informs

16TH ISSUE, OCTOBER 2018

neusburger

DEAR READERS,

Another year is past, and many things have been happening for us. Alongside our existing product range, as part of the knowledge-based management method WBI, we have been working on the topic of digitalisation for a long time. With the takeover of Segoni we have been able to further expand what we can offer in this area and now also support our customers in the area of ERP / PPS software through the digital shift.

This is a further big step, which I am particularly pleased with, in standing beside customers along the entire mould and die making process chain as a reliable partner.

We regularly develop new products for die and mould makers, which continually expand our product range. The decision to introduce the die making, workshop equipment and hot runners & controllers divisions has also proved to be the right one. We have managed to achieve a very good position on the market.

In the coming year we are motivated to once again achieve a lot for our customers, partners and employees, to overcome the challenges that will come together, and to continue on the course that has been set.

We hope you enjoy the read!

M. Eng. Guntram Meusburger
Managing Director

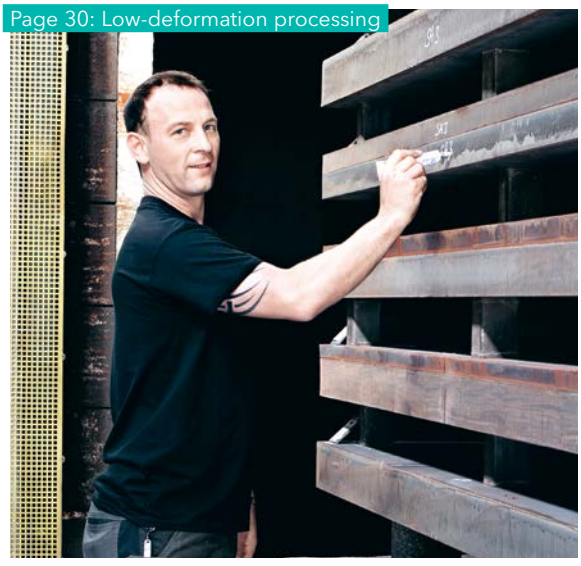
Page 6: Our warehouse leads to your success

Page 19: The future is digital

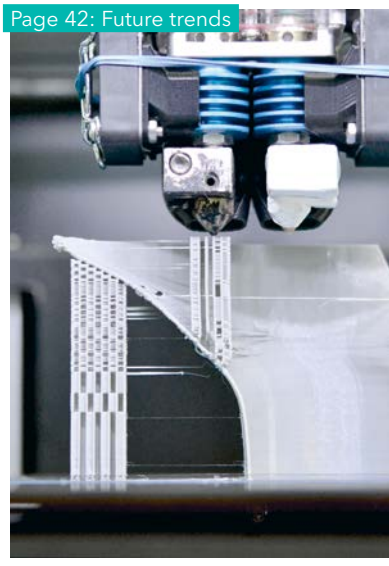
Page 10: Together for the customers

Page 16: Chatting with Guntram Meusburger

Page 30: Low-deformation processing



Page 42: Future trends



Page 34: Standardisation in die making

Page 50: Apprentice training

COMPANY

PRODUCTS

EMPLOYEES

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CONTENT

Our warehouse leads to your success ... 6

The industrial location Vorarlberg ... 8

Together for the customers ... 10

Linguistic diversity in all areas ... 12

Prepared for the future – Chatting with Guntram Meusburger ... 16

All your needs under one roof ... 18

The future is digital ... 19

Secure knowledge with WBI ... 20

Knowledge-based management developed from practice ... 22

Service at PSG ... 24

In a country of contrasts ... 26

Stress-relieving heat treatment – am I familiar with it? ... 30

A variety of slides for mould making ... 32

More efficiency through standardisation ... 34

In just a few clicks ... 36

Focusing on the customer ... 38

The direct link in the workshop ... 40

Future trends ... 42

Closer to the customer ... 44

Targeted support of apprentices ... 50

Milling centre on the road ... 52

Away from day-to-day work ... 54

OUR WAREHOUSE LEADS TO YOUR SUCCESS

The continuous availability of our 86,000 catalogue items helps our customers to start their projects with shortened lead times and to complete them with short downtimes.

In order to start and finish a project without losing a lot of time, it is important to have the products available when they are needed. For this reason we have made it our job to have the products for mould, die, and jigs and fixtures construction continuously available. This already begins with a sizeable raw material warehouse. Large stockpiles of around 33,000 tonnes ensure that the risk of material shortages is kept very low, right from the start.

Thanks to our storage space of around 18,000 m^2 after processing the raw material it is possible to store the ready-for-sale goods for our customers and send them quickly after they are ordered.

Our goal is to help our customers finish their projects faster.

Simon Tiefenthaler
Head of Distribution Logistics Division

MORE SPACE FOR WHAT YOU WANT

Our continuous growth also leads to ongoing expansion of our product range. In order to guarantee the customer continuous availability also in the future, we once again significantly increased the capacity of our warehouse

