WRAPPING UP
LARGEST EXTENSION BUILDING TO DATE COMPLETED

FROM THE PERSPECTIVE OF THE CUSTOMER
CHATTING WITH GUNTRAM MEUSBURGER

THE MEUSBURGER PORTAL - REACH YOUR GOAL QUICKLY
NOW EVEN MORE EFFICIENT
DEAR READERS,

Yet another year has passed and time has not stood still in Wolfurt.

I think back to the beginning of our company with gratitude and humbleness. I am grateful for what has been accomplished so far which could only be achieved with our loyal employees.

Loyalty is the basis on which we grow and which made this company possible. Twelve cows - this was the security deposit of my grandfather and the equivalent of a lathe which my father needed for the establishment of his company ‘Georg Meusburger Tool and Mould Making’ in 1964. But my grandfather had great trust in the vision of my father: trust that the latter always lived up to.

The growing trust that our customers gave over the years is our most valuable asset and we appreciate this trust very much. Our customers know what they expect from Meusburger: reliability, quality and service competence which goes beyond usual measure. We want to continue on this path together.

I hope you enjoy the read!

Best regards,

M. Eng. Guntram Meusburger
Managing Director
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GROWTH AND RESPONSIBILITY ARE NOT MUTUALLY EXCLUSIVE. THIS IS DEMONSTRATED BY OUR INVESTMENTS IN THE ENERGY EFFICIENCY OF THE NEW BUILDING. «

Guntram Meusburger, Managing Director
After more than a year of construction time, the largest building extension in company history has been completed. On a surface area of 8,700 m² not only a new high-bay warehouse, the third of its kind at Meusburger, and an automated small parts warehouse were created but also new production areas, additional warehouse space and a perfectly structured incoming goods area. The investments made guarantee that the customers receive their orders as fast as possible in the future.
The new high-bay warehouse in the extension building in Wolfurt

»WE HAVE OPTIMISED ALMOST EVERY PROCESS WITH MANY PARTICIPANTS AND GREAT ENTHUSIASM. «

Simon Tiefenthaler
Head of Materials Management Department

High-bay warehouse

2,400
COMPARTMENTS

12,000 t
THEORETICAL LOAD CAPACITY

5,000 kg
LOAD CAPACITY PER WAREHOUSE BOX (840 x 6,500 mm)

1,200 m²
SURFACE AREA

700 t
OF STEEL USED FOR STEEL CONSTRUCTIONS
The production in Lingenau in the Bregenzerwald started at the end of 2016. In the coming years, we will continue to invest in this location using state-of-the-art systems and employing highly qualified personnel for special machining. This way the customer requirements are fulfilled even better.

The production hall in Lingenau offers a total floor space of 9,500 m² and is Meusburger’s competence centre for special machining. The machinery should be expanded to about 30 machines by the end of 2022.

The workforce will also see a strong growth. The team in Lingenau should expand to over 70 specialists. Meusburger relies heavily on its own training workshop. The location in the Bregenzerwald is also an important factor as many of the company’s employees have their roots there.
FROM ORDER TO SHIPMENT

Highly qualified specialists in Lingenau work on state-of-the-art machines and process machining orders for dies, moulds, jigs and fixtures. Upon receipt of the order at the company headquarters the quotation is prepared within two working days. Then the required plates are taken from the warehouse and processed so that the machining can begin directly after process planning and CAM preparation 16 km away in Lingenau. After an intensive quality check the finished product is transported back to Wolfurt and sent to the customer from there.
The premiere of the Meusburger ‘Werkzeug- und Formenbautage’ (Die and Mould Making Days) in October 2016 stirs up curiosity about the upcoming industry meetings. The event takes place every one and a half years and offers the ideal platform for the industry around Lake Constance. The preparations for the next Die and Mould Making Days in spring of 2018 are already underway.

A QUICK LOOK BACK

On October 12 and 13th, 2016 the specialist audience in the area of die and mould making met in the Bregenz Festival Hall. The innovative event – in cooperation with the VDWF (Association of German Tool and Mould Makers) and the technical magazine FORM+Werkzeug – attracted more than 200 visitors to Vorarlberg’s capital. An in-house exhibition with 36 exhibitors accompanied the sold-out industry meeting at the border of four countries on both days. During the breaks and evening events, the visitors could engage in discussion, exchange experiences and contacts or simply enjoy the picturesque view of Lake Constance.

15
LECTURES

36
EXHIBITORS

2
DAYS

>200
VISITORS / DAY

A LOOK TO THE FUTURE

The 2018 Meusburger Die and Mould Making Days take place from the 22nd to the 23rd of March. Two exciting days filled with technical lectures, panel discussions and conversations await the visitors who will also have plenty of time for exchange among each other.

The premiere visitors found the concept behind the event format – a symposium for industry experts in their native region – outstanding and particularly necessary. Above all they are convinced that the Meusburger Die and Mould Making Days have the potential to establish themselves as an industry meeting in the future.

