

**meusburger®**

The newspaper for customers, partners and staff

# in **Form**s



## **FW-Change moulds**

High quality confirmed by the market

## **Meusburger's CD catalogue**

Free standard parts configurator

## **A completely different world**

Aid project in Tanzania's bush

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**meusburger.com**

# Investing in the future

## Professional training at Meusburger

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### Market



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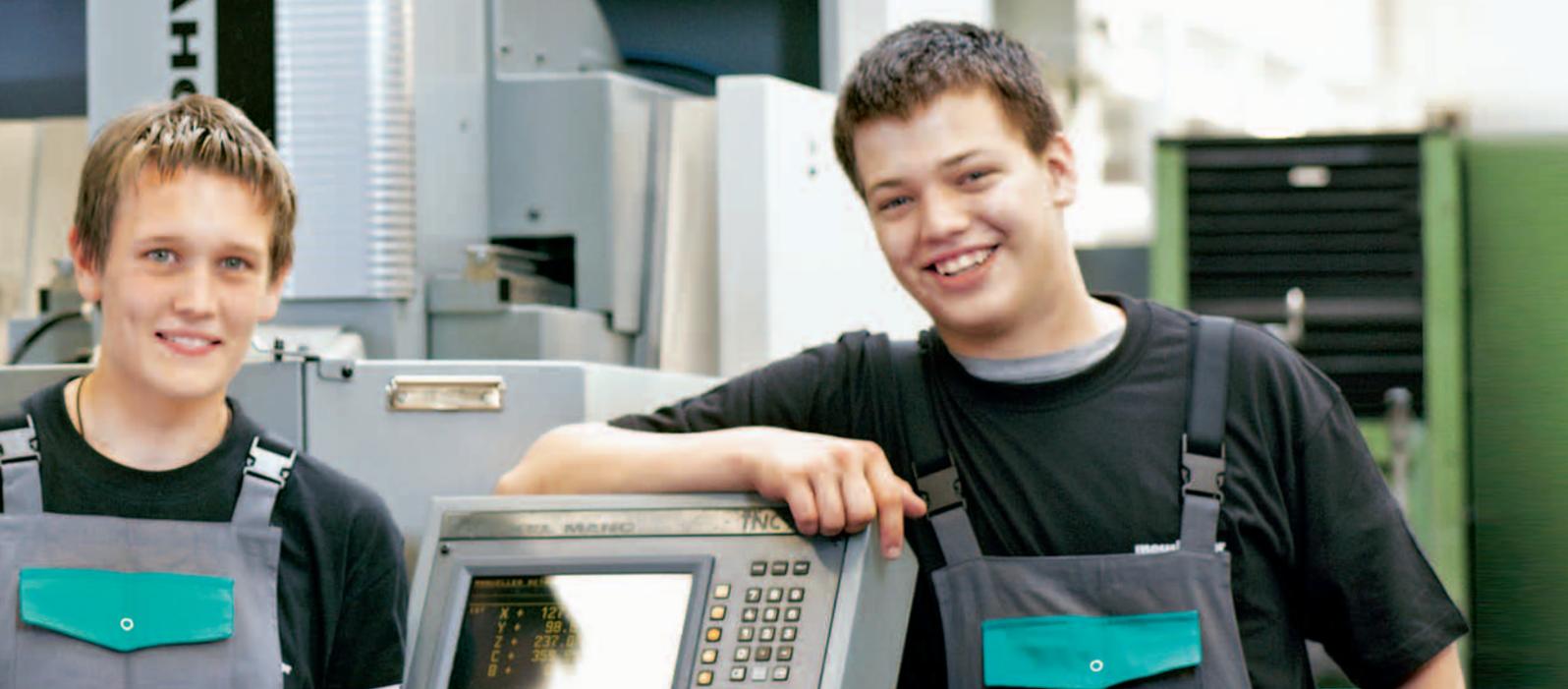
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*S. Meusburger*

Guntram Meusburger  
Managing Director

Dear customers and partners,  
dear members of staff,

I am very happy to present you the current issue of our company newspaper in **Form s**.

The dearth of qualified staff is a recurring topic in the media. For many years, Meusburger has been making great effort to provide young committed people with **appropriate professional training**. For this effort we were awarded the accolade of "**Training Company of Excellence**" by the State of Vorarlberg.

We are currently training a total of 33 apprentices to become skilled workers in the fields of metalworking (metal machining), metalworking (mechanical engineering), production technology and metal processing. Our apprentices are not only trained professionally in their respective fields, but are also supported in their personal development towards becoming skilled independent workers. This autumn we were happy to welcome another twelve new apprentices to the Meusburger training workshop. Last year, due to the large number of trainees, the company **invested in new milling machines, lathes and CAM office workplaces**. For more information about our awards and the training workshop, please refer to **page 30**.

Our Meusburger apprentices are involved in the daily work process from day one. That means that they work at the various machines under the supervision of their trainer from the word go. Our **three trainers** were themselves trained at Meusburger and are not only professionally qualified, but also have very good teaching ability and knowledge of methodology. In order to ensure a future with qualified skilled workers, we will employ another 24 apprentices in autumn 2012. This is **part of our apprentice policy** because experience in recent years has shown that the training of apprentices is extremely important for the development of our company.

With this in mind, I wish you also much success for the future.  
I hope you will enjoy the read. Kind regards!

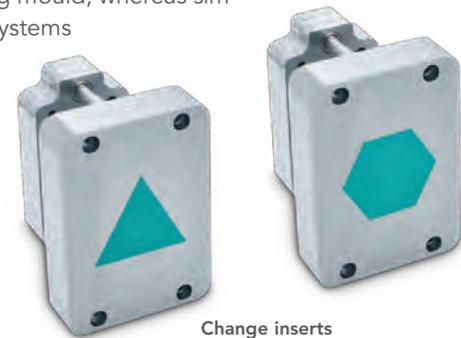
# FW-Change moulds

Their high quality is confirmed by the market

Meusburger has just launched a groundbreaking new product line: the change moulds. Officially launched to the market only a few months ago, the new products have received a lot of positive response ever since. What's so special about these moulds is that in this case the product developers have accomplished the mighty task of combining the advantages of a change mould with the stability of a simple standard mould in an ideal way.

Change moulds are the perfect solution for the quick and cost saving realization of prototypes or small series. With the help of positioning wedges the inserts can be replaced very quickly but still in a highly precise manner, with repeat accuracy. Of course, insert changing is also possible with the mould being on the injection moulding machine. The considerable time savings that can be achieved when it comes to refitting result in a great benefit for the customers. Meusburger's change moulds are supplied as modular assembly systems, currently available for three different mould sizes, with three suitable insert strengths respectively. The mould inserts, which are ground and equipped with mounting holes and therefore ready-to-use, are immediately available ex stock in material grades 1.2311 (prehardened steel) and 3.4365 (AW-7075, high-strength aluminium). Alternatively, inserts with

machining allowance are available in several hardenable steel grades. The closed mould frame made of 1.2085 and 1.2312 steel guarantees a very strong mould, whereas similar systems



Change inserts

already available on the market show weak points regarding strength.

The ejector set is connected with the insert on the moving half thanks to the guiding system. The sophisticated positioning of the guide parts allows maximum space usage. Additionally, the mould frame comes with an anti-misapply protection feature for the mould inserts; cooling holes with O-ring seal recesses and M10x1 threads for the fittings of the temperature regulating system are also included.

## Newly developed accessory minimises machine downtime

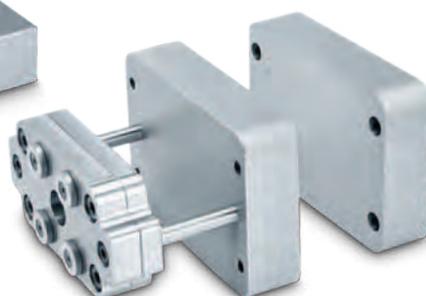
Together with the new change moulds Meusburger now also offers a perfectly fitting ejector set coupling that enables significant time savings when preparing the injection moulding machine; that again minimises

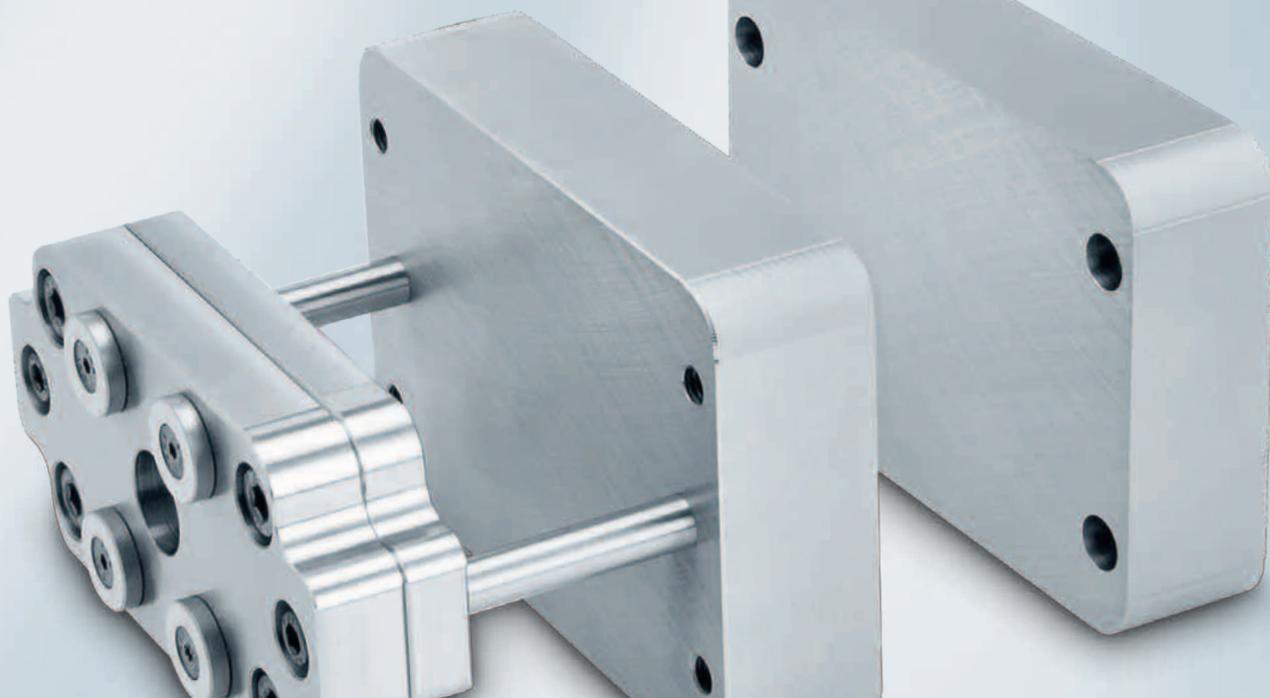


Meusburger FW-Change mould with change mould set



E 1804 Ejector set coupling





machine down time. In contrast to other products that only operate hydraulically or pneumatically, this coupling operates fully manually.