18,000
SQUARE METRES
STORAGE SPACE

86,000
CATALOGUE ITEMS

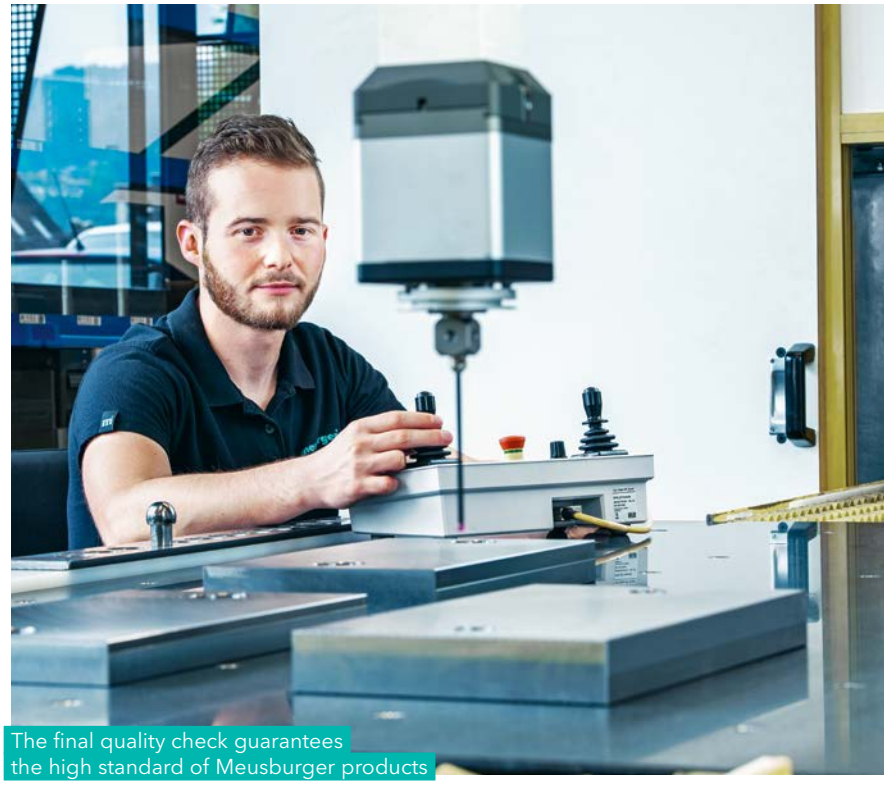
33,000
TONNES OF RAW MATERIAL

with the extension building opened one year ago. This allowed for the further 1,210 plates and 2,200 N-bars which were additionally added to stock in the last twelve months.

HIGHER RELIABILITY

During the extension building in autumn 2017 our third high-bay warehouse was put into operation, which meant that the reliance on each single warehouse was further reduced. This then leads to less downtimes – not just for us, but also then directly for the customer.

All these different aspects make it possible for us to keep our promise of continuous availability of our products, also in the future.



The final quality check guarantees the high standard of Meusburger products

THE INDUSTRIAL LOCATION VORARLBERG

For years, Vorarlberg has numbered amongst the internationally valued industrial locations in Europe. The excellent location, competitiveness and capacity for change, innovation, know-how as well as highly qualified employees count amongst the reasons for success.

Meusburger headquarters in Wolfurt are strategically placed in the middle of the sales markets with the highest purchasing power in Europe. The export volume per working person is still ahead of the strong export countries Switzerland and Germany. Among other things, this is the result of focussing on new products, procedures and services which make it possible to win new market shares even in saturated markets.

MEUSBURGER ALSO PROFITS

Meusburger profits here above all from the good connection to the international transport networks. Thanks to our logistics partners and their good networks, ordered products are generally received by the customers in Germany / Austria / Switzerland within just 24 hours. The average time from ordering to arrival of the product Europe-wide for an express delivery is between 24 and 48 hours.