Find more information about the event at: www.werkzeug-formenbau-tage.com
» WE WERE VERY PLEASED ABOUT THE GREAT AMOUNT OF POSITIVE FEEDBACK AND DECIDED TO HAVE THE NEXT EVENT IN THE SPRING OF 2018. «

Andreas Sutter
Head of Technical Marketing and Knowledge Management

» Save the Date 22.–23.03.2018
THE MEUSBURGER GROUP
IN NUMBERS – AS OF OCTOBER 2017

>1,450 EMPLOYEES WORLDWIDE
& ~120 APPRENTICES IN TOTAL

>17,500 CUSTOMERS WORLDWIDE

~215 FIELD SALES EMPLOYEES
66 COUNTRIES SUPPLIED TO

~25,000 SQUARE METRE FINISHED GOODS WAREHOUSE
~26,000 SQUARE METRE RAW MATERIAL WAREHOUSE
~71,000 SQUARE METRE TOTAL FLOOR SPACE

36,300 BREAD ROLLS CONSUMED AT THE 2017 TRADE FAIRS

146x EMPTY WEIGHT OF AN AIRBUS A380
40,000 TONS OF STEEL CONSUMPTION PER YEAR

86,000 CATALOGUE ITEMS
DID YOU KNOW THAT...

...more than 570 million tons of steel are recycled worldwide per year and converted into new products? This means that steel is the recycling world champion. Recycled steel retains its quality characteristics and can be used again and again.

...in order to protect the climate, more and more special types of steel are developed which are multiple times lighter than ordinary used steel? This is a significant point for cars and airplanes, because the lighter they are the less CO₂ they emit.

...in 1883 steel was used for the first time in the construction of a skyscraper? Nowadays, steel can be used very efficiently. For the construction of the Golden Gate Bridge at the beginning of the 1930s, around 75,000 tons of steel was needed, whereas today through improved materials and optimised design only around half this amount would be necessary.

...in Europe around 30 million jobs are provided by the raw materials industry?
FROM THE PERSPECTIVE OF THE CUSTOMER – CHATTING WITH GUNTRAM MEUSBURGER

For years Meusburger has been on the expansion course in all areas of business - especially apparent at the beginning of October 2017 with the opening of the extension building in Wolfurt. We met with Guntram Meusburger, Managing Director, to talk to him about logistical feats, the Meusburger company philosophy and its pioneering role in e-commerce.

informs: Hello Mr Meusburger. 24,000 m² of storage space, 85,000 catalogue products, delivery within 24 hours to most European countries. ‘We have everything on stock.’ What does this guiding principle mean for the customers?

At Meusburger, we always try to think of the situation of our customer and to see things from his perspective. For example, imagine the operations manager of a small injection moulding company. Tuesday afternoon a slide breaks during the injection moulding operation. The following scenario would be possible: he has to cancel his production order, wait a long time for spare parts thus lose time and have additional costs which he then has to save elsewhere. Or – he uses our Meusburger portal. With just a few mouse clicks he has found the appropriate slide for his mould base in the online catalogue, ordered it and gets it delivered the next morning. And the repair is done quickly and without any delay. With this small example you see: the customer does not lose valuable time. If he has executed the order for an end customer, he can deliver without delay. Our guiding principle ‘we have everything on stock’ particularly means reliability and project security for our customers.

informs: Keyword: standardisation. How did this core idea of Meusburger’s company philosophy emerge and how has it established itself on the market.

Standardisation is the foundation on which Meusburger grew and is rooted in our history. My father Georg Meusburger had already prefabricated plates in the early years before he machined the respective cavity according to customer order. The idea of standardisation arose because the demand for these prefabricated plates was ever-increasing. The need for serial manufactured plates in unit sizes soon exceeded all expectations and so my father decided to put all his eggs in one basket and promote standardisation. Today these plates are an indispensable part of the market and the basis for almost every injection mould or stamping die. For our customers standardisation is the guarantee for process reliability, highest quality, and shortest lead times.

informs: In autumn of 2017, the extension building was opened at the headquarters in Wolfurt. With a fully automated small parts warehouse and a new high-bay warehouse the
stock capacity has again increased. How do these renovations benefit the customer?

We have the largest standard parts warehouse worldwide covering an impressive range of products. Together with a highly efficient service that optimally serves the needs of the customer, we are the reliable partner for making dies, moulds, jigs and fixtures. As our customer base has been growing disproportionately for years, we must and we want to continue to invest in these services. Therefore the decision to invest in a new high-bay warehouse and small parts warehouse was unanimous. Thus we support our customers in the long term and help them to be successful. At the same time, we want to build up Meusburger as a global brand and thereby confirm our performance commitment to our customers.

**informs:** In addition to the classic print catalogues, for years Meusburger also has been offering the online catalogue on the homepage and – offline so to say – a CD catalogue. What specific advantages does the customer have when ordering with these tools?

Meusburger has been the pioneer in the area of e-commerce for many years. As early as 1996, we introduced the CD catalogue. At that time it was almost a revolution that the customer himself could configure his own standard components by means of a mould base wizard and order plates exactly fitting his requirements. Meanwhile 2D and 3D models of more than 85,000 products in the Meusburger range are available and can be easily exported to all common CAD systems and as neutral data. These are the features that make the day-to-day work of a die maker or mould maker easier.

**informs:** At Meusburger the theme of Knowledge Management is also very important. What advantages do you see in its consistent implementation?

The core idea of Meusburger’s Knowledge Management is to provide all employees in the company with the information they need to successfully manage their tasks. Our Knowledge Management – namely the acquisition, storage and subsequent distribution of knowledge content – has a central influence on our corporate success. We work more efficiently – be it finding information, sharing knowledge or avoiding duplication of work.

**informs:** How does Meusburger face the shortage of qualified specialists and where do you see the company in five years?