Another huge advantage is that it can be handled without the need for any tools. Also, the ejector set coupling may be applied independently from the change moulds as well.



## Facts

### Product advantages

- » **Producing** prototypes and small series **in the shortest possible time**
- » **Changing inserts** with the ejector set **on the injection moulding machine**
- » **Modular** change moulds with inserts **ready for installation**, available immediately ex stock

CD catalogue 5.1.0.0

☑ [www.meusburger.com/cd-catalogue](http://www.meusburger.com/cd-catalogue)



## Strong in all fields

### Training for sales representatives

**This year we welcomed more than 75 colleagues for the annual training event for our field representatives at our headquarters in Vorarlberg. Seminars were arranged on three days and were attended by two German-speaking and one English-speaking group.**

This year's programme again provided a successful mixture of practical workshops and training sessions, and high-quality professional lectures. The focus of these information-packed seminars was on product training for standard mould and punching tool parts, as well as special machining and the new CD catalogue. Delegates, who took part in the seminar with great enthusiasm, were able to firm up their product knowledge and practice consultancy conversations in specific role play situations. The aim was to maintain the first-class standard of advice given to customers and find the best possible solutions in cooperation with them. An attractive social programme made sure that the seminars also contained some more relaxing

activities. The excursion into the Vorarlberg mountains and the barbecue evening on the Meusburger terrace provided good opportunities for refreshing old contacts and forging new ones.



Role play to practice selling in real life situations



Joint social programme

# Successful with punching tool parts

## Meusburger's modular product range

Thanks to its brand new and highly innovative range of standard punching tool parts, Meusburger has become a reliable partner for the entire European tool and mould making industry. The items now added to the product range are based on a system of modular standard die sets that can be used for a wide range of applications, including progressive dies.

The aim was clear right from the start. Meusburger wants to be a system provider in the field of punching tool construction, like it is in the field of

mould making. Thanks to a product range containing die sets, bars and E-Accessories that all fit together, this goal was definitely reached.

"THE FAST DELIVERY TIME OF STANDARD PLATES IS A BIG PLUS OF MEUSBURGER."

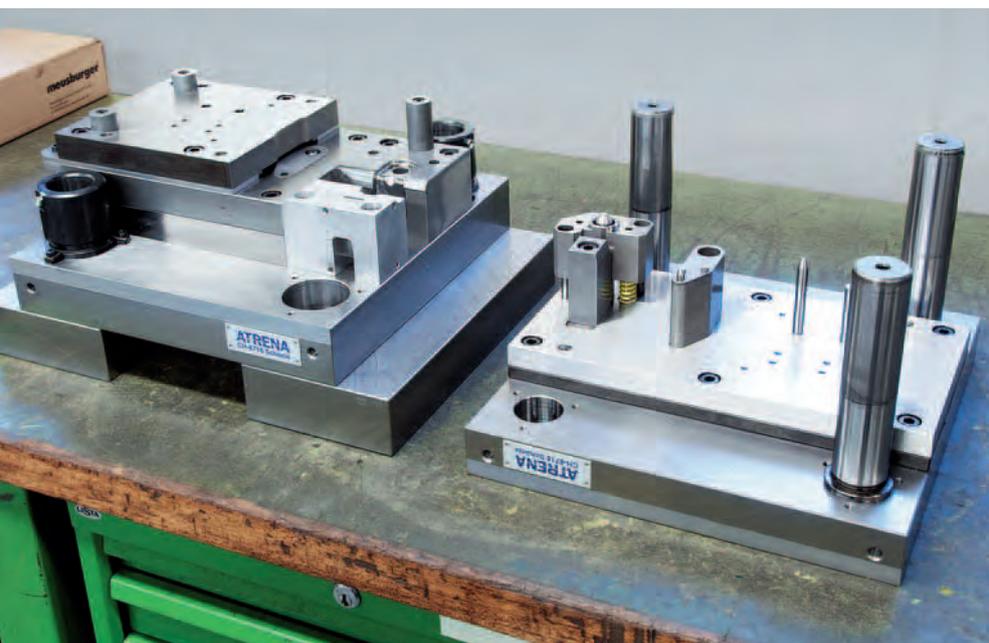
Simon Ricklin

Atrena Präzisionswerkzeugbau, a company in the Swiss town of

Schänis, selects its suppliers by these criteria: reliability, excellent quality and good value for money. So it is hardly surprising they have applied Meusburger standard die sets for several projects. in **Form s** spoke to Simon Ricklin, technical purchasing agent for Atrena, and Edwin Glaus, design engineer for Atrena, about their experience with Meusburger punching tool parts.

in **Form s**: What makes a good supplier of standard parts?

For us it is very important to have short project lead times in order to be



Progressive tool made from a Meusburger SV-standard die set



### Facts

#### Atrena AG

[www.atrena.ch](http://www.atrena.ch)

Location: Schänis (CH)  
 Production: Mesocco (CH)  
 Formation: 1971  
 Workforce: 30  
 Customers: automotive industry, contract work for 3D-milling and wire erosion



competitive in the automotive industry. The fast delivery time of standard plates is a big plus of Meusburger. Crucial for us is that all items of an order arrive in one consignment, so we are able to start working on the plates immediately, saving valuable time. Furthermore, we are more flexible with machine capacity planning and can do certain work steps earlier than planned in case of free capacities.

**in Form s: What do you appreciate about Meusburger's standard die sets?**

What we really like is the composition of the die set. Practically all plates needed for a punching tool are included in the base. We don't have to order the individual plates



Gerhard Krammel (Meusburger) and Simon Ricklin (Technical Purchasing Agent for Atrena)

for the die set and functional plates, i.e. NP-Bars, individually from various suppliers but can order them as

a system. The fact that the die sets are delivered unassembled is a huge advantage for the further processing of the plates on the milling machine, since the guide elements do not have to be removed first.

**in Form s: What do you like about the Meusburger catalogue?**

The range of products is very clearly structured – a coherent concept from the beginning to the end. Searching for a suitable standard part is very simple. It is also an advantage that the length of the ancillaries matches the thickness of the NP-Bars and erosion blocks.

**in Form s: How do you rate the selection of the modular die sets?**

The modular system means that all plates needed can be put together fast and easily. Likewise, the matching guide elements can be recognised immediately and are easy to select.

**in Form s: How have you been getting on with the processing of the die sets?**

For processing the plates on the milling machine it is an

advantage that the standard die sets are supplied dismantled, which means that the guide elements don't have to be removed. Aligning the standard plates is also simple, using one hole and the aligning edges. That saves preparation time as well as costs, of course. Tool assembly is fast and effortless thanks to the guide elements with collars. Due to their finely-tuned tolerances, the guide pillars and bushes form an exact fit and can be mounted quickly and easily using the eccentric retainer clips.



# Meusburger's CD catalogue 5.0

## The free-of-charge standard parts configurator

At the beginning of 2011, Meusburger published version 5.0 of its interactive CD catalogue. The catalogue software includes many new products for mould making as well as the entire punching tool product range, the latter of which is rather new at Meusburger. By adding many extra features to the existing CD, the software developers have successfully strengthened Meusburger's leading position in the field of digital media for mould and tool making.

"For years we have been setting trends for the industry regarding digital catalogues," says Guntram Meusburger, managing director of Meusburger. "With our latest software update we have again managed to introduce some advanced features that will make the lives of mould and

"FOR YEARS WE HAVE BEEN SETTING TRENDS FOR THE INDUSTRY REGARDING DIGITAL CATALOGUES." Guntram Meusburger

tool makers a great deal easier," he adds. What's really special about this software is that it is both equipped with a mould wizard for injection moulding tools and a die set wizard for punching tools.

### Fast and clear

By selecting different plates all based on a modular system, tools as well as die sets can be assembled with only a few mouse clicks and in no time at all. The system is then able to calculate all accessories necessary, fully automatically. What's completely new is the possibility to adapt the guiding lengths as requested by the respective tool

design; using drop-down menus the guiding lengths of a given tool can be modified in a fast and simple way.

### Over 12,000 installations

Another good news is that the catalogue with its many features is still free of charge for all users. Furthermore, the CD also includes 3D models of currently more than 46,000 Meusburger products, which can be easily exported into all current CAD systems and as neutral data.