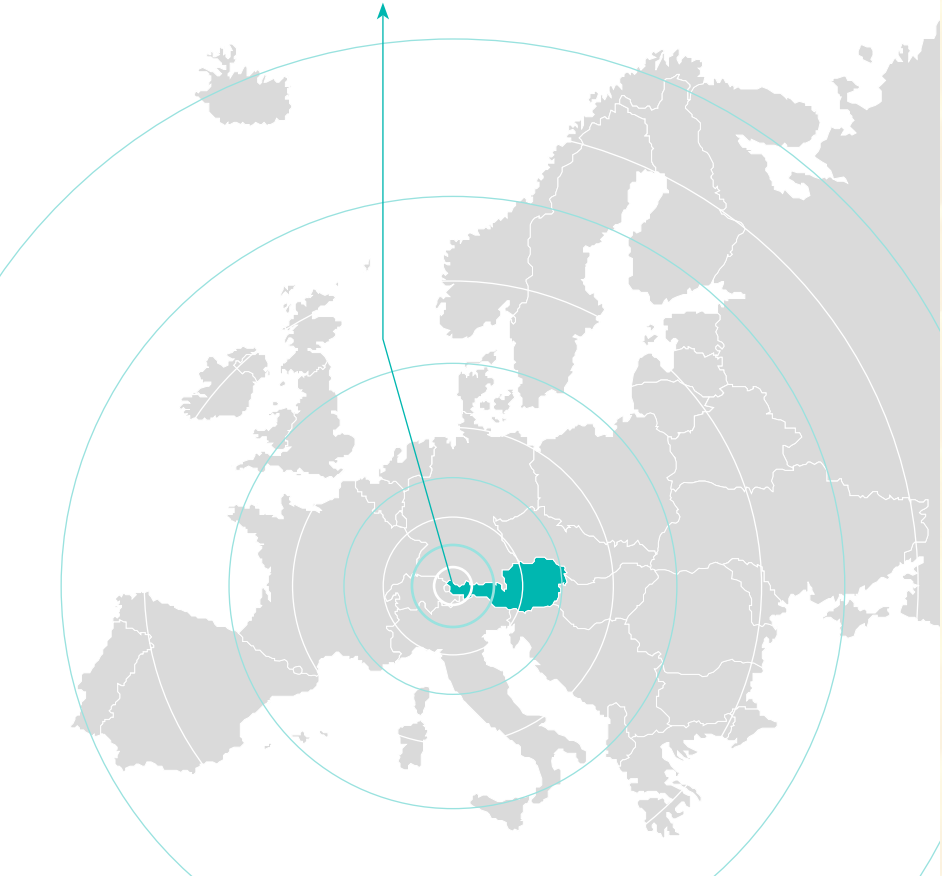
RELIABLE AND WELL TRAINED

As well as the good location in Europe, the high quality of the education system in Austria, from apprenticeships to technical degrees, plays a big role in creating one of the strongest economic regions in Europe. Thanks to well trained and reliable employees, it is possible for companies like Meusburger to guarantee customers high-quality products also in the future, achieve short and long term company goals, and be sustainably successful.

The view from Pfänder over the Vorarlberg Rhine Valley and Lake Constance

VORARLBERG:

- Area: 2,601.12 km²
- Population: 391,051
- Meusburger headquarters



Sweet moments from the region

Apart from our daily business Meusburger also pays special attention to the region. With Austrian honey we give customers, suppliers and employees many sweet moments for different occasions. We are happy to be able to support local bee-keepers and at the same time offer a sustainable contribution to our ecosystem and the community.

TOGETHER FOR THE CUSTOMERS

When talking about the sales team at the Meusburger Group, we're not just talking about the many field sales representatives, who daily are personally in touch with the customers all over the world. Behind them is a big team – from sales management to the internal sales department – who together with the field sales representatives look after customers in the best possible way.

In order to offer the best service for the 20,000 customers around the world on a daily basis, the Meusburger Group has a large team at work – from sales management and the internal sales department through to the regional and area sales managers and also the application engineers in field sales.

BEST SERVICE GUARANTEED

In order to discuss important topics and current trends in the industry, analyse the previous months and plan future projects, the sales management at Meusburger meets regularly to coordinate. After these meetings, the topics discussed are then jointly implemented.

The area sales managers are in direct contact with the sales managers and application engineers. Through the processes regulated by our CRM system, we make sure that no information is lost and the customers are looked after in the best possible way from all sides.

291

MILLION € TURNOVER

During visits in Wolfurt customers also get an exciting look at production

20,000

ACTIVE CUSTOMERS WORLDWIDE

ACTIVE ALL OVER THE WORLD

As well as competent, professional advice and support, at Meusburger we also value maintaining our relationships with our customers. It is important, among other things, to know and understand the circumstances of each individual country and region. This is why as well as the area sales managers and sales managers, members of sales management also regularly travel to the countries and regions that they look after.

Through the regular exchange within the Meusburger team as well as personal contact with our customers, we make sure that each individual customer is looked after in the best way possible.

It is important to us that every customer, all over the world, has the best advice and support.

Armin Chiesola
Director of Sales

LINGUISTIC DIVERSITY
IN ALL AREAS

Meusburger endeavours to always offer the best service. A central aspect of this is to look after customers worldwide in their national language. Alongside the usual content on our website, since mid-year there is now the added bonus of our 'media & downloads' area, where documents and videos are available in a number of languages.

THE LANGUAGE OF THE CUSTOMER

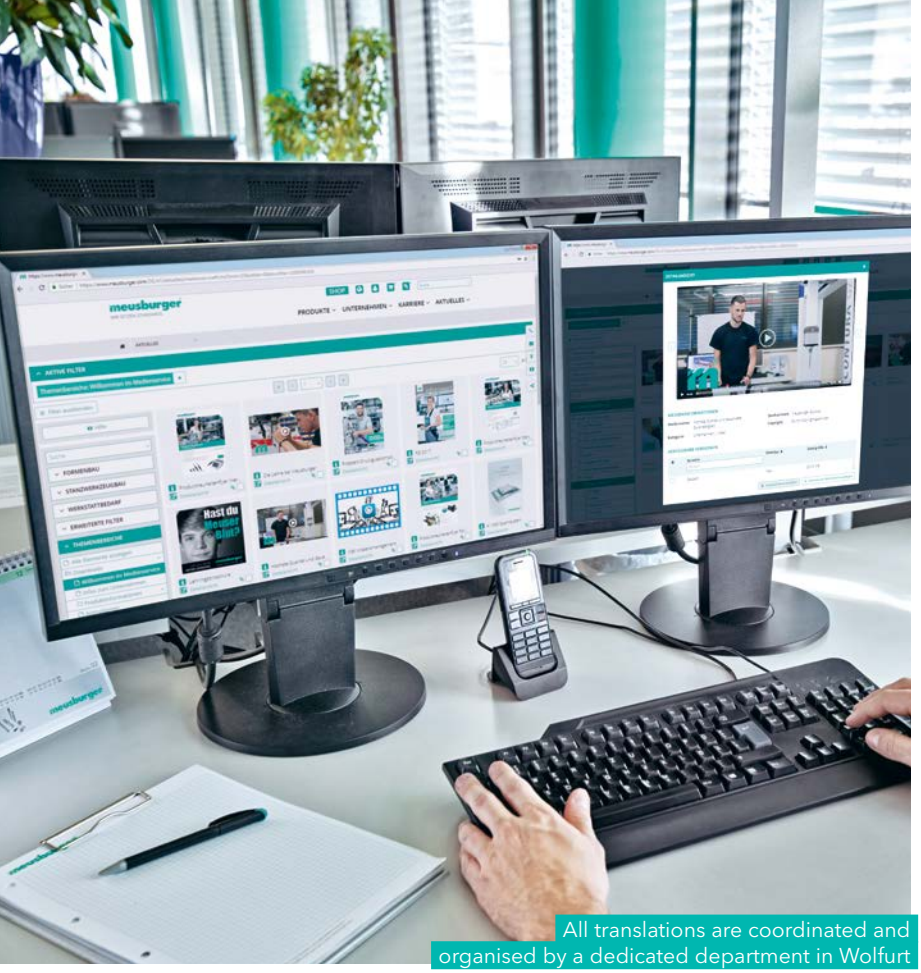
Customer satisfaction is very important at Meusburger. For this reason it is particularly important to us that we offer the best service and look after our customers in their own national language. Alongside our local field sales representatives, the Meusburger employees in the internal sales department also communicate in 21 languages – and at the level of a native speaker. This linguistic diversity guarantees you always have the best support in all areas.