We are working very hard to promote healthy growth. The basis for our continuous growth and sustainable success are our highly qualified and committed employees. We are aware of the shortage of qualified specialists so in the new building there is also a new training workshop twice as big because our goal is to significantly increase the number of apprentices. Since 2013, Meusburger has officially been one of the ‘Best Employers in Vorarlberg’. Our family environment is of course a big plus. We want to reach a targeted turnover of over half a billion Euro by 2025 and at the same time maintain the focus: to think and act consistently from the perspective of our customers in die, mould, and jigs and fixtures construction.

**informs:** Thank you very much for the interview, Mr Meusburger.
What advantages does a customer have when the leading manufacturer in the area of high-quality standard parts and a manufacturer for hot runner and control systems merge? We justifiably claim - very much.

For our mostly common customer base we combine our selling power and consolidate our overall know-how: through standardised, precise offers our customers can save time and money so they can take care of something more important - their own projects.

In the past there was an immense range of hydraulic cylinders. The configuration was time-consuming and laborious. We recognised the problem and solved it for our customers. How did we achieve this?

The great strength of Meusburger is the standardisation. For example we have defined a single standard for the hydraulic cylinders: FKM sealing, axial and transverse holes are no longer offered separately but combined. This reduces the wide variety and makes the preselection easier for the customers.

The PSG smartFILL single nozzles can now also be found in the Meusburger online catalogue. With the hot runner nozzles configurator the customer can simply enter his parameters and the exact nozzle is displayed. And the future looks good: Meusburger standard parts and PSG hot runner and control systems are available from one source. This is how we appeal to our customers and guarantee them the best quality under one roof.
For our common customer base we combine our selling power and our overall know-how.

OPTIMISATION OF THE PROCESS CHAIN

… using the example of the purchase process for buying a profiTEMP+ control unit

The customer requires a reliable control unit for his hot runner. Through the consistent appearance of the Meusburger Group all important information reaches the customer in a targeted manner. The control unit is available at both PSG and Meusburger. If the customer decides to buy the control unit, this is immediately available from stock. Through the combined sales strength we can bring more expert knowledge to the customer - to utmost customer satisfaction.

The customer requires a reliable control unit for his hot runner.

More expert knowledge in the application through additional sales strength.

Customer decides to buy the control unit - the standard solution is available from stock.

The control unit is available at both Meusburger and PSG.

Through a consistent appearance, information reaches the customer in a targeted manner.

PURCHASE PROCESS

1. Problem identification
2. Information search
3. Supplier selection
4. Purchase decision
5. Application
TWO STRONG BRANDS UNDER ONE ROOF

WE COMPLIMENT EACH OTHER...

In 2016 the foundation stone for the Meusburger Group was laid and we are more than satisfied with the achievements so far. Meeting face-to-face has led us to a significantly better understanding of each other. On the grand-opening of the new production hall in Lingenau, many PSG employees came to Vorarlberg to get to know the Meusburger colleagues and the plant in Wolfurt. Through a number of additional activities and events shared, stable and trusting partnerships were created and developed.

TOGETHER FOR THE CUSTOMERS...

From the customer’s point of view the sale of PSG to Meusburger was very positive. The similarities between the two companies - family companies with a long tradition and a comparable corporate culture - ensure reliability. The product range of Meusburger and PSG compliment each other optimally and the first PSG products such as the profiTEMP+ and the smartFILL nozzle can already be found in the Meusburger catalogue. Our declared goal is to promote standardisation in the area of hot runner and control systems.
THE PRODUCT RANGE OF MEUSBURGER AND PSG OPTIMALLY COMPLIMENT EACH OTHER.«

TOGETHER IN THE FUTURE...

We have undertaken a lot for the future: in addition to the expansion of further activities such as for example Knowledge Management or the common development of catalogue products, PSG aims at continued internationalisation: the identification of new markets, stable growth and the willingness to invest in the future will be our main fields of activity. And especially important to PSG is that the employees are proud to be a part of the Meusburger Group.

Udo Fuchslocher
CEO PSG
» OUR PRODUCTS MEET THE HIGHEST QUALITY STANDARD. WE STAND FOR THIS PERSONALLY. «

Kitti Tacacs, circuit board assembly employee
Picturesquely located on Lake Taihu and on the shore of the Yangtze river, the six million inhabitant metropolis Wuxi is often also called little Shanghai. Wuxi has also expanded greatly economically: the city in the province Jiangsu is one of the eastern Chinese economic centres and is regularly included in the Top 10 best Chinese business cities.

This is why Meusburger already opened a sales branch in Wuxi in 2010. PSG has had representation in the Middle Kingdom since 2015. Many customers have their location in this region and also more than half of the turnover in China is earned here. In summer of 2017, Meusburger and PSG jointly obtained new office spaces and are now on site with around 40 employees.

Together with the new office spaces - in accordance to Meusburger’s guiding principle of continuous availability, a 250 m² warehouse was set up. Already one third of all parcels are sent directly from the new warehouse and can be delivered to customers all over China within two working days. Enormous synergies can be used through the merger of Meusburger and PSG: the majority of the customers are relevant for both Meusburger and PSG. The exchange of addresses and the joint customer visits ensure the existing customers are looked after optimally and new ones are acquired.