### Extensive new functions

Actually, the CD with its large number of helpful features does not only offer great benefits for tool designers but also for the daily tasks of purchasing professionals. Being able to display individual prices for different customers, the CD renders inquiries obsolete; and the integrated e-mail function makes the whole ordering process faster and easier. Useful search options as well as new group filters (with pictures) help to save a great deal of time and work when it comes to finding the necessary products. Furthermore, users may now personalise their orders by uploading their company logo. The automatic update feature in turn makes sure users work with the latest software and won't miss any product novelties.

For more information, visit  
 [www.meusburger.com/cd-catalogue](http://www.meusburger.com/cd-catalogue)



The user-friendly CD catalogue from Meusburger has been installed over 12,000 times so far



## New in the Meusburger online catalogue CADClick now available

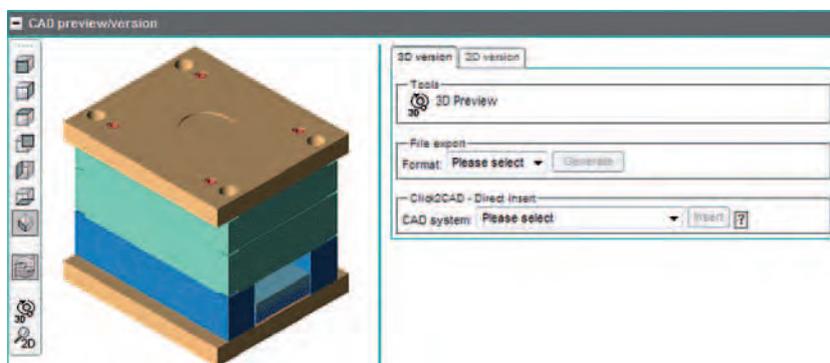
From now on two CAD interfaces are available to you – as with the Meusburger CD catalogue. This means that you can choose between DAKO and CADClick.

### Advantages

- » The CADClick converter can be used quickly and without an additional installation
- » Direct import of the Meusburger CAD data into your open CAD system is possible, using the direct 2D and 3D Click2CAD interfaces, e.g. in: AutoCAD (2D/3D), Catia, Inventor, Mechanical Desktop (2D/3D), OneSpaceDesigner, ProEngineer, SolidEdge (2D/3D), SolidWorks, TopSolid, TurboCAD (2D/3D)
- » CADClick stands for very good neutral data quality
- » It is possible to download neutral data formats: STEP, SAT, IGES, STL, DWG (2D/3D), DXF (2D/3D),...
- » The converter settings can be saved and modified in your online catalogue (Meusburger Portal login)
- » There is a 3D preview of CAD data



The choice between DAKO and CADClick is new in the Meusburger online catalogue



3D-preview of CAD data in the online catalogue

For more information, visit  
[www.meusburger.com/online-catalogue](http://www.meusburger.com/online-catalogue)



# In conversation with customers

## Dirk Falke, Consulting Engineers (D)

The partnership between Dirk Falke, Consulting Engineers in Sukow near Schwerin, and Meusburger has been in existence since 1993, shortly after the company formation. The company was founded by Dirk Falke in 1991 and has since grown into an efficient team with currently six members of staff. This team is able to produce high-quality designs to given deadlines. Its customers are mostly in the automotive industry (65%) and medical technology, as well as other industries. Many of the customers need 2-component tools and tools with complicated demoulding kinematics.



Dipl.-Ing. Dirk Falke, owner

The **inForm**s editors interviewed owner Dirk Falke about his needs as a designer.

**inForm**s: Could you please explain your business model to our readers.

We develop plastic parts and pay particular attention to the design of these parts so that they are appropriate for the process, the material and the tools. We start with the design draft, or just the idea or with a com-

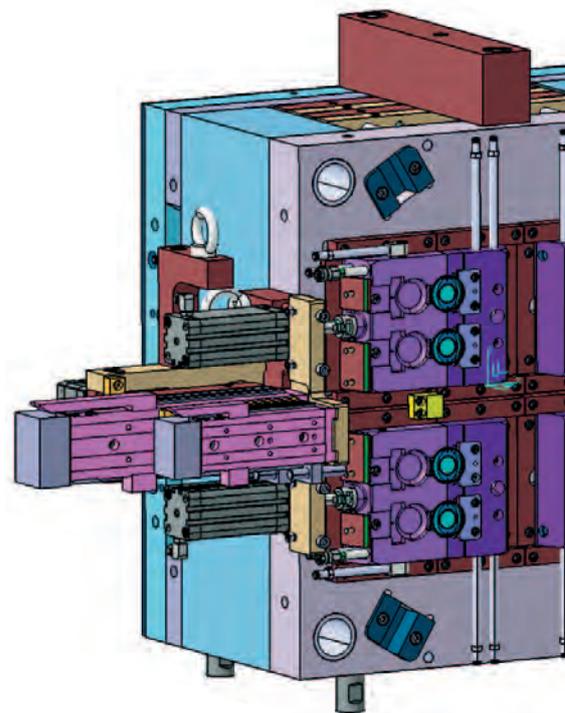
"WE EXPECT A RELIABLE PARTNER TO PROVIDE FAST DELIVERY AND GOOD QUALITY, BOTH IN TERMS OF MATERIALS AND COMPLIANCE WITH THE SPECIFIED TOLERANCES."

Dirk Falke

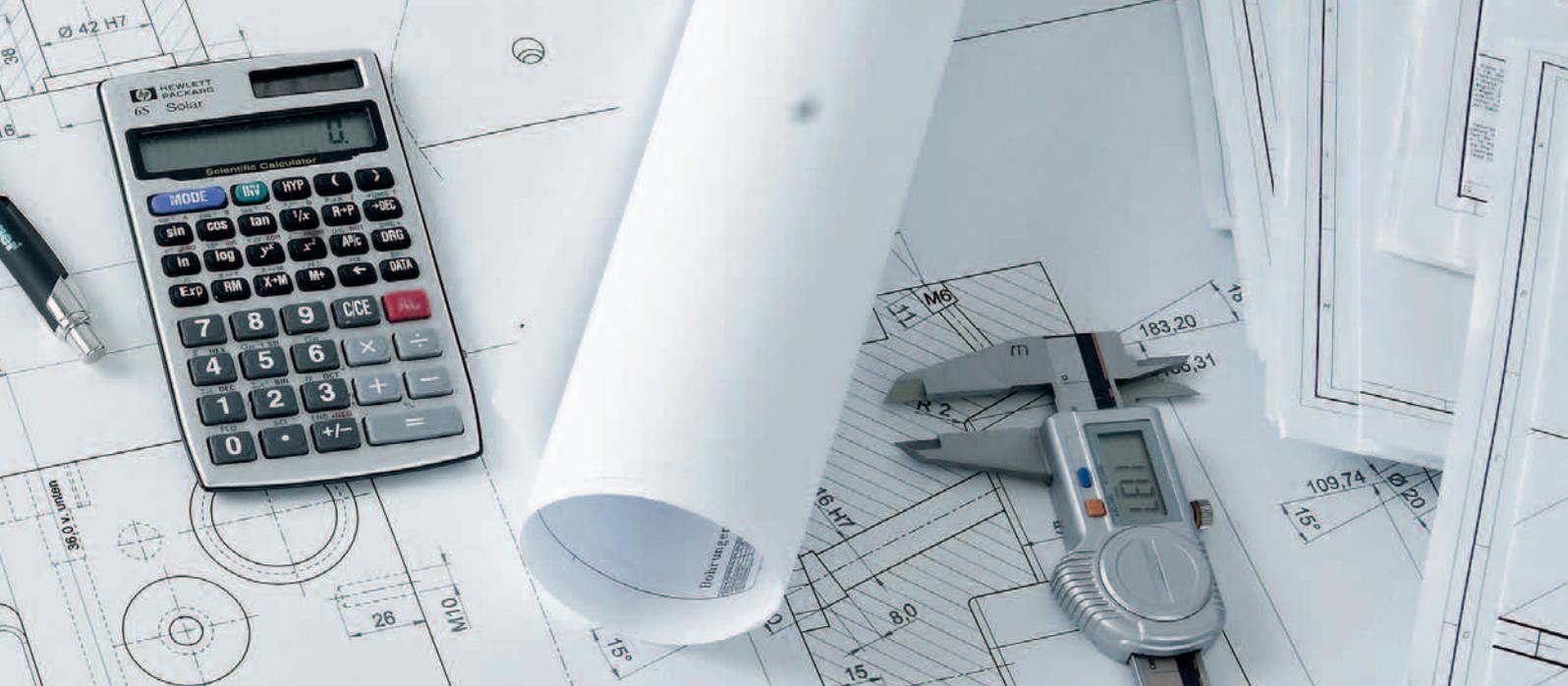
ponent that has been made by the end customer. We then rework this part from the point of view of plastics technology.

Owing to our size and our experience over a 20-year period we can cover a large technical field. We design prototype tools for twenty moulded parts through to tools with many cavities for typical mass articles. From complex tools for closing caps through to classic free-form surface tools.

In order to avoid time consuming and

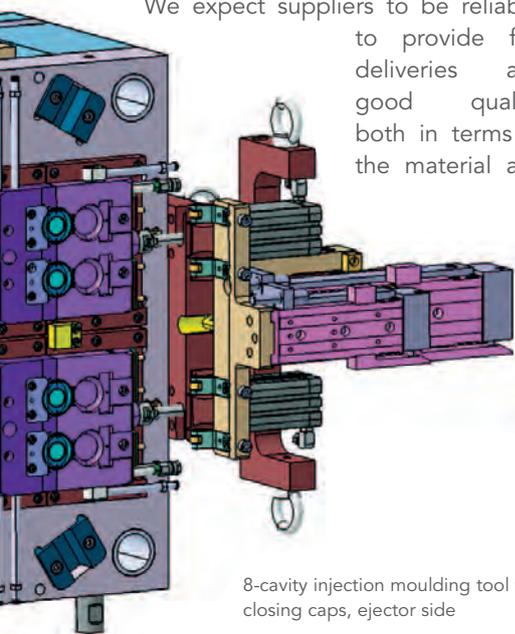


costly rework we place great emphasis on fill and warp simulations with crowning of the tool geometry. We also give advice to our customers regarding tool making, process optimisation in injection moulding and troubleshooting. We produce reports for the courts, for private customers and for arbitration procedures. We also organise mid-career training events on the topic of "dimensional accuracy of plastic parts" as well as DIN 16901 and its follow-up standard.