As well as this, we have a separate department at our headquarters in Wolfurt which organises and coordinates all translations for our international company presence and the many different forms of publications. All printed catalogues and brochures are available in German and English, and additional languages are available online. The web shop and offline shop feature a free standard components configurator, which allows data import into all popular CAD systems – this is also available in 21 languages. This linguistic diversity is also visible on the Meusburger website.

SERVICE ON THE WEBSITE

On the topic of the website – since the middle of the year there is now an additional service for our customers. Using the newly created 'media & downloads' area, the most important files like brochures, new products flyers or videos can be found in just a few clicks and downloaded directly.

As before, software and CAD data are available for download on our website in a separate area. This gives the customer access to the right data any place, any time.



All translations are coordinated and organised by a dedicated department in Wolfurt

21 LANGUAGES IN THE WEB SHOP AND OFFLINE SHOP

TRAINING FOR FUTURE MOULD MAKERS

As well as the apprentice training in Wolfurt, we are also interested in supporting training in mould making in other countries too. In 2014 the idea came about in Italy, in cooperation with the CNOSFAP (National Centre of Salesian Institutions – Vocational Training and Updating), to teach young people in the area of mould making. The UCISAP (Italian Association of Mould and Precision Equipment Manufacturers) and the company Vero Solutions also took part in this project.

To begin with, the teachers were given one year of training and attended technical training courses from mould makers, designers and mould technicians. As well as this, they were all in Wolfurt for one week as guests of Meusburger.

In the participating schools moulds were installed, with which the young people could gain some practical experience. In order to make the courses even more effective, a parallel course book was created, which explains the components of a mould, its design and its realisation in detail. The training also included a traineeship in a mould making company.

Through this program Meusburger supports the training of mould makers in Italy – for our customers in mould and die making.

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WE HELP OUR CUSTOMERS TO BE SUCCESSFUL ALONG THE ENTIRE VALUE CHAIN.

Guntram Meusburger
Managing Director

INTERVIEW

PREPARED FOR THE FUTURE

Chatting with Guntram Meusburger

We met with Guntram Meusburger, Managing Director, to talk to him about current challenges and the topics of corporate management and knowledge management.

informs: ***Hello Mr Meusburger. Lots of things have been happening at Meusburger in the last year. How do you handle the current challenges, in order to remain a reliable partner for mould, die, and jigs and fixtures construction?***

We are aware that growth always presents new challenges. This is why we are constantly working on further optimising our internal processes. Beyond this, we see the personal customer contact through our field sales representatives as a core focus. Through on-site support we receive direct feedback from our customers, which enables us to understand their needs and continue with sustainable further development. Additionally, the investments that have been made ensure that current and future challenges will be overcome in the interest of our customers.

informs: ***On the topic of investments, at headquarters in Wolfurt the largest extension building in the company's history was officially opened one year ago. Why was this necessary, and how do the customers benefit from the extension building?***

As well as large-scale expansion of production, the third high-bay warehouse and a new training workshop, the first automatic small parts warehouse was built as part of the extension work. These investments make a long-term wider product range and higher output possible thanks to more storage capacity, as well as better stock accuracy through clear, software-supported processes. At the same time, through the extension in Wolfurt we also made clear our support for the location and therefore for the people in and around Vorarlberg.

informs: ***The Meusburger Group took over the software specialists Segoni this year. What convinced you to make this purchase?***

With Segoni we have brought on board the leading supplier in the field of ERP/PPS software for medium-sized companies in our industry. Their customers are manufacturing companies with individual production structures, from the areas of mould, die, and jigs and fixtures construction. Segoni offers solutions for efficient corporate management. This means we can now offer

Guntram Meusburger with Udo Fuchslocher (CEO PSG)

As a passionate fisherman, Guntram also prepares his catch himself

our customers customised applications for calculation, planning, operating and control of business processes in production and administration. The goal is to understand our customers and their processes even better, to then be able to work together to optimise the processes and products. Our knowledge management also plays an important role here.

informs: *Was knowledge management always an important topic at Meusburger?*

Yes, we have been working intensively on the topic of WBI Knowledge Management for over 20 years now. The tried and trusted complete package, developed from practice, offers everything from methods and content through to software which is needed to collect, share, further develop and save the knowledge of employees.

informs: *Your second book has been published with the title 'Corporate Management with Knowledge Management'. What are the topics covered?*

The most frequently asked question after my first book was published was: How does WBI work in daily operations and who or what is essential for the successful introduction of knowledge management? This extended edition goes into more detail on why knowledge management is clearly the responsibility of management, and how WBI works in practice.