“Ni hao” means “hello”
Our primary strategy is to serve our European partners who have settled in China with the market-specific product range of the Meusburger Group. Through merging both companies our customers receive everything from one source. The goal is to double our turnover in 2020 and at least triple it by 2024.
During the construction of the new extension hall in Wolfurt particular attention was given to energy efficiency. The requirements were clearly defined: environmental protection as well as top quality and reliability of the products.

VENTILATION

A ventilation and cooling system was designed which supplies both the production area as well as the warehouse and order picking area. The ventilation system is used to remove the heat accumulated from the machines as well as to achieve the required hygienic air exchange. The goal was to maintain the temperature in the production hall as constant as possible in order to guarantee accuracy of the products in the μ range. The air volume of approx. 50,000 m³ is changed 1.8 times per hour. This means moving an air volume of 90,000 m³ per hour. The distribution is carried out using tried and trusted draft-free textile diffusers.

In order to keep the humidity in the order picking area of the basement at around 50% during the summer months, the incoming air supply was provided additionally with a dehumidification unit.

The small parts warehouse has an independent ventilation and dehumidification system to avoid corrosion of the stored parts. This minimises the amount of preservers used as well as packaging waste reflecting Meusburger’s environmental concerns.

AIR CONDITIONING

A new cooling centre will be installed for supplying the ventilation system with cooling energy and cold water for the production process in the temperature range of 14 to 18 °C throughout the entire year. The power is generated by two cooling machines and two cooling towers and integrated in the existing cooling network. This results in a high reliability and precisely differentiated power control. The cooling machines in combination with the cooling towers (Free Cooling) enable an energy efficient operating mode especially in the winter months and the transitional seasons since only a small amount of electricity (except for the circulation pumps) is required for cooling production.

ENERGY EFFICIENCY IN FOCUS
The waste heat of the compressors as well as the dryers can be used during the winter months to heat the underground car park and is integrated in the heat recovery. Generally all heat sources are used for heat recovery and fed back into the heating system. This completely replaces a conventional heating.

**HEATING**

» With the implemented concept, 175,000 kWh of electricity or 75 tons of CO₂ can be saved per year compared to conventional cooling machines.
» Through the heat recovery approximately 74,000 m³ of gas is saved yearly, resulting in a CO₂ reduction of approximately 140 tons.
Knowledge Management with the WBI (Better Integration of Knowledge) method is one of Meusburger’s keys to success. After the company was awarded with the title ‘Excellent Knowledge Management 2015’, Meusburger achieved another milestone in 2017: the line of 5,000 Knowledge Documents was crossed in April.

Knowledge Documents – or WiDoks for short – are the core of the WBI method. They are small portions of knowledge about a certain topic or question. In the WBI method all relevant experience and factual knowledge is recorded in Knowledge Documents which are then shared, used in day-to-day work and further developed.

Experts on the respective subjects – the so-called content managers – are responsible for the content, their topicality, and their relevance and can be contacted by other employees for questions or suggestions. All Knowledge Documents together form the knowledge basis of the company and are saved in a knowledge database. This offers round-the-clock access to the high-quality corporate knowledge.

MANY ADVANTAGES FOR EMPLOYEES

The knowledge database is the first point of contact for employees when a question arises or information is needed. If an expert records his knowledge in a WiDok, he or she can thereby prevent repeated enquiries and work interruptions which is a clear time saver.

Time is also saved at Meusburger by the fact that employees can start a meeting from a common ground, since reference is made to the corresponding WiDoks as preparation for the appointment.

In addition to time-saving advantages the quality of the Knowledge Documents is constantly improved through the WBI method. If for example after an event or the completion of a project ideas or suggestions for optimisation are expressed, these are added to the existing WiDoks.
WBI makes work easier and provides assistance in the event of holidays, sick leave or parental leave because the experiential knowledge of the absent person is still presented in the WiDoks and above all usable.

In addition to these primary advantages, WBI also offers secondary advantages in terms of the well-being of the employee. The well-being and the motivation of the workforce are decisive because through their enthusiasm, their openness to new ideas and their willingness to share knowledge with one another, the employees make an important contribution to the success of the WBI Knowledge Management at Meusburger.

More about Knowledge Management at [www.wbi.at](http://www.wbi.at)
» MODULAR AND PRECISE – WITH OUR DIE SETS AND ACCESSORIES YOU HAVE ALL THE ADVANTAGES FROM JUST ONE SOURCE. «

Andreas Gojo, Head of the Die Making Product Planning Department
INNOVATION IN DIE MAKING

For many years, mould makers have already known the multifunctional H 1000 Clamping system which has revolutionised the manufacturing process in mould making and stands for high efficiency. Now the innovative system as H 3000, which has been designed and constructed to precisely match the standard hole pattern of Meusburger die sets, is also available for die making.

WHAT ARE THE ADVANTAGES OF THE H 3000?

The H 3000 is an innovative development from Meusburger and together with the Meusburger standard die sets allows an unrivalled quality of stamped parts to date: the high precision of the H 3000 and the high accuracy of the Meusburger standard die sets result in an exact and dimensionally perfect stamping die.

Whether on the milling machine or on the EDM machine, the plate can be properly clamped and machined thanks to the anti-rotation protection. Due to very tight tolerances of the mounting holes and the clamping elements, the die plates can be clamped and machined with repeatable accuracy in the µ range with the help of the Meusburger H 3000 Clamping system. This saves valuable time and money in the production, so that the H 3000 Clamping plate will “break even” after just a few dies. Set-up times are substantially reduced by using the multifunctional clamping system.