**in Form s: What are your requirements for standard moulds?**

We expect suppliers to be reliable, to provide fast deliveries and good quality, both in terms of the material and

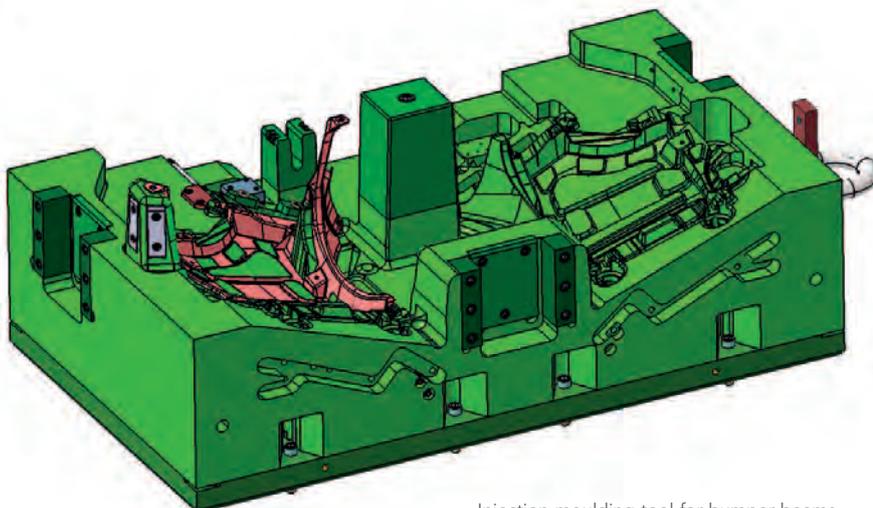


8-cavity injection moulding tool for closing caps, ejector side

compliance with the specified tolerances. With cavity plates in particular, it is important that there is minimal warping after the machining process.

**in Form s: What is particularly important for you as designer?**

We work with Catia V5 and VisiCad. Obviously, our productivity is affected by the fast and uncomplicated accessibility of the 3D data of the supplied parts. We expect our designers to spend their time and creativity on the functionality and ease of producing the tools rather than on searching for CAD data of ordered parts.



Injection moulding tool for bumper beams, injection side

**in Form s: What is so special about the Meusburger products?**

The most important argument in favour of Meusburger products is the fact that the plates are heat-treated for stress relief. In addition, the quality and fast delivery already mentioned are essential for our customers – and hence for us.



**Facts**

**Falke, Consulting Engineers**  
[www.ingbuerofalke.de](http://www.ingbuerofalke.de)

Location: Sukow near Schwerin  
 Formation: 1991  
 Turnover: approx. EUR 350,000  
 Workforce: 6

Number of tools designed per year: approx. 100 die casting and injection moulding tools

Technical expert on plastics technology and tool making

# Satisfied customers in Italy

## Sigit spa & NGS srl (I)

**Sigit is a group comprising six companies in Italy, one in Poland and a joint venture in Russia. The group focusses on four product lines: rubber mouldings, low pressure hose elements and the departments profiles and thermoplastics.**

Historically, the company's main customers are the Fiat and Piaggio groups. In Poland, Sigit also works for Ford and Volkswagen. Sigit was formed in 1966 by Dr. Cavalli and has had a rapid and positive development in recent years thanks to the strong demand from Fiat.

It is very important for Sigit to be as near as possible to its customers.



The two designers Fabrizio Pellegrini and Carmelo Rizzo (NGS srl) at their daily work. On behalf of Sigit, they design moulded parts for the automotive industry – here a part for the Fiat group.

That reduces transport costs, which have an important effect on the end price of the product.

The requirements for standard moulds are very high. "The service life of the moulds is linked to that

"MOULDS MUST GUARANTEE  
MAXIMUM PRODUCTIVITY  
WHILE REQUIRING ONLY  
MINIMAL MAINTENANCE."

Emanuele Buscaglione

of the products. The moulds must guarantee top productivity and only require minimal maintenance", says Sigit Managing Director Emanuele Buscaglione regarding the company's quality requirements.

### Cooperation with NGS

Due to the high demand and lack of internal capacities, Sigit outsources work to external mould makers. One of these is NGS, a well established family-owned company in Italy with decades of experience. The cooperation has been working well for many years.

The company has also been cooperating very well with Meusburger for a long time. Sigit and NGS have been relying on Meusburger standard moulds for over ten years, and this trusting relationship is constantly reinforced. By opening NGS in Poland,

the company intends to expand into the German and Czech markets in the future. The company is located in Krakow; this is where the project is organised and where the design of the mouldings is done, the production of which is supposed to be realized with Meusburger parts.

### Service and quality impress

The reason why Meusburger so often is the preferred choice of standard mould supplier is the company's innovative product policy combined with excellent service and guaranteed quality.



## Facts

### Sigit spa

[www.sigit.it](http://www.sigit.it)

Location:	Chivasso, Turin (I)
Formation:	1966
Turnover 2010:	EUR 61 million
Output/year:	60–100 moulds (outsourced)
Injection moulding machines:	110



### Cross-border projects

Meusburger will also feature as a supplier in a project that has been planned for Serbia. It is a factory where 65% of the plastic parts required by Fiat will be produced. The new Sigit facility stands on a terrain of 30,000 m<sup>2</sup> and comprises a 10,000 m<sup>2</sup> large factory building.



### Facts

**NGS srl**

[www.graglia.it](http://www.graglia.it)

Location: Leini, Turin (I)

Formation: 1966

Turnover 2010: EUR 1.5 million

Output/year: 80–100 moulds

Injection moulding machines: 2



Maurizio Graglia (Managing Director), Fabio Graglia (Technical Director) and Stefano Borrello (Meusburger) in the CNC department at NGS srl



Sigit has very stringent requirements regarding standard moulds, which is why the company opts for high-quality products by Meusburger

# Meusburger account since 1999

## TOX® PRESSOTECHNIK GmbH & Co.KG (D)

The technology company TOX® PRESSOTECHNIK GmbH & Co.KG, which was founded in 1978, reflects the stormy development of globalised industry more than any other medium-sized company. In order to meet the needs of continuous growth in all respects, the company went "global" at an early stage. In 1985 a subsidiary was formed in the USA, which at the time, was rather unusual for a medium-sized

company. "Following the markets and the customers" has always been the company's maxim and now it has become a global player.

TOX® PRESSOTECHNIK GmbH & Co. KG is a competent partner for innovative products and solutions in the fields of sheet metal joining, drives and presses. The company is able to provide components and equipment for efficient production and assembly, as well as complete systems, meaning TOX® is a reliable supplier of one-stop services including quality assurance systems.

### From standard presses to individual plants

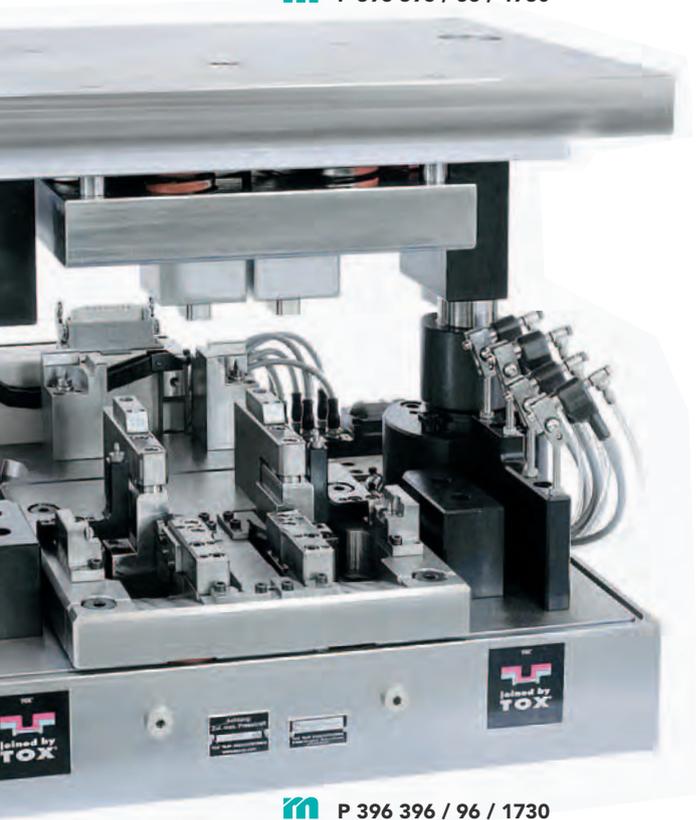
The range of power presses supplied by TOX® covers machines from 2 to 2,000 kN pressing force. Presses can be ordered to measure, based on consistently standardised components and a modular system.

The presses can be used universally and flexibly. They can be equipped with three different types of power units. The range of presses includes C-rig and frame presses in different designs, as well as column presses.