informs: *In your industry the topic of digitalisation is being discussed more and more. How do you deal with this topic?*

Thanks to our many years of experience in the industry we are very familiar with the needs of our customers and are constantly working on further development in the areas in which digitalisation is relevant. As well as regular expansion of the product range, we also make sure to keep our web shop and offline shop state-of-the art. In this way, we enable quick and easy access to our digital wizards as well as the necessary CAD data for designers and mould or die makers. Our popular newsletter is also sent out monthly in 13 languages, and keeps subscribers regularly informed about all new products and innovations at Meusburger.

informs: *You mentioned an offline shop. Hasn't there already been a trend for a while towards web shops?*

Our offline shop is very popular with designers and mould or die makers in particular, because they can work independently of the internet and still have all new products and features available right away through the automatic update function. The clear and structured presentation of installation tips and application examples also help make the daily work of our customers easier. A further advantage is that the offline shop is also available in 21 languages.

informs: *Let us take a look at the future. What goals will the Meusburger Group pursue in the coming years?*

Alongside optimising internal processes, another short-term goal is to solve the challenges presented by our rapid growth in the interests of our customers. This way it is possible for us to be a reliable partner along the entire process chain for mould and die making. I am looking forward to overcoming future challenges together with the Meusburger team, and am looking very positively to the future.

informs: *Thank you very much for speaking with us, Mr Meusburger.*

ALL YOUR NEEDS UNDER ONE ROOF

Since the founding of the company more than 50 years ago, Meusburger has been growing steadily. The short lead times and the high quality of products and services are crucial reasons that the Meusburger Group counts today as one of the biggest suppliers and partners worldwide for mould, die, and jigs and fixtures construction.

We deliver the basis, so that customers can manufacture their products with the shortest lead times and constant high quality.

Gerhard Krammel
Director of Product and Marketing

GROWING FOR OUR CUSTOMERS

The solid basis for the company growth is Meusburger's largest division - mould making. In the years 2010 and 2013 the new divisions die making and workshop equipment were introduced to the market. As well as this, internationalisation was advanced with the opening of sales branches in China, Turkey, the US, India and Mexico between 2010 and 2015. In 2016 the company had its first inorganic growth with the acquisition of the hot runner specialist PSG, whose products provide an excellent expansion to the product range. All signs continue to point towards further growth.

PRODUCT RANGE FURTHER EXPANDED

Thanks to the purchase of the Berlin software specialists Segoni, the Meusburger Group was able to expand its range in the area of digitalisation. The goal is, alongside the tried and trusted knowledge management methods WBI, to support customers in the areas of ERP and PPS, and through this to optimise processes together.

meusburger Group

meusburger
High-precision and quickly available standard components for efficient production

PSG Meusburger Group
Wide and innovative range of products for hot runner and control systems

WBI Meusburger Gruppe
Tried and tested management methods for collecting, sharing, using and securing organisational knowledge

SEGONI Meusburger Group
Software for production planning in die, mould, and jigs and fixtures construction

THE FUTURE IS DIGITAL

With the purchase of the German software company Segoni, the Meusburger Group takes a further step on the path into the digital age of mould and die making.

The Meusburger Group has already been active for awhile on the topic of digitalisation in the form of the practice-oriented and tested management method WBI Knowledge Management. With the purchase of Segoni, market leader in the area of ERP/PPS software for medium-sized companies in Germany, Austria and Switzerland, this path is being continued upon.

EFFECTIVE CORPORATE MANAGEMENT

Founded in 2000, the company operates in Germany, Austria and Switzerland in the areas ERP (Enterprise Resource Planning) and PPS (production planning and control) for medium-sized companies. The range of products and services are tailored to the requirements of the companies and contain applications for everything to do with production planning, calculation, deadline and capacity planning, purchasing and warehouse management as well as billing, that is relevant to the industry.

FURTHER DEVELOPMENT OF THE SOFTWARE

The Meusburger Group will continue in the direction already taken by Segoni and make long-term investments in the further development of the software. The goal is to understand our customers and their processes even better, to then be able to optimise processes together.

Through the purchase of Segoni, the Meusburger Group was able to also expand their range in the area of digitalisation, in order to stand by customers along the entire value chain of mould, die, and jigs and fixtures construction as a reliable partner.

(from the left) Alexander Koblinger (Segoni), Guntram Meusburger and Roland Schmid (Segoni)

SECURE KNOWLEDGE WITH WBI

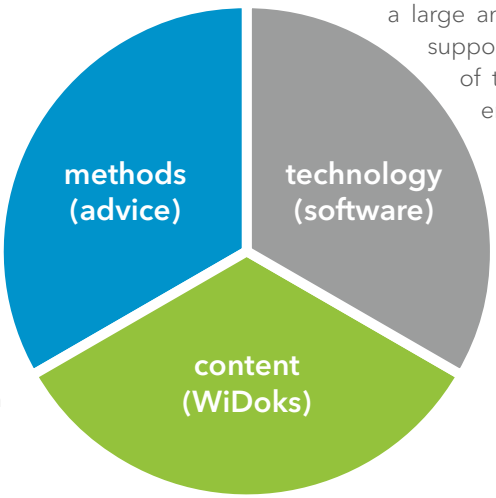
WBI Knowledge Management offers, as the only one on the market, a complete package for easy management of knowledge, which is suitable for everyday use and has been tested and proven in practice – made up of methods (WBI), software (WMS) and content (WiDoks). The WBI team leads the customer through from the start of the project to the implementation of the knowledge-based management method WBI.

