.

24 Meusburger employees took part in the competition. Many of them also used the bicycle for their journeys to and from work. Meusburger's cyclists achieved an average of 1,000 kilometres. However, the emphasis was more on personal health and quality of life rather than on top sports performances.

"I have been an enthusiastic bicycle commuter for over 25 years. A bicycle is the ideal means of transport for medium distances: you can't beat it on price, it is good for your health, you are closer to nature and it's simply fun. Even the employer benefits from the better performance of staff as well as the fact that they are never late because they are in a traffic jam", muses Dietmar Selter, **Processing** department, who uses his bicycle for the journey to work (46 kilometres) almost every day.



Did you know that...

...47 % of all car journeys in Vorarlberg are shorter than 5 km? ...the risk of being caught by rain is less than 4 %? ...the bicycle is often the fastest and cheapest means of transport in built-up areas? ...regular cycling reduces the risk of a heart attack by 50 %? ...Cycling is one more step towards achieving national energy autonomy?

Daily cycling strengthens:

- 10 min: muscles, blood circulation, joints
- 20 min: the immune system
- 30 min: the heart function
- 40 min: endurance
- 50 min: (fat) metabolism
- 60 min: body weight, physical appearance
- from 60 min: well-being, stress relief



Meusburger Inside

Events, long-serving staff, the new generation

Tennis Open, 2011

Every autumn, Meusburger organises a tennis tournament. Partners and opponents in the singles and doubles are drawn by lot. 16 tennis buffs and many spectators came together at Club Riefensberg where Meusburger's eldest retiree, Norbert Geiger, and his wife provided hospitality through to the evening.

"Preisjassen", 2011

"Jassen", a popular card game in Vorarlberg, has many fans at Meusburger and 136 of them took part in this year's competition. After two rounds and a maximum number of 968 tricks, the three winners Manuel Dorner, Fredi Wagner and Friedl Staudacher were able to claim their prize hampers.

Christmas party, 2011

As every year, the Christmas party started with a look back over the last business year in a speech by Guntram Meusburger. Once tributes had been paid to the long-serving members of staff, the retirees, those that had completed their apprenticeship and the master candidates, the buffet was opened. With excellent food and well chosen music the evening was a great success.

Winter sports, 2012

At the beginning of the year, 34 cross-country fans took part in air rifle and coordination exercises led by two biathlon trainers at the Nordic sports park in Sulzberg. They braved extreme

snow fall and icy winds.

Fortunately, the weather was much better at the **ski race** in Sibratsgfall which attracted 54 skiers and snowboarders. The first ones to cross the finishing line were Sandra Eberle for the ladies and Alexander Hammerer for the men. Paolo Vignati won the snowboarder's race.

At the **skiing day** in Warth the weather conditions for the 72 participants were fantastic. With beautiful sunshine and exquisite snow conditions, everybody stayed on the piste until the last possible ride up the mountain.

Ice hockey match, 2012

23 Meusburger employees came together for an ice hockey match at the Alberschwende ice rink. They were noisily

supported by the fans. At the "Käsknöpfle" party in the club house afterwards there was plenty of time to discuss the losers and the winners.

Football matches in 2012

Meusburger's football team made sure that the football season was yet again exciting. For several years now, football teams from some nearby companies have been meeting for matches, which are organised by Thomas Klocker and Thomas Natter. Meusburger's team "Vorschub Meusburger" was at his best. Against the Haberkorn team they were able to secure victory with a convincing score of 5:2. In the Vorarlberg Companies Cup the team achieved a sensational 2nd place out of 28.

Mountainbike weekend in Liguria, 2012

In June, 22 Meusburger mountainbikers started their outing at the Ligurian coast. Every participant managed a total of 2,850 vertical metres and about 150 kilometres in three tours around Finale Ligure (IT). The weather was perfect so that the riders could enjoy the wonderful views on their descents and could even relax at the beach afterwards. The Italian cuisine and excellent wine meant that the evenings were a fitting end to the great days.