### TOX® Clinching joining technique

Due to its reliability and efficiency, the patented sheet metal joining method (Clinching) by TOX® PRESSOTECHNIK GmbH & Co.KG is applied

 P 396 396 / 56 / 1730



 P 396 396 / 96 / 1730



## Facts

### TOX® PRESSOTECHNIK GmbH & Co.KG

Weingarten (D)

 [www.tox-de.com](http://www.tox-de.com)

Further locations: 19 subsidiaries in the USA, India, China, Brazil, Asia and Europe

Formation: 1978

Workforce: 700 of which about 385 in Weingarten

Customers: car manufacturers and their suppliers, manufacturers of white goods, the electronics industry, the construction industry, the food industry and many others



worldwide in various industries. In order to achieve better standardisation of the components and a modular system, TOX® PRESSOTECHNIK GmbH & Co.KG also invites its suppliers to cooperate.

Meusburger plates are a fixed component of the MA/MAG and MB/MBG rig types, the 2 and 4 pillar presses. This is because the designers at TOX® recognised very quickly that the use of standardised Meusburger plates with stress-relieving heat treatment saves time and money. All their standard machine designs are based on Meusburger plate sizes. For example, the dimensions of an MB 015 press with a 150 kN force (A=446, B=296 and E=56) are the same as those of Meusburger's P 296 446/56/1730 plate.

### Many years of cooperation with a reliable partner

TOX® has been working with Meusburger in Austria since 1999. The positive cooperation thrives for a number of reasons: the quality of the products, the reliability of the services (including delivery times) and the friendly partnership contacts.

TOX®-Presses MB and MBG		(MB = standard, MBG - large tool area)																	
order number	max. load capacity kN	TOX®-Power package	TOX®-Plate					optional T-slot			with ram guide				with tool holding fixture		with anti-torsion lock W	weight press kg	weight ram guide kg
			A	B	C	D	E	GF	GH	J	M	N	OG	P	S	T			
MB 001	10	S / K 1	396	246	260	397,0	36	30	50	8	250	27	52	48	60	277	292	57	23
MB 002	20	S / K 2	396	246	260	399,0	36	30	50	8	250	27	52	48	60	277	292	57	23
MB 004	40	S / K 4	396	296	255	441,5	46	40	50	10	250	27	67	55	60	307	307	88	30
MB 008	80	S / K 8	446	296	300	517,0	56	40	60	10	300	36	67	46	70	356	346	119	43
MB 015	150	S / K 15	446	296	310	538,0	56	50	60	12	300	46	78	54	70	376	366	123	54
MB 030	300	S / K 30	446	346	285	579,0	76	60	60	12	300	46	93	79	110	346	366	194	66
MB 050	500	S / K 50	496	346	275	634,0	86	80	60	12	300	56	130	94	120	376	391	254	100
MB 075	750	S / K 75	646	406	375	812,0	116	100	60	18	350	76	157	99	150	486	500	626	237
MB 100	1000	S / K 100	696	496	370	882,0	136	125	60	18	350	86	185	129	150	536	550	819	295
MB 200	2000	S / K 170	796	546	400	1002,0	156	150	60	18	400	96	220	154	200	576	on request	1184	449
MBG 001	10	S / K 1	496	296	380	447,0	36	30	50	8	300	27	52	48	60	327	342	85	34
MBG 002	20	S / K 2	496	296	380	449,0	36	30	50	8	300	27	52	48	60	327	342	85	34
MBG 004	40	S / K 4	496	346	355	500,5	46	40	50	10	300	36	67	46	60	366	366	128	53
MBG 008	80	S / K 8	546	346	400	577,0	56	40	60	10	350	46	67	36	70	416	406	170	74
MBG 015	150	S / K 15	546	396	410	608,0	66	50	60	12	350	46	78	54	90	416	426	231	85
MBG 030	300	S / K 30	546	396	385	659,0	86	60	60	12	350	46	93	79	110	416	436	303	99
MBG 050	500	S / K 50	596	396	375	764,0	116	80	60	12	350	66	130	84	140	456	491	454	146
MBG 075	750	S / K 75	746	490	475	902,0	130	100	60	18	400	76	157	99	150	550	570	835	289
MBG 100	1000	S / K 100	796	546	470	972,0	156	125	60	18	400	86	185	129	170	586	620	1152	357
MBG 200	2000	S / K 170	896	596	500	1092,0	176	150	60	18	450	96	220	154	220	626	on request	1608	527



 P 496 646 / 116 / 1730

 P 496 646 / 116 / 1730

Standard Meusburger plates are used in the MA/MAG and MB/MBG rig types, in 2 and 4 column presses. The fully symmetrical construction of the presses ensures optimum pressing and punching results even with a large bed area.

# New items on the market

## Available in all digital media

### F 70 Risers with mounting threads

The F 70 risers are fitted with a central thread for the guide diameters 30, 42 and 54 which guarantees a secure and easy access of the ejector set and definitely saves time and money.

### E 2074, E 2075, E 2080 Threaded plug M9x1

Our tried-and-tested threaded plugs E 2074, E 2075 and E 2080 are now also available in size M9x1. This results in considerable time and cost savings because the 8 mm cooling hole and the core hole diameter are identical.

### E 1727, E 1728 Blade ejector with corner radii

Our high-precision blade ejectors are now also available with two (E 1727) and four (E 1728) corner radii of R 0.2 mm. They are especially suitable for wire cut openings and are available ex stock in numerous sizes.

### E 2090 Swivel coupling 90° for cooling bridge

These are used for cooling bridges with simple plug connection. The plug connection with its O-ring not only seals the unit, but can also be used to adjust the unit's length.



F 70 Risers with threads



E 2090

E 1728 R 0.20 R 0.20

E 1727 R 0.20

E 2074

E 2075

E 2080



### E 1809 Claw puller

The economic puller for stripper plates and three-plate tools with four different trigger forces is easy to fit and fast to adjust through standardised system compression springs.

### E 1145 Recirculating ball bushing for support pillar

The recirculation ball bushings for support pillars match our ejector plates. The space saving combination of guiding and support parts boasts unlimited stroke length and ideal running behavior.

For more information, visit

[www.meusburger.com/new-items](http://www.meusburger.com/new-items)



### Special parts for tool and mould making

We also offer special machining of round parts to customer's specific requirements. Examples are pillars and bushes in special dimensions, guide pillars without lubrication grooves, press-fit guide elements and W-C:H and a-C:H coatings. The high-grade steel used for these items is also heat-treated for stress relief.

# Sales office China

## Local representation for our customers



"Many of our customers have production facilities in China and are interested in Meusburger products. Therefore, it is important for us as supplier of quality standard parts to be represented locally with our own sales office", says Andreas Vogel, Business Development Manager, of the Meusburger branch in Wuxi.

In Wuxi (150 km west of Shanghai) there are currently three members of staff who deal with customer enquiries from China and Hong Kong, and handle orders. By the end of the current year, this number will grow to six or seven employees. Meusburger China also handles the import to

China for our customers. Haifang Wei (centre of picture) is Head of the branch and directs the strategic and operative business. Technical Director Baocheng Yu is the first port of call for customer enquiries and sales activities. Linfen Guo (right of picture) is primarily in charge of administration in her role as Administration Officer.

### Specialist knowledge from Europe to China

From the autumn, our experienced member of staff, Kerstin Hämmerle, will support the branch in Wuxi with her longstanding specialist knowledge, for about two years. She has been working for Meusburger for

over eight years, as a member of the sales team and partly also as Head of Department. Kerstin Hämmerle will act as an interface for internal communication and bring Meusburger's company culture and know-how from Wolfurt to China.

### Fantastic mood at trade fair premiere

This year, Meusburger was represented at Chinaplas 2011 – the largest plastics trade exhibition in Asia – for the first time. A total of 2,440 exhibitors from 34 countries helped to make the exhibition a great success. "Participating in the exhibition was very important for us. We have made many important contacts and were able to present our Meusburger quality products to visitors from all over the world", was Guntram Meusburger's satisfied conclusion at the exhibition.

Meusburger speaks Chinese:

[www.meusburger.cn](http://www.meusburger.cn)



Business discussions at this year's Chinaplas, which attracted a total of 94,000 visitors



Chinese customers appreciate our interest in their culture

# Shaping steel.

New products  
online at

[www.meusburger.com/new-items](http://www.meusburger.com/new-items)



#### E 1145 Recirculating ball bushing for support pillar

» A product that is adapted to **the Meusburger ejector plates**. The space-saving combination of guiding and support parts enables **optimum running characteristics** and unlimited stroke lengths.

#### E 1809 Claw puller

» **Easy to fit puller** for stripper plates and three-plate tools with four different trigger forces. The product can be **quickly adjusted** through standardised system compression springs.

#### F 70 Risers with an additional thread

» Risers for guide diameters 30, 42 and 54 featuring a **central thread**, for a **secure** and **easy access of the ejector set**.

Stress relieved standard parts for tool and mould making  
High stock availability

**meusburger.com**



# The company expansion continues

## Meusburger increases heat-treatment capacity two-fold

For Meusburger the last business year yielded excellent results. This was a good reason for continuing investment in the company seat in Vorarlberg/Austria. The company will erect an additional office building and another production hall for a construction cost of about four million euro.

"The foundation for today's increase in turnover was laid in recent years. We have continually invested in our machinery, we have extended our range and created structures for growth. We will continue along this path", says Guntram Meusburger, Managing Director of Meusburger.

### Continuing on the course of success

In order to underpin our future success, Meusburger is investing in a new production hall and a second office building with state-of-the-art workplaces. In addition, a new approx. 1,300 m<sup>2</sup> large production hall will be built in order to meet the increased demand for Meusburger standard parts. In this way, Meusburger will create even more space for an important quality measure – heat-treatment for stress relief. Standard moulds that have been heat-treated for stress relief are right at the beginning of the tool and mould making process chain; they are the basis of high quality moulds and tools.