HOW DOES THE H 3000 WORK?

The functioning principle is quickly explained: the S-Plates are clamped using the guide holes and thereby positioned and aligned in the middle of the H 3000. It is no longer necessary to constantly align the plates, so the machinist’s work is easier and more efficient. When clamping die plates with expanding rings the interfering contour is reduced to the contours of the workpiece. This significantly simplifies programming and minimises the risk of a collision.

The H 3000 is available in two sizes. It is possible to machine pillars retainers and bushes retainers as well as NP-Bars on both sides with the same size die set without having to change the position of the accessories. Just like the H 1000 for mould making, the H 3000 will revolutionise the work in die making.
SV - STANDARD DIE SETS

» Ready-to-use die sets - supplied as individual components

» Including all functional plates required, made out of NP – Bars

SH - TWO-PILLAR DIE SETS

» Ideal for single-stroke stamping processes and as basic die sets for the modular concept

» Maximum usable area due to the two guiding systems at the back

AVAILABLE UP TO A SIZE OF 696 1396
SETTING STANDARDS

Meusburger is the market leader in the area of standard parts and for years we have been able to expand our leading role. The products from Meusburger, in addition to the plates and bars and a wide range of components, are unrivalled on the market. Now we have increased our stock again: the new extension building in Wolfurt includes an additional high-bay warehouse and an automated small parts warehouse. Therefore we are able to optimise the lead times once again: we promise a lead time of maximum 24 hours within Germany, Austria, Switzerland and a large part of Europe.

THE LARGEST PRODUCT RANGE OF MOULDS

» Mould bases Pre-drilled mould bases as a reliable basis for precise and high-quality standard mould bases

» Change moulds Modularity designed change moulds with ready-to-use inserts for the implementation of prototypes and small series

» Sliding core moulds Ready-to-use sliding core moulds from precision standard parts for components with large undercuts

» Micro moulds Ready-to-use micro moulds for use in Babyplast machines
MEUSBURGER BORE PATTERN

» Enables the introduction of a cooling hole between the guiding bore and the screw hole

CAVITY PLATES WITH LEVER SLOTS

» Provide for a quick and easy removal of the cavity plates

HIGH-GRADE STEEL, HEAT-TREATED FOR STRESS RELIEF

» Guarantees a reduced plate warping during machining
The go-live of the new Meusburger portal www.meusburger.com. was at the end of May 2017. The portal, which together with the new web shop for workshop equipment replaces the previous company website, has created great enthusiasm with its unprecedented customer friendliness as well as its innovative design for customers, suppliers and partners.

THE MEUSBURGER PORTAL – REACH YOUR GOAL QUICKLY

LEADING DIGITAL ROLE

More than twenty years ago Meusburger was one of the first to introduce a CD catalogue and was then already a pioneer in the area of paperless and customer friendly ordering. Today, the new Meusburger portal helps customers reach their goal even more quickly: whether they are looking for a product, information or a contact person.

THE ADVANTAGES OF THE MEUSBURGER PORTAL AT A GLANCE

» Detailed filter and search functions added to the tried and trusted functions
» All product pages have additional features such as explanation videos, data sheets or recommendations for accessories
» Once registered, the respective contact persons are presented – worldwide and on-site
» In the ‘My account’ customer area, order templates can be created, the status of deliveries can be tracked and trade fair tickets can be ordered
» CUSTOMER AND USER-FRIENDLY – THESE ARE THE TWO MAXIMS OF THE NEW MEUSBURGER PORTAL. «
As the world’s leading standard parts manufacturer we are working every day to improve our production processes and machines. We know the strengths and weaknesses of the different machines and our experts continuously optimise these. The steadily increasing demand for ejector pins in special lengths has presented us with the task of finding a solution to cut the ejector pins in a time-saving and precise manner with repeatable accuracy.

The solutions available on the market did not completely fulfil our ideas and called for an in-house development. After two years of development work and meticulous testing of the prototypes in our production, we were able to launch the new Meusburger precision cutting and grinding machine at the end of March 2017.

MEUSBURGER INNOVATION

The GMT 6000 Precision cutting and grinding machine represents a new development on the basis of our overall know-how: here our accumulated knowledge and our practical experience in the machining of ejector pins are combined.

With the Meusburger precision cutting and grinding machine, which complies with the latest safety regulations of the machinery directive, ejectors can be shortened and ground precisely to the desired length in just one work step. State-of-the-art electric and hardware components such as the measuring system, three-phase motors and position indication as well as the stable design guarantee ergonomic work and ensure lowest vibration and highest precision.

Our success proves us right: the demand among our customers is high and the Meusburger precision cutting and grinding machine has already become indispensable on the market.
Watch the cutting and grinding machine film here now!
QUALITY HAS A NAME

Meusburger takes quality very seriously – because our quality means reliability and safety for our customers. The guidelines are adhered to throughout the entire manufacturing process, beginning with the purchase from highly renowned steelworks through the stress-relieving heat treatment up to a consistent quality check, which all takes place directly at Meusburger.

STANDARDISATION ACHIEVED FOR MACHINE AND JIG CONSTRUCTION

In addition, the standard parts manufacturer Meusburger offers an additional advantage for machine and jig construction. Standardised plates are available from stock in different dimensions. Through the use of these standardised plates construction times are greatly minimised, costs are reduced and lead times are shortened.