PRACTICE-ORIENTED MANAGEMENT SYSTEM

WBI Knowledge Management is a management method that has been tested in practice, and with its help important knowledge held by employees can be easily collected, shared, further developed and saved in knowledge documents, or WiDoks for short. Particularly in times of strong growth, efficient handling of knowledge as a resource is a deciding factor in the economic success of a company.

NEUTRAL WIDOKS TO HELP GET STARTED

In order to make a perfect start possible, WBI Knowledge Management has neutral WiDoks to help all users to get off to a good start. In this way WBI is already making sure in the introduction phase that there is something to find in the knowledge database, and makes initial use much easier for users.



EASY AND SELF-EXPLANATORY

The knowledge management system (WMS) developed especially for the WBI method offers all important functions. Existing documents can be easily transferred to the WMS and are immediately available. It's operation and use is easy and self-explanatory. If a WiDok is changed, defined recipients will automatically be informed via email. The software can be used by all common terminals and without a large amount of administration. Through the support from the WBI team in the introduction of the methods, both the knowledge of employees and the WBI customers are guaranteed to be on the safe side.

COLLECT, SECURE AND FURTHER DEVELOP KNOWLEDGE

EFFICIENT AND TIME-SAVING

QUALITY AND INNOVATION

KNOWLEDGE-ORIENTED CORPORATE MANAGEMENT

MOTIVATION FROM A PROFESSIONAL WORK ENVIRONMENT

NEW WBI BOOK
PAGE 22

5,500
KNOWLEDGE DOCUMENTS

KNOWLEDGE-BASED MANAGEMENT DEVELOPED FROM PRACTICE

With the title 'Corporate Management with Knowledge Management', Guntram Meusburger presents the second, expanded edition of his book on the topic of WBI Knowledge Management.

CLEARLY STRUCTURED AND PRACTICAL

The first book from Guntram Meusburger, 'Knowledge Management for Decision Makers', already offers an overview of the topic WBI Knowledge Management and describes how the management method functions both in theory and in practice. Now all those interested in the topic of knowledge management can look forward to a completely reworked and expanded version, under the title 'Corporate Management with Knowledge Management'. The goal is to make 25 years of expertise in the area of knowledge management, useful and suitable for everyday use, available for other companies.

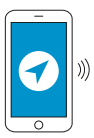
CONCRETE SOLUTION-BASED APPROACH

With a strong connection to general knowledge management and therefore detached from Meusburger, the reworked edition has a lot of new and further basic knowledge to offer. Over a total of 70 additional pages, even more practical contents are conveyed. This includes both new chapters, such as one on the topic of employee qualifications with WBI, and new sections on familiar theories of knowledge management.

EVERYONE CAN PROFIT

Even more tips and tricks are also presented, on how the WBI method and with it the specially developed knowledge management system (WMS) can be successfully integrated into daily work in a company.

Learn more about this second edition, how simply WBI functions, and profit from the numerous advantages for employees, executives and employers.



You can order the book easily at:
www.wbi-wissensmanagement.com

NEW CATALOGUE
MOULD BASES

- Wide range with a total of **29 material grades**
- Standard mould bases from **96 x 96 mm** to **996 x 1196 mm**
- Numerous additions in **mould bases**, **N-bars**, **blocks for eroding** and **plate thicknesses**
- Special mould bases such as **micro moulds**, **change moulds** and **sliding core moulds**

meusburger
SETTING STANDARDS

Order now from our **web shop!**
www.meusburger.com

PSG SERVICE
COMPETENT AND RELIABLE

The PSG team of sales staff, application engineers and service staff offer the customer the right solutions for all their concerns, right from the start of the project – and this on-site, over the phone or with the help of the remote maintenance software TeamViewer.

PSG develops, produces, and markets hot runner and control systems for the manufacturing of plastic products as a part of the Meusburger Group. The close linking of product design, product development and manufacturing are optimum prerequisites for maximum flexibility. All new developments are tested in our own laboratory under real life conditions. This gives the customers the guarantee that, for example, every single function of a PSG hot runner controller has been thoroughly tested and they are buying a technically advanced product.

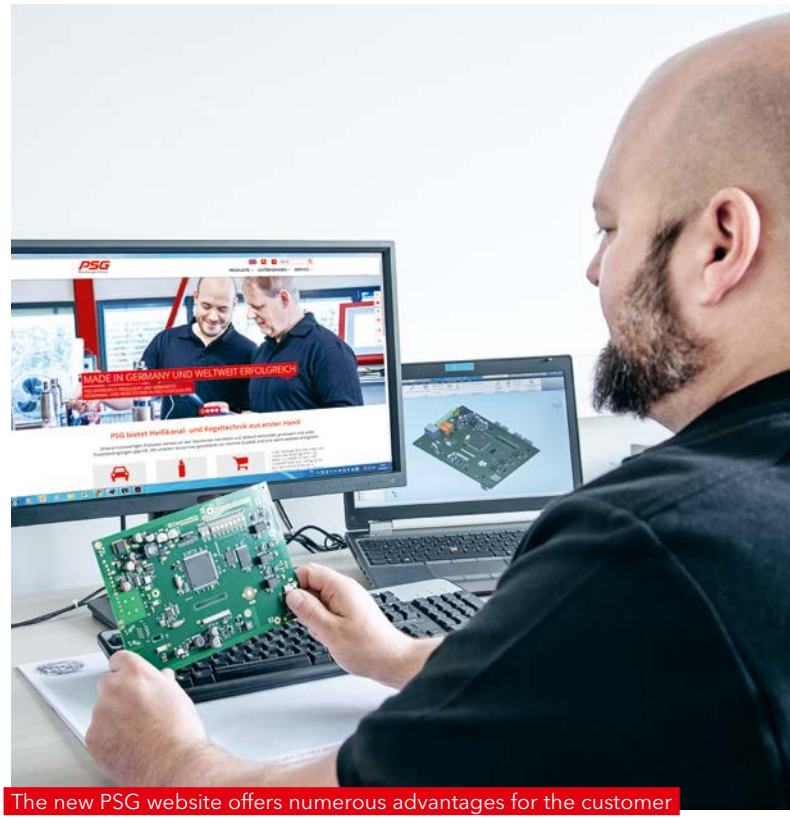
PSG has been developing and manufacturing hot runner systems together with their customers for over 50 years. The application is coordinated with the customer, so that the delivered product ensures problem-free production. Growing requirements in project management, construction and production are taken on board and directly put into practice at PSG – this guarantees the best service, from start to end of the project.