### Heat treatment capacity increased two-fold

Currently, high-grade steel is heat-treated in two furnaces (daily capacity 40 t and 60 t). At a cost of one million euro, Meusburger will install an additional furnace in the new production hall, with a throughput capacity of 140 tonnes per day. This will more than double the existing capacity. The hall will also be used for cutting sheet metal in the future.

Completion of the entire construction programme is scheduled for the spring of 2012. Total investment in the new production hall and office building is four million euro.

## Facts

### Reduced warpage through heat-treatment for stress relief

Standard parts that have been heat-treated for stress relief, particularly those for injection moulds and punching tools, offer many advantages to users. Through the long exposure to heat and the slow cooling of the furnace (35° C per hour) the stress in the material is reduced to a minimum, which guarantees further processing with minimal warping.

When considering the heat-treating process, it becomes apparent that there are also a number of other benefits.

The procedure eliminates hard areas in the material, which significantly reduces the stress on machines and tools. It also helps to avoid breakage of tools and reduce the consumption of indexable cutting inserts. Other advantages for customers are shorter machining times due to reduced grinding allowance and longer uptimes of tools. Furthermore, it is possible to avoid cracks during subsequent heat-treatment.



Work on the new office building in Wolfurt



## Innovative and state-of-the-art New high-bay storage facility reduces delivery times

**1,000 new cassette storage spaces (of 5 tonnes each) have been created on an area measuring 700 m<sup>2</sup>. That means a total capacity of 5,000 tonnes of steel.**

The new storage facilities offer increased capacity and even

shorter delivery times while ensuring that customers can still count on Meusburger's usual reliability. So the necessary material is always available, even with an increasing number of material qualities and many different sizes. Thanks to a total of nine goods inward and retrieval stations

this material can be accessed quickly. Rapid material handling is further improved by a diagonally operating stacker crane with two transport devices which make it possible to change cassettes directly at the station.



The new honeycomb storage system with a total capacity of 5,000 tonnes



Operating the stacker crane



Goods inwards and retrieval station



# Positive response

## Meusburger user meeting with over 550 visitors

Nobody really expected such a positive response. The lively interest in the total of ten Meusburger user meetings in 2011 was all the more pleasing. Over 550 European tool and mould making professionals had come to familiarise themselves with the latest developments. Of course, there was also plenty of opportunity for sharing experiences.

Meusburger has organised user meetings with numerous interesting talks in ten different places in three countries (Germany, Austria and Switzerland) in recent months. The participating companies and speakers supplied professional information

about new products in the fields of standard parts, temperature regulation contiguous to moulding cavity, design, warpage minimization, CAD/CAM applications and innovative coating options.

### Standardisation in tool and mould making is an advantage

Meusburger's Andreas Sutter focused his presentation on the advantages of standardisation in tool and mould making. He explained this using the example of the new FW-Change mould made by Meusburger. Advantages such as speed and cost savings became apparent in the context of small series and the production of prototypes.

### Successful series of events will continue

In view of the positive response to the user meetings they will be held regularly in the future, continuing with this very successful series of Meusburger events in the coming months.

For more pictures, please visit [www.meusburger.com/events](http://www.meusburger.com/events)



FW-Change mould – practical technology



Over 550 visitors came to the user meetings in Germany, Austria and Switzerland



## Worldwide trade fairs

### Meusburger is actively represented at over 30 exhibitions

Meusburger has a tightly packed exhibition schedule and is represented at over 30 exhibitions worldwide. Our exhibition team looks after the needs of all visitors and ensures that the individual exhibitions are interesting and run smoothly.



Many customers come to the trade exhibitions to get the latest information

#### New Meusburger products

We are very proud of our new business field of punching tool construction, which has helped us to numerous new exhibition presentations. Due to the very positive response to our change moulds we are confident in our new product developments for the next year.

We would like to thank all those many people who have visited our stand in one country or another or are planning to see us at future exhibitions. Meusburger has been represented at trade fairs in Germany, France, Italy, Poland, Hungary, Russia and China.

#### Many visitors to our exhibitions in 2011

The high number of visitors that came to us last year was even greater this year. We really enjoy the conversations with our existing customers and all others interested. Of course, the excellent hospitality must also be mentioned. It helps to make our exhibition stand the favourite meeting point for the industry. Next year, Meusburger will again be represented at the most important trade fairs – we look forward to seeing you all again.

For more pictures, please visit [www.meusburger.com/gallery](http://www.meusburger.com/gallery)

Current dates can be found at [www.meusburger.com/fairs](http://www.meusburger.com/fairs)



Meusburger's exhibition stand is popular with visitors



The topic of this year's "Blehexpo" in Stuttgart: Meusburger punching tool parts

# Happy times and sporting spirit

## Experience Vorarlberg

You are looking for one of those moments that give you an unexpected feeling of happiness? Well, Vorarlberg offers both Adrenalin shots and enjoyment of the natural environment. It is an ideal place for outdoor action throughout the year – from mountain biking in summer to skiing in winter, and many other activities.

### Mountain biking in Vorarlberg

In recent years, about 1,500 kilometres of mountain biking routes have been marked with signs and some of the tracks have been newly created. The routes were selected under the criteria of safety, protection of the natural environment and attractive views.

The idea is that mountain bikers can experience a special part of nature and cultural patterns along each track. Starting from towns and villages, the mountain biking tracks lead through gently undulating landscapes through to the Alps and mountain peaks. All routes have places where bikers can stop for a bit to eat and there is a choice of tracks for beginners, advanced bikers and top performers.

### Guided tours

Guided tours are organised in several towns and regions. There are mountain bike parks for practicing and gaining proficiency, for example in the Kleinwalsertal and in Andelsbuch in the Bregenzerwald. The largest biking

centre with bike hire and an extensive programme of tours is at Aktivpark Montafon in Schruns-Tschagguns. Specialist hosts offer packages and guided tours for different performance grades and technique training levels. For the very fit there is for example the eight-hour Prättigau Tour which runs from Lünensee via the Gafalljoch through to Balzers.

[www.vorarlberg.travel/mountainbike](http://www.vorarlberg.travel/mountainbike)

### Skiing in Vorarlberg

With its systematic quality strategy and ideal topography, Vorarlberg is perfect for skiing. About two thirds of Vorarlberg have an altitude of more than 1,000 metres. Valleys and



Sporting spirit with mountain biking



The untouched nature of the Vorarlberg mountains is an invitation to explore



mountain ranges dominate the area to create compact regions of reasonable size.

Many of the skiing areas are located at altitudes of between 1,400 and 2,400 metres, where snow is guaranteed. From the very top there are fantastic views across the mountain world. The landscape is impressive though not harsh, as can be found at higher altitudes. There is enough space for a good mixture of gentle and demanding ski slopes. Some skiing areas also leave much space for a combination of prepared pistes and unprepared slopes. There is a long tradition of skiing in unprepared terrain in all regions.

### Deep snow adventure

It looks so easy and elegant when expert skiers swing through deep snow leaving their tracks anywhere on the slopes. Skiing trips into the open landscape is only recommended in the company of a knowledgeable local guide. Because it is quite easy to lose one's orientation in the white winter world, but mountain and ski guides understand how to read the snow. Skiing on unprepared slopes has a special attraction and is becoming more and more popular, not necessarily because of the adventurous aspect, but more because of the wonderful tranquillity and the magic of untouched nature.

Outdoor tips for the whole year at [www.vorarlberg.travel](http://www.vorarlberg.travel)



Spitzer Stein between Hochkrumbach and Warther Horn



Freerider, Andelsbuch-Niedere/Bregenzerwald

# A completely different world

## Aid project in Tanzania's bush

Last December our apprentice trainer Peter Nussbaumer had the opportunity to accompany Johannes Rauch, Project Leader of the development aid organisation (One World Group) on a project trip through Tanzania. It was his first time in Africa, and he was overwhelmed and very impressed, and also touched, by the living conditions of the people in this country which is one of the poorest in Africa:

After a tiring journey of over 20 hours by air, bus and jeep, we immersed ourselves in a completely different world. I arrived at the small village of Mdabulo, which is situated at the end of a long valley in Tanzania. The landscape was breathtaking and I was amazed by the hospitality and friendliness of the people in the village.

### Comprehensive help

My tasks there were very varied. Initially, I helped with the construction of a training place for young people. Then, in order to make daily life easier for the locals in the future, I held workshops on the subjects of turning, drilling and welding, etc., with the aim of conveying the art of metalworking to the men in the village, who were eager for knowledge. They were able to gain experience and learn different skills. At the end two motivated men were selected to act as "trainers" in the future to convey that which has been learnt in the new workshops.

"AS A LEAVING PRESENT, THEY GAVE ME SOMETHING HUGE ON THE WAY – THEIR JOIE DE VIVRE!"

Peter Nussbaumer

The villagers were taught how to build their own clay stove and chimney; so far it had been the natural tradition to cook on open fireplaces in the home. In addition, I helped repair the bell tower in the church, and even with the repair of the football goal. There were

always new and interesting things to do.

### Home-made beer, footballs and clothing

It was impressive what the locals managed to achieve in spite of the absence of resources. For example, they brewed their own beer from maize and bananas. The women in the village produced footballs by packing old bits of material into netting. We also discovered a great business idea in the village: women in small sewing huts produced and repaired items of clothing. They then drove these with a sales vehicle from village to village to sell them.