WE PROMISE

CUSTOMER FRIENDLINESS...

TO EACH HIS OWN

Meusburger is especially customer friendly in its choice of options: the customer specifies the dimensions he needs, selects from 8 different variations and gets the finished plates delivered immediately.

N-BARS NOW AVAILABLE UP TO 1,200 MM

In addition to standard lengths of 500/800mm, the N-Standard bars are available for the material grades 1.1730 (C 45 U), 1.2085 (X 33 CrS 16) as well as 1.2312 (40 CrMnMoS 86) up to 1,200 mm. Also the majority of NR-Round bars are available up to a length of 1,200 mm.
» STANDARDISATION MINIMISES CONSTRUCTION TIMES AND REDUCES THE COSTS OF OUR CUSTOMERS. «

Sasa Maretic
Business Area Development
Machine and Jig Construction
WHAT MAKES SUCCESS?

Success has many fathers or as with Meusburger a corporate culture which creates the best conditions for it: brief decision making processes, a 360 degree view for optimisation and a close network of different specialist departments.

AN EXAMPLE?

To protect our moulding plates from scratches and slipping, anti-slip mats are placed between them. This small but important part for a long time was a necessity which was given little thought. Haptics or even appearance were secondary matters.

Until one day our customer WEBER Technik came up with an interesting proposal: to produce the anti-slip mats previously used for the dispatch from thermoplastic elastomer (TPE) and with our logo. In cooperation with the Rosenheim University of Applied Sciences (Germany) and the expert for processing of plastics professor Peter Karlinger, the suitable plastic was determined and the surface texture optimised.

The advantages of the new anti-slip mats are indisputable and there was great enthusiasm for the new mats in all specialist departments (Purchasing, Logistics and Product Management): the new design with our Meusburger logo as well as the material features met our expectations and all subsequent extensive practice tests were positive.

We can now share the result of this cooperation with our customers: WEBER Technik is now also our supplier – namely supplier of anti-slip mats which uniquely stand out by their appearance. The new mats will also be available in the Meusburger range as of January 2018.
THE COOPERATION OF THE SPECIALIST DEPARTMENTS IS THE BASIS FOR OUR SUCCESS.

Elke Küng-Passamani
Head of Department
Transportation & Customs | Packaging
» AS COMPANY DOCTORS IT IS OUR JOB TO BE THERE FOR THE EMPLOYEES AND TO ADVISE THEM ON ALL MATTERS REGARDING THEIR HEALTH AT WORK. «

Dr. Johanna Kaufmann-Dreibholz, Company Doctor
The health and well-being of our workforce is very important for us. The Meusburger human resources team organises a complete health and well-being package every year because the safety and health of the employees at Meusburger has top priority.

'SALVUS' HEALTH QUALITY LABEL

The many initiatives we offer to promote the motivation and health of our employees are now certified. We are very pleased to be awarded with gold again this year and thus the highest ‘Salvus’ award. The Vorarlberg ‘salvus’ health quality label is awarded to companies that are particularly concerned about the health of their employees.

STAY HEALTHY COMPANY

DOCTORS FOR SPECIALIST PERSONNEL

Cross-country skiing, hockey, or do you prefer a bike trip? Meusburger offers more than 15 sporting events in its headquarters in Wolfurt.

Two company doctors offer regular consultation hours in Wolfurt. Our specialists are at the ready with many medical remedies.

Meusburger provides fresh fruit everyday as healthy snack – for free!
Every year Meusburger offers a free eyesight test. Further tips to relieve eye strain from computer screen work:

» Take a short **break for your eyes** every 50 minutes
» A brief **glance into the distance** provides relaxation
» **Oxygen-rich air** is important for the eyes

Workplaces at Meusburger are adapted to the individual ergonomic requirements of the employees. Recommendations to relieve the back:

» Occasional **small exercises** – e.g. interlock the hands behind the neck and stretch the upper body backwards
» Stand up briefly **every hour** and stretch
» Frequently change your sitting position: ‘**dynamic sitting**’

Meusburger offers employees free fruit at headquarters in Wolfurt. A healthy diet is important for well-being.

» **Fresh fruit** helps our efficiency
» Our brain consists of three quarters water! For good concentration we need about 2-3 litres of **water** daily
» **Nuts** supply us with Omega 3 fatty acids and give the body the energy it requires

Some tips particularly for production workers:

» Ensure **adequate intake of fluids**
» **Enough sleep** is especially important for shift workers
» A **healthy diet** has a positive effect on concentration
» An **ergonomic body posture** prevents muscular problems

**THE GOAL OF THE HEALTH PROMOTION IS TO HAVE A MOTIVATED AND HEALTHY WORKFORCE WHO CAN ACHIEVE THEIR FULL POTENTIAL.**

**Roman Giesinger**
Member of the Executive Board, Head of Human Resources
The training workshop moved to the new hall at the end of June. Therefore its surface area has doubled to approximately 1,800 m² and the investment program is very impressive. We visited the apprentice trainers Peter Nussbaumer and Stefan Kohler at their new workplace and asked them a few questions.

informs: Good morning Peter, good morning Stefan. The new training workshop is ready - the relocation from the old site to the new hall went smoothly and the machines are ready. How are you?