The new PSG website in flat design – clear, modern and uncluttered – helps customers to quickly and easily find what they are looking for.

Bettina Steuber
CFO PSG Plastic Service GmbH

WORKING TOGETHER TOWARDS A GOAL

An experienced PSG employee is at the side of the customer, right from the conception phase. This cooperative part-



The new PSG website offers numerous advantages for the customer

200 EMPLOYEES

1962 FOUNDING OF THE COMPANY

9,000 ITEMS, SPARE PARTS AND COMPONENTS IN STOCK

1,800 CUSTOMERS WORLDWIDE

nership as well as expertise across industries and technologies from the PSG teams makes communication simpler, accelerates projects and ensures additional security. Through the online product configurator the customer can also configure the hot runner system of their choice for themselves in just a few steps. The assembly can then be directly transferred into the CAD system.

DIRECTLY ON SITE

The PSG team is available to the customer to solve application issues directly on site. During the PSG service check a general inspection of all system components is carried out. This means that not only are possible technical problems covered, but also the downtimes for the customer are reduced to a minimum. Due to short lead times and continuous stock availability, service jobs can be carried out within a few days and replacement parts can be rapidly delivered. With Quick Support and the remote maintenance software TeamViewer there is also the option of controlling computers remotely and so solving possible problems immediately.

FAST HELP WITH THE APP

A special service is the PSG app, which is available for both Android and Apple users to download. Here the customer can find the most important information and countermeasures for the most common injection moulding problems. These are based on data and experience from PSG and SKZ in Würzburg.

This information is naturally also available in the usual form on the new website, as well as in the app.

Visit the new website now:
www.psg-online.de

IN A COUNTRY OF CONTRASTS

India's economy is booming – for years the gross domestic product has been growing by six to eight percent annually. Since 2014 Meusburger has been present in India, with a subsidiary company in Bangalore. This way the customers can be looked after locally and directly.

At the start of the 90s, the government regulations in India on the domestic economy and protection from foreign competition were successively relaxed. Along with technological advances, this led to a rapid acceleration of economic growth between 1995 and 2005. This trend held in the years following and made India a worldwide economic power.

IMPLEMENTATION WITHOUT LOSING TIME

Meusburger has had a subsidiary company in India since the beginning of 2014. In the industrial district 'Peenya' in the city of Bangalore, our team makes sure that local customers have the best possible support. This brings numerous advantages not just for Indian customers but also for European companies with production facilities in India. Quotations and orders can be discussed and processed directly and without time delays.

Our employees also know the local circumstances and customs. As well as this, local trade fairs such as Die & Mold India offer excellent opportunities to present new technologies and at the same time maintain contact with our customers.

At trade fairs the newest technologies are presented

KNOWLEDGEABLE AND DIRECTLY ON SITE

Alongside Meusburger and as part of the Meusburger Group, since the beginning of the year PSG also has an application engineer in India. They can reach the customer on site quickly and ensure professional, technical support in the area of hot runner and control systems.
A definitive advantage here is that the PSG employee is not just knowledgeable, but also familiar with the cultural aspects and can therefore look after the customers in the best possible way.

LOOKING TO THE FUTURE

As Meusburger is also looking to the future in India, we support the local Nettur Technical Training Foundation (NTTF). The institute for mould and die making has been making technical training possible for young people throughout the country since 1963. As many of our employees in India received their training there, it was a particular wish of theirs to hold a further training event of their own. At this event, the students were introduced not only to Meusburger but also to our products, technologies and services. The goal is that students take the knowledge they acquire into their everyday work and put it to use there.

In Austria, Meusburger is known for the excellent training provided to their apprentices - by supporting the NTTF we would like to continue this in India too.

The Buddha statue in Rabong is a stop on the Buddhist circuit in South Sikkim

HE 2

OUR PRODUCTS ARE MATCHED TO THE REQUIRE-MENTS OF OUR CUSTOMERS.