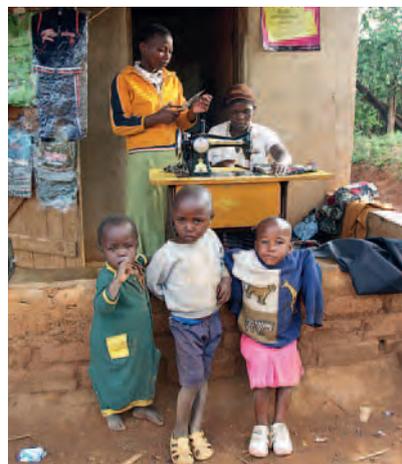
### Terraced agriculture

Much fruit and vegetables were cultivated on the extensive fields. However, the villagers lacked the knowledge of proper cultivation. We therefore taught them the "terrace cultivation" method to make sure that the harvest withstands the heavy rainfalls.

The best part of my stay in Tanzania was the enormous hospitality and



A village woman brewing beer



African sewing huts in Mdabulo



warmth of the locals and the enthusiasm of the young people for learning. The exceptional natural environment and multitude of animals was simply fascinating. Although the people in Mdabulo live in poverty, they gave me a huge present to take on my way – their joie de vivre! I do believe that since my trip to Africa, I appreciate the things in my life more, and have become more content.

### Back to Austria

Leaving was hard because I had really grown fond of the locals. Nevertheless, I really looked forward to coming home – my girlfriend, skiing and the snow.



Helping with the restoration of the bell tower in Mdabulo



Peter Nussbaumer shows the locals practical skills

## Facts

### Tanzania (East Africa)

Size: 945,000 km<sup>2</sup>

Population: 41 million  
(as at July 2009)

44% below the age of 15

GDP per inhabitant: 415 US\$

Meusburger has generously supported this project by sending Peter Nussbaumer.



Everybody was keen to join in

# 9 women – one team

## The Accounts Department presents itself

Currently the Accounts Department at Meusburger includes nine members of staff. One of the rules of the successful investor Warren Buffet is: "Always surround yourself with women, because they are more loyal and work harder". With reference to our accounts team, we should also add the words "more accurate".

The core department deals with creditors (suppliers), debtors (customers) and financial accounting; this team consists of five ladies. The other four staff members – of which two work part-time – deal continually

with the touchy subject of reminders/ credit limit.

### Accounts payable to suppliers

In the credit sector, the delivery notes have to be matched to the invoices received, and these have to be entered in the books correctly, taking tax accounts also into consideration; the invoices must be paid on time to receive early payment discounts and then have to be filed, making sure that the original is accessible for immediate retrieval. Other challenges in our now worldwide operating company are the number of languages and currencies. Bank transfers in particu-

lar must be continually checked for bank fees and exchange rates so that invoices are paid via the most favorable banks.

### Accounts receivable

In the field of debtors, speed and same-day book entry is imperative at Meusburger. Nearly 600 incoming transfers from countries all over the world have to be entered. About 450 payment receipts are directly booked by our automatic statement processing. We would like to take the opportunity to say a big THANK YOU to all our customers who fill in their bank transfers carefully and make the



The Meusburger accounting team in Wolfurt



## Facts

### The Accounts Department

Per year...

122,000	outgoing invoices
16,000	incoming invoices
150,000	payments received
1.1 million	line entries



transfer electronically to our banks. The remaining 150 payment entries have to be allocated to the right customer and the right invoice, using meticulous detective work (rounded discounts, currency conversions, payments grouped together without stating invoice numbers, etc.).

The more accurately and rapidly received payments are entered in the books, the more reliable and effective are the reminder runs, which at Meusburger are carried out every two weeks. The credit limits of our customers are constantly updated and maintained through detailed preparatory work, starting with the enquiry to credit agencies, checking of websites, looking up the payment behaviour in the past and the reliability of customer statements regarding payment, analysing the customer data in our system through to the assessment of customers by our field representatives on site. With more than 7,500 customers spread throughout Europe, that is quite a massive job. Maria Willi reports: "However, the real expertise of our team is in the skill and the sensitive approach that helps us to find the right contact for each customer, the right timing and the right words for a successful personal reminder conversation.

"THE JOB DEMANDS ANALYTIC THINKING, ORGANISATIONAL SKILLS AND COMMUNICATION ABILITY."

Cornelia Frick

This requires much experience and sensitivity because even with difficult conversations, we still emphasise respect and a sense of partnership. The challenge is even greater when my colleagues have to conduct these reminder conversations in English, French or Italian."

#### Financial accounting

In financial accounting, end of month and end of year activities are carried out. Additionally, it involves invoicing, monitoring the value added tax identification numbers and the discount system, the entry and updating of account and system data, which have to be constantly adjusted to reflect current statutory regulations (in particular, sales tax rules). "Overall, over the last 20 years the job profile of accounting staff has moved more and more away from the classic bookkeeper towards administrator and coordinator of all accounting concerns. The job demands a wide knowledge well beyond the actual bookkeeping, analytical thinking, organisational skills and good communication abilities. In particular this is the case when existing and new processes have to be analysed, designed and optimised across different departments", explains Cornelia Frick, Head of the Department.



Experience and sensitivity are important when conducting reminder conversations

# Training for a job with a future

## Awards, new recruits and changes

Training plays an important role at Meusburger. After all, with its sophisticated technology and machinery, the company needs highly qualified skilled workers. In order to meet this demand, the company invests regularly in extensive training measures.

With the acquisition of a new CNC controlled milling machine and lathe, important modern equipment was again purchased for the training workshop this year. The new machines make it possible to train apprentices in real life situations on CNC machines. Because the controls

of the machine used for training are also used in production, the apprentices have the opportunity to learn the manufacture of turned parts particularly close to practical situations.

The quality of Meusburger's training is demonstrated by the results of the final examinations. Our apprentices are regularly amongst the best. By the way: this year again 12 young people have found their professional home at Meusburger. And that is not all. Next year, Meusburger will give even more young people the opportunity to obtain thorough training. Another very important aspect is the

social component, and the feeling of belonging together. In addition to sporting events, Meusburger regularly organises excursions to customers and suppliers. It is very exciting for apprentices to experience how steel is made, or how Meusburger products are used at our customers'. Recently a visit took 26 apprentices from Wolfurt to Balzers to the Swiss company Oerlikon. This exciting day was concluded with a joint dinner and social evening.



“ I have been working for Meusburger for six years, since the year before last as apprentice trainer, and up to now I have been able to pass on my knowledge to 14 apprentices.”

**Stefan Kohler**  
Apprentice Trainer



“ For us, training is an investment in the future. Meusburger is clearly committed to its Wolfurt location – that means we have to do something to ensure that in two to three years time, we are not short of skilled staff. That's why Meusburger has invested heavily in training in recent years. In detail that means: more recruits, new jobs and expansion of the training workshop.”

**Peter Nussbaumer,**  
Apprentice Trainer



### START

Currently there are 33 apprentices in training.

Here are the names of those who just started:

Josef Eller, Möggers  
Sandro Feuerstein, Langenegg  
Haris Hrcnic, Lauterach  
Linus Jakob, Langenegg  
Lukas Kohler, Andelsbuch  
Linus Knill, Sulzberg  
Clemens Mennel, Sulzberg  
Lukas Schlitzer, Hittisau  
Manuel Sutter, Krumbach  
Thommaso Uccellieri, Wolfurt  
Andreas Vögel, Sulzberg  
Dominik Weber, Sibratsgfäll





## AWARDS

**Award-winning training company**  
 In autumn 2010 Meusburger received the accolade "Training Company of Excellence".

### Apprentice competition 2011

With distinction: Michael Geuze  
 Andreas Seeberger

With merit: Niklas Vonach  
 Simon Alber

### Final examinations 2011

With distinction: Michael Geuze

With merit: Simon Alber  
 Niklas Vonach

Pass: Andreas Seeberger  
 Elias Knill

## NEW TRAINING WORKSHOP

Last year, Meusburger invested in three milling machines, two lathes and an office with CAM workstations. Further investment is planned for 2012.



## NEW TRAINER



In September 2011 Simon Alber started his career as the third apprentice trainer. He carried out his apprenticeship at Meusburger and completed it with good success in March.

## EVENTS 2010/2011

- » Introduction days at Riefensberg
- » Visit to Oerlikon in Balzers
- » Sledging party
- » Apprentice barbecue
- » Wolfurt apprentice days (Outdoor event high5 Lingenau)



# Vorarlberg health prize

## Healthy and happy at work

**Our objectives: health and happiness at work! Meusburger likes to have healthy and motivated members of staff who are happy in their working environment and who can therefore successfully realise their potential.**

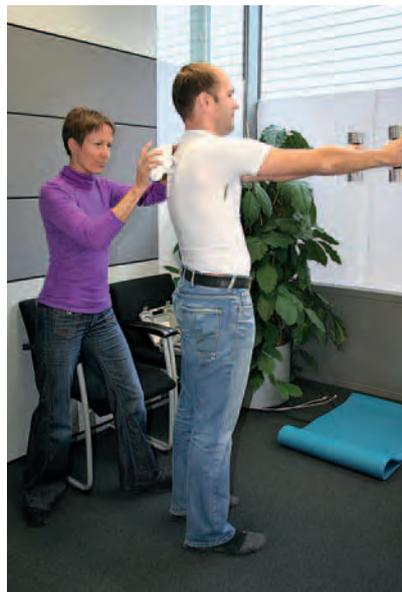
In order to achieve these objectives, we go the extra mile for our staff. In addition to a newly equipped medical consulting room, continuous safety training and a "healthy" canteen, we also carry out many measures which help to bring our staff safely and easily to work.

Likewise, physical exercise is high on the agenda. Once or twice a month there are sporting activities such as cycling and climbing excursions, football tournaments, tennis matches...