Peter: Very good. We completed the move within 6 weeks - with the energetic help of our apprentices. Meanwhile, I can sleep well again (laughs). A logistical masterpiece was accomplished and I want to give a big thank you to all those involved: a total of 39 machines, 10 office work stations and the entire training room was moved and set-up for work again.

informs: How many apprentices does the new training workshop offer space for? And what big plans do you still have in the apprentice training?

Stefan: We want to offer the best apprentice training. Our approach is holistic, this means we do not just technically train but also impart social competences. As apprentice trainers we are flexible as well and by all means capable of learning. An example: our young colleagues like to communicate with WhatsApp - we learned this from them and that's how we stay young ourselves (laughs).

Peter: We are aware of the shortage of specialists. As a result of our growth, we also need more specialists in the future. So we want to increase the number of apprentices from 30 to 50 per year and we also would like to appeal more to young women. We started our new apprenticeship campaign in September and the response so far has been very positive. We hope that we will reach our target goal: highly motivated young people who begin their professional future with us.

informs: What investments will benefit the new training workshop?

Peter: In total we will invest over two million Euros in the next years. Digitalisation is the keyword - here we want to provide our apprentices with the latest technologies. Of course the
main focus remains on our core competences such as machining or milling - our apprentices are best trained and prepared for professional life here.

Stefan: For us the apprentice takes centre stage: we invest over 70,000 Euro in the apprentice training and the satisfaction of our apprentices. The success rate and also the awards that they win, prove that we are right. In the three and a half years of training they form real communities which run much deeper than the job.

informs: What else would like to share with the informs reader?

Stefan: Come visit us! Have a look at the new training workshop because only through exchange with others do we grow and have the best ideas. And of course (laughs) advertise for us.

informs: Thank you very much for the interview.
It all began in February 2017: after the evaluation of the surveys among the trial apprentices and the apprentices, the green light was given for the new ‘apprenticeship campaign’ project. The goal was clear – to make sure that the best apprentices start their professional life at Meusburger in the coming years.

FAST DECISION-MAKING

The initial ideas for the next design were collected at a meeting between the apprentice trainers and the marketing and human resources marketing employees. From there, the graphics department developed three concepts which were rated. The decision was very quickly made for the ‘Meusburger blood’ concept.

STEP BY STEP TO THE GOAL

Before the implementation of the individual projects, what is meant by ‘Meusburger blood’ had to be clearly defined. In a creative round, four points were defined which characterise the apprenticeship at Meusburger: quality, work environment, perspective and safety. Building on this, the apprentice website, apprentice brochure, films and much more were designed with a new look. In addition, all 40 work shuttle buses were completely covered with the new theme.

CAMPAIGN LAUNCHED ON SEPTEMBER 1ST

At the end, we can say that the many hours invested have paid off. The new apprenticeship campaign has been running since September 1st and has been very well received in the whole state. We are already looking forward to the new apprentices who will begin their career at Meusburger in September of 2018.
» WE COULD PUT A LOT OF NEW MOMENTUM IN APPRENTICE ADVERTISING WITH THE NEW CAMPAIGN. «

Katharina Loacker
Human Resources Development and Marketing

Watch the entire making-of-video here:
AWAY FROM DAY-TO-DAY WORK
LOOKING BACK ON A YEAR OF GOOD TIMES AND ZEST FOR ACTION
ICE HOCKEY
12.11.2016
Hard ice skating rink

BUSINESS
RUN
Dornbirn

CARD GAME
EVENT
04.11.2016
Dornbirn
CHRISTMAS PARTY
Lingenau

CROSS-COUNTRY SKIING
21.01.2017
Sulzberg
MOUNTAINBIKE WEEKEND
08. – 11.06.2017
Feldthurns – South Tyrol

SKIING COMPETITION
18.02.2017
Sibratsgfäll
SKIING DAY
04.03.2017
Warth

WOMEN’S RACE
27.05.2017
Bregenz

BASEBALL TOURNAMENT
01.07.2017
Dornbirn
**MEUSBURGER VS. PSG**
23.06.2017
Wolfurt