Summer cycling outing, 2012

In June, Meusburger's 40 km cycling outing started in Wolfurt and went via Lustenau, Höchst and Gaißau to Hard and the Fischerheim at the Schleienlöcher lakes. After a short break, the 33-rider-strong troupe went on to the Möcklebur inn where they refreshed themselves with some hearty cold meat platter.

Motorbike excursion to South Tyrol, 2012

The first weekend in July was again the date when the Meusburger bikers came out in force. The first tour (190 km) led via Bregenzwald, the Lechtal valley, the Ötztal valley and the Timmelsjoch to Leifers. On the second day, the 230 km-long tour led up and down, over about ten picturesque passes in the Dolomites.

Congratulations

Births

- Lisa, born 15.08.2011, daughter of Christof Angerer and Conny Schuchter
- Florina, born 29.09.2011, daughter of Guntram Meusburger and Julia Rogger
- Nora Katharina, born 21.10.2011, daughter of Kai Schöll and Sonja Wilfling
- Lukas, born 12.11.2011, son of Petra and Alexander Günther
- Tobias, born 16.11.2011, son of Norman and Simone Jussel
- Livia, born 15.12.2011, daughter of Daniel and Anita Fink
- Theo, born 17.01.2012, son of Gerd Vögel and Marianne Schmidler-Vögel
- Chiara & Sebastian, born 27.02.2012, twins of Patrick Prehofer and Manuela Prehofer-Washington
- Mia, born 13.03.2012, daughter of Manuel and Sabrina Dorner
- Sarah Marie, born 16.03.2012, daughter of Christoph Fink and Kathrin Zehentner
- Lennard, born 16.03.2012, son of Daniel Kessler and Beate Eppler
- Maximilian, born 25.04.2012, son of Daniel and Manuela Fuchs
- Clemens, born 09.05.2012, son of Dietmar and Marina Troy
- Leon, born 19.05.2012, son of Markus and Melanie Heim
- Jakob, born 23.06.2012, son of Daniel and Daniela Geiger
- Amelie Zoé, born 27.06.2012, daughter of Markus Albrecht and Sylvia König
- Anna Maria, born 10.07.2012, daughter of Marcin Kupidura and Anna Jasinska
- Tina, born 14.07.2012, daughter of Ewald and Marina Heidegger
- Marie, born 09.08.2012, daughter of Mario and Michaela Kitzmantel
- Johanna, born 13.08.2012, daughter of Christian and Elisabeth Kempf
- Dennis Philipp, born 15.08.2012, son of Cleidir and Etienne Maria Krack
- Ida, born 27.08.2012, daughter of Marcus Türk and Wiebke Wesemann
- Delila, born 29.08.2012, daughter of Miroslav and Marija Radosavljevic



Georg Meusburger with his grandchildren Florina and Marius

Weddings

- Andreas Sutter and Elvira Oswald, March 2012
- Ewald and Marina Heidegger, March 2012
- Mario Amann and Sabine Bereuter, April 2012
- Christian Ludwig and Mirjam Rinn, May 2012
- Jana Kasparova and Mark Renggli, June 2012
- Gilles Rueff and Charlotte Pescheux, June 2012
- Benjamin Nagel and Sandra Mattle, July 2012

Length of service celebrations 08/2011-08/2012

Reinhard Mäser, Work Preparation	40 years
Peter Dorner, Milling	25 years
Gerhard Lenz, Control	25 years
Christoph Fink, Maintenance	10 years
René Dobler, Head of In-house customer service	10 years
Frank Steurer, Cutting Workshop	10 years
Gertrude Krenn, Navision	10 years
Hermann Muxel, Cutting Workshop	10 years
Matthias Salzger, Cutting Workshop	10 years
Markus Beer, Milling	10 years
Andreas Muxel, Milling	10 years
Thomas Heidegger, Grinding	10 years

Retirement

- Ernest Zapf, Field Service
- Walter Metzler, Control



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