### The most important measures

- » Posture training
- » Ergonomic measures for workplace optimisation
- » Purchase of ergonomic aids (seat cushions, mousepads, new office chairs...)
- » Healthy nutrition (new canteen – cooking on site, free apples,...)
- » Various sporting events (cycling, football, tennis, icehockey, biking...)
- » A range of inoculations, eye tests, First Aid courses, the company doctor...
- » Free transport to work with a total of 23 company-owned buses
- » Driver training for company bus drivers

» Meusburger job bicycles (bicycles are available to staff for travelling between the railway station and the company, for short errands or for the journey to lunch).



Back screening with the "spinal mouse"



Meusburger bicycle in daily use



## Comments

The health of our staff is very close to our hearts. We therefore do everything to ensure that they are safe, motivated and able to work under the best possible conditions. This goes without saying. Healthy staff help us to go on growing in a healthy way.

*Roman Giesinger,  
Personnel Manager*

During the "lifting technique" training for staff in order picking and dispatch, employees learnt the importance of moving and lifting correctly. This is particularly important when taking out plates, some of which are heavy and bulky. We were also shown balancing movements and physical exercises we could do at work and at home.

*Franz Österle, Head of Department  
Warehouse/order picking*



Physical movement for a more balanced lifestyle

## Mobility prize klima:aktiv mobil



At the opening of the klima:aktiv mobil tour, a mobile exhibition for increasing the awareness of alternative transport methods and climate-friendly mobility, Meusburger received the award of klima:aktiv mobil project partner.

Meusburger received this award for its active contribution to the

protection of the environment and the climate, which involved the purchase of "works buses". This means that the company is one of more than 880 organisations in Austria which are actively committed to a cleaner environment, less noise pollution, a better quality of life and to securing "green jobs".



Niki Berlakovich (Minister for the Environment), Roman Giesinger (Meusburger), Marco Tittler (Managing Director of "Junge Wirtschaft Vorarlberg")

# Meusburger Inside

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

### Ice hockey in Alberschwende, January 2011

30 Meusburger hobby ice hockey players hit the ice in this year's ice hockey match in the hall in Alberschwende. Not only men showed off their skills, there were also three women who ventured on to the ice with good padding. The result of the icy competition: 13:6.

### Ski race and skiing day in Warth, January/February 2011

The months of January and February were dominated by winter sports. At this year's Meusburger ski race and skiing day in Bregenzerwald, all snow fans had plenty to choose from; and luckily the weather always provided a lot of sunshine. Congratulations to the winners of the ski race Markus Beer, Sabine Ritter and Franz Feuerstein.

### Women's run, May 2011

A sensational number of female runners (over 2,500) took place in the annual women's run over a distance of five kilometres. This was therefore the second largest women's run in Austria. During perfect weather, the ladies ran from Lochau to their destination – the Bregenz Festspielhaus. Six participants started in "Team Meusburger". The fastest lady runner of the team was Klara Buryskova with a time of 25:22 minutes.

### Cycling tour, June 2011

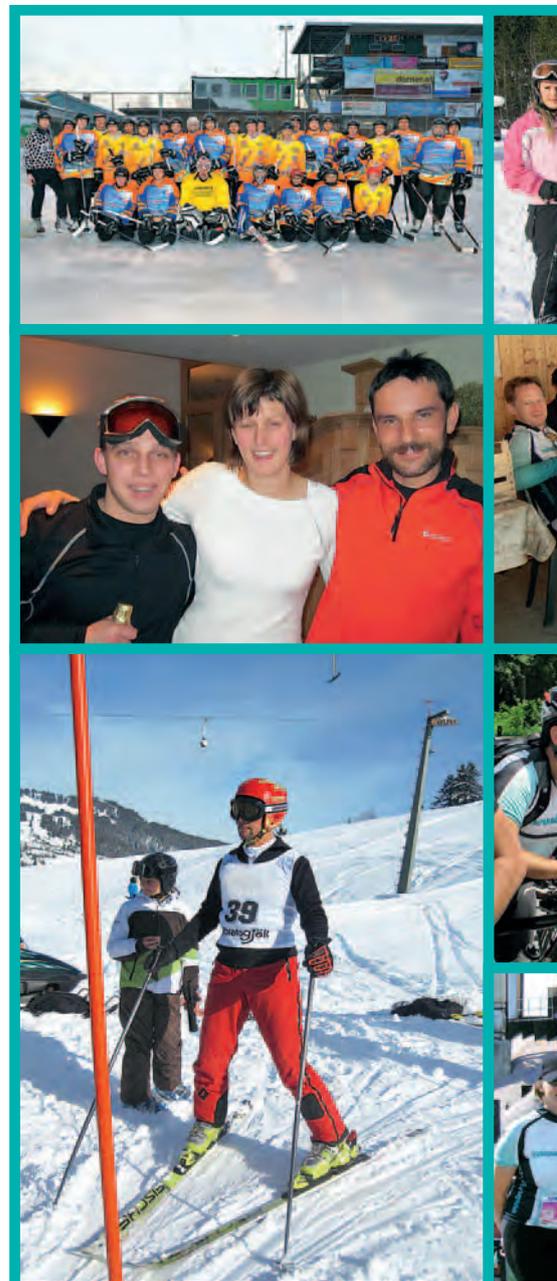
In June, over 35 members of staff took part in the annual cycling tour. It started in Wolfurt and led via Lindau to Kressbronn. The first refreshments with coffee and cake were taken in Nonnenhorn – in the shade of an old chestnut tree. Then from Lindau the riders took a ferry back across Lake Constance to Bregenz where the tour ended with a hearty meal at Klosterkeller Mehrerau.

### Biking in Finale Ligure (Italy), June 2011

A total of 21 enthusiastic Meusburger mountain bikers started off to Italy with the weather really warm at 35°C. After a comfortable bus journey, the group covered about 4,000 metres in altitude and a distance of about 200 kilometres over three days. The routes took in motor traffic roads, mountain tracks, gravel and woodland tracks, and trials. At the end of the day the bikers were rewarded with a refreshing swim in the sea.

### Motorbike trip to the Altmühltal (Bavaria), July 2011

Blessed with good weather our bikers started off via Memmingen, Günzburg, Donauwörth to Marxheim, where they reached the hotel after about 220 kilometres. Next on the agenda was a tour of the Altmühltal Nature Park on the following day. Once again it was an enjoyable motorbike trip.





### Births

- Marius, born on 04.10.2010  
Son of Julia Rogger and Guntram Meusburger
- Niobe Maria, born on 07.10.2010  
Daughter of Sigrid and Lukas Schwetzler
- Tim, born on 29.11.2010  
Son of Thorsten and Sybille Fink
- Raphaela, born on 12.01.2011  
Daughter of Rebecca and Helmut Sutterlüty
- Paul, born on 17.01.2011  
Son of Helmut Natter and Nadja Übelher
- Eduard, born on 19.01.2011  
Son of Isadora and Michael Amann
- Paula, born on 03.03.2011  
Daughter of Christian and Ulrike Feurle
- Theo, born on 15.03.2011  
Son of Barbara Capri and Oliver Bischof
- Laura, born on 21.03.2011  
Daughter of Manuel and Regina Ischep
- Fiona, born on 27.04.2011  
Daughter of Daniel and Tanja Schmidmeier
- Martina, born on 24.05.2011  
Daughter of Stefan Tschirf and Michaela Juen
- Lukas Gabriel, born on 25.05.2011  
Son of Odair Krack and Denise Drews-Krack
- Janic-Torben, born on 17.06.2011  
Son of Andreas and Sandra Jakob
- Nico, born on 26.06.2011  
Son of Franz Berchtold and Manuela Zangerle
- Jasmin, born on 22.08.2011  
Daughter of Sabine and Edwin Violand

### Weddings

- Tanja Buchsteiner and Patrick Peter, May 2011
- Daniel Fuchs and Manuela Bösch, June 2011
- Carsten Vogt and Marlene Rozar, July 2011
- Petra Redler and Alexander Günther, August 2011
- Tobias Fuchs and Marion Gschwind, September 2011

### Length of service celebrations

- Peter Heinzle, Work Preparation, 40 years
- Hubert Schwald, Head of Production, 40 years
- Anton Geiger, Head of Dispatch, 25 years
- Andreas Hammerer, Headquarters Sales (D, A, CH), 10 years
- Paul Temesfői, Field Service, 10 years
- Anita Albrecht, Administration, 10 years
- Sabine Sturn, Administration, 10 years
- Alexander Hammerer, Materials Management, 10 years
- Franz Österle, Head of Warehouse Department, 10 years
- Joachim Zinnöcker, Field Service, 10 years

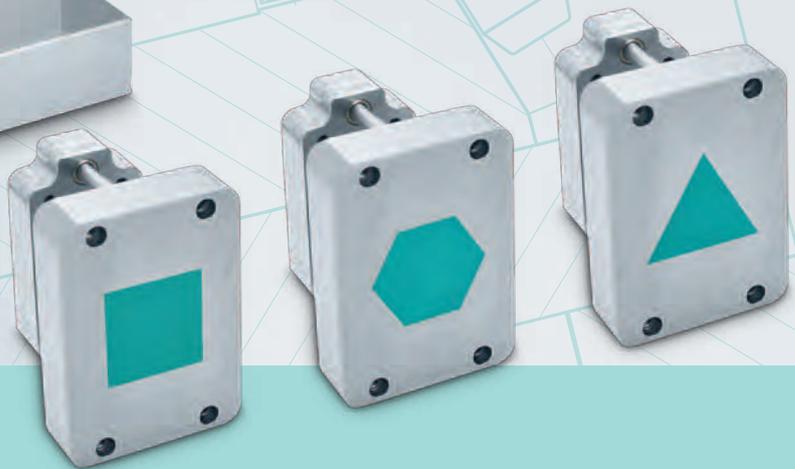
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