**FISHING DAY**
05.08.2017
Lüner Lake

**MOTORCYCLE TRIP**
23. – 25.06.2017
Dolomites – South Tyrol
BIRTHS
Charlotte Sophia, 02.09.2016
daughter of Dörte and Moritz Lang
Rosa Maria, 12.08.2016
daughter of Martin and Lisa Hopfner
Manuel, 17.09.2016
son of Bernhard and Rinraphat Wandersee
Nora, 02.10.2016
daughter of Thomas Flatz and Anna Lindlbauer
Aurelia Susanne, 01.10.2016
daughter of Ruben and Ursula Baumgartner
Hannes, 02.10.2016
son of Hans-Peter Zaggl and Tanja Hutter
Emma, 17.10.2016
daughter of August and Andrea Putz
Jakob, 15.10.2016
son of Dominik and Veronika Willi
Johanna, 28.10.2016
daughter of Tobias and Sandra Kalkschmid
Nevio, 11.11.2016
son of Uwe Einenkel and Jacqueline Fetz
Rafael, 14.11.2016
son of Simon and Lisa Kott
Nisha, 31.11.2016
daughter of Andreas and Beate Telkemeier
son of Klaus and Barbara Nußbaumer
son of Kevin and Bianca Bucher
daughter of Ralf and Carina Reichart
Leandro, 02.01.2017
son of Daniel Knott and Svenja Mießgang
Elisa, 10.01.2017
daughter of Peter Willam and Angela Roth
Alexander, 03.02.2017
son of Timothy Taaffe and Hana Rehakova
Alwin, 04.02.2017
son of Eveline Steurer and Mathias Lässer
Leonie, 14.02.2017
daughter of Christian Metzler and Manuela Rünzler
Konstantin, 19.02.2017
son of Kosta Stefanov and Elena Konova
Damian, 19.02.2017
son of Sabrina Knill and Markus Prattes
Morris, 20.02.2017
son of Ramona and Roland Banz
Clara Paulina, 22.02.2017
daughter of Ines Strobl and Elias Hiller
Kosta, 23.02.2017
son of Boris and Zita Stantic
Liam, 31.03.2017
son of Iana and Ivan Jmurco
Elina, 02.04.2017
daughter of Markus and Sandra Schedler
Emilian, 03.04.2017
son of Elias Knill and Nadine Ostermann
Katrina, 10.04.2017
daughter of Patrick and Doreen Klee
Tim, 11.04.2017
son of Christian and Mirjam Ludwig
Julia, 16.04.2017
daughter of Robert and Daniela Schindler
Sophie, 17.04.2017
daughter of Katja Gmeiner and Thomas Muxel
Aram, 24.04.2017
son of Dibo and Rahgdaa Jasem
Ian, 07.05.2017
son of Michael and Nicole Feurstein
Wiktor, 12.05.2017
son of Sylwester and Natalia Witaszek
Nico, 13.05.2017
son of Beate and Pascal Kratzer
Simon, 21.05.2017
son of Christoph and Kathrin Fink
Angela, 23.05.2017
daughter of Roberta Pederiva and Michael Zach
Ina, 28.05.2017
daughter of Thomas and Anika Kuttler
Lisa und Laura, 29.05.2017
daughters of Sabrina Heuberger and Alexander Nami
Jonas, 14.06.2017
son of Sabine and Marcus Weismann
Denis, 18.06.2017
son of Adrian and Julia Sorica
Theresa, 02.07.2017
daughter of Oswald Rehm and Eva Willam
Alwin, 06.07.2017
son of Sabine Geiselmamn and Christof Matzer
Marie, 14.07.2017
daughter of Guntram and Sandra Lais

Noah Elias, 17.07.2017
son of Jürgen Moosmann and Sabine Vogt

Mila, 18.07.2017
daughter of Robert and Yvonne Meusburger-Garamszegi

WEDDINGS

Silvio Micotti and Kristina Gmehlin, September 2016
Karlheinz Sonnberger and Doris Kosnjak, September 2016
Anton Bilgeri and Anja Schwarz, September 2016
Mathias Freuis and Angela Sohm, September 2016
Matthias Salzer and Cora Schindelwig, September 2016
Stephan Ruf and Melanie Bischof, October 2016
Markus Landenberger and Marianne Roller, October 2016
Ralf Reichart and Carina Brestrich, October 2016
Felix Günther and Agnes Horvath, October 2016
Marc Knittel and Selina Kunisch, October 2016
Hans-Peter Zaggl and Tanja Hutter, November 2016
Ibrahim Geyik and Beyza Özdemir, December 2016
Ahmet Kaya and Döne Güclü, February 2017
Beate Wuggenig and Pascal Kratzer, February 2017
Bianca Kempter and Matthias Dür, March 2017
Thomas Kuttler and Anika Kraiser, March 2017
Joanna Spoor and Gerold Kilzer, April 2017
Fredi Wagner and Sylvia Elbel, April 2017
Samuel Schörkl and Tanja Steurer, April 2017
Dino Husejnagic and Havva Demirel, April 2017
Johann-Ulrich Sutterlüty and Ligia Gonzáles, May 2017
Sebastian König and Michèle Weichert, June 2017
Uwe Einenkel and Jacqueline Fetz, July 2017
Franz Berchtold and Manuela Zangerle, July 2017
Marina Lutz and Simon Linder, July 2017
Anita Muhamedbegovic and Ervin Merdanovic, July 2017
Sinah Güllich and Michael Hochfeld, July 2017
Jürgen Dorner and Nicole Bechter, July 2017

Priska Redon, Small Parts Quality Test
Eugen Rusch, Plates Quality Test
Wolfgang Malang, Incoming Goods
Bruno Bilgeri, Plates Quality Test
Andreas Sutter, Head of Technical Marketing and Knowledge Management
Rainer Stadelmann, Small Parts Quality Test
Marzanna Kontry, Internal Sales
Klaus Österle, Picking Small Parts
Dominik Willi, Production Control
Gerhard Smolnik, Maintenance/Custodian
Martin Heßmann, Area Sales Manager for Western Germany
Manfred Faßnacht, Head of Sales for Southern Germany | Switzerland | France
Stefan Pöll, Team Leader of Electrical Maintenance
Philipp Fessler, Special Plates Milling

25 YEARS

Lutz Schaller, Sales Management

45 YEARS

Reinhard Mäser,
Production Control

ALL THE BEST IN WELL-DESERVED RETIREMENT

Anton Geiger, retired on 30.09.2016
Arnold Sohm, retired on 28.02.2017
Ede Herhof, retired on 31.07.2017

THANK YOU FOR THE MANY YEARS OF LOYALTY

10 YEARS

Jürgen Metzler, Series Production Grinding
THE MEUSBURGER PORTAL
- REACH YOUR GOAL QUICKLY

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