Norman Jussel
Business Development for Mould Making

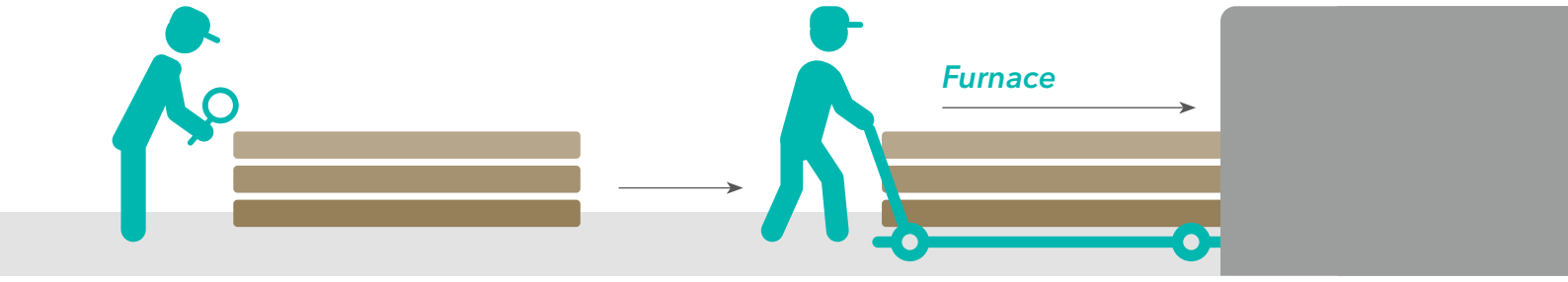
STRESS-RELIEVING HEAT TREATMENT – AM I FAMILIAR WITH IT?

Those who know of Meusburger will have certainly heard the keywords 'stress-relieving heat treatment' once or twice, and might have even seen one of our furnaces live in Wolfurt or in one of our videos. Our heat treatment process should also be a familiar term for most. But the trick is in the detail...

Before our plates and bars can be sent out from our warehouse in Wolfurt in their well-known quality, they come to us in the form of sheets of metal. Because the quality of the raw material is decisive for subsequent machining later, our purchasing department works intensively with the selection of suppliers. Reliability and consistently high quality standards are the most important criteria for our steel suppliers.

THE STRENGTH LIES IN REST

Correctly carried out stress-relieving heat treatment is an art in itself, and takes time. During the complete heating of the sheet metal right to the core, the stress relief takes place through the flow and creep processes taking place in the microstructure. The temperature here is adjusted to individual steel types and set with an accuracy of +/- 3 °C. As well as



MATERIAL INSPECTION

The quality of the sheet metal is tested at the start.

HEATING PROCESS

The sheet metal is heat-treated for stress relief in the furnace for 24 hours.

Warping of a sawn strip from a plate that hasn't been heat-treated for stress relief

Optimal behaviour of a plate during sawing that has been heat-treated for stress relief

the selection of the correct heating temperature, both the length of the heating period and in particular the length of the cooling period are decisive for the success of the process. If these steps happen too quickly, it can lead once again to internal tensions.

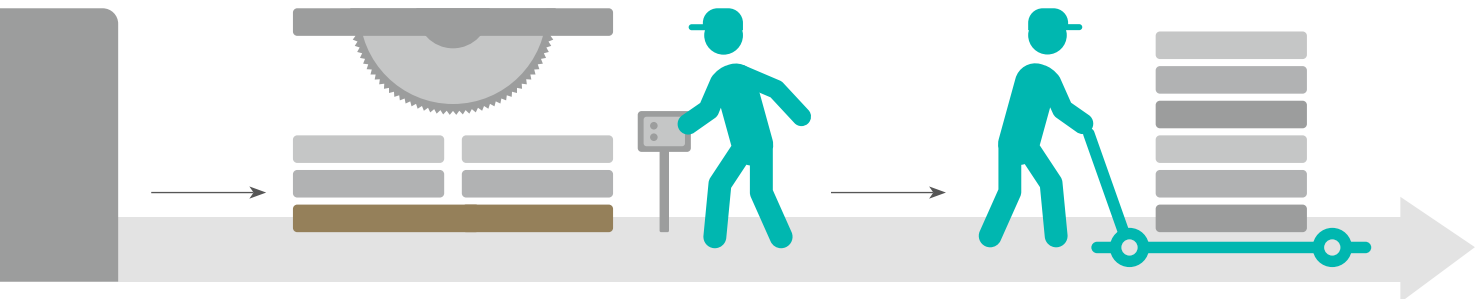
We take this process slowly at Meusburger: slow and even heating, holding the target temperature for six hours, and then controlled cooling of 35°C / hour. During these approximately 24 hours the tensions in the sheet metal reduce to a minimum. This then increases the life of the components and the workpieces can be precisely machined.

THE RIGHT MATERIAL FOR YOUR PROJECT

Last but not least, the cooled sheets are machined, so that they are barely recognisable any more. Shot blasted, sawn to size, milled and ground, they then wait in our 18,000 m² finished goods warehouse to be shipped.

And because not all steel is equal, our customers can choose from 29 steel grades. This way the material can be optimally suited to the intended use.

Take a look now at our video on stress-relieving heat treatment:
www.meusburger.com/heat-treatment



MACHINING

After being cooled in the furnace, the plates are subsequently machined.

OFF TO THE WAREHOUSE

After several machining steps the finished goods are stored in the warehouse.

A VARIETY OF SLIDES
FOR MOULD MAKING

A high level of standardisation in mould making and the continuous availability of Meusburger standard components brings numerous advantages. In mould making the benefits are particularly big in the area of slide units – but why is that?

Meusburger offers over 70,000 items for mould making, which are tailored to the requirements of our customers. High-grade steel, heat-treated for stress relief, makes low-deformation processing possible. As well as this, the high level of standardisation and the continuous availability of Meusburger products give customers a real competitive advantage.

READY FOR ANYTHING

This can have a great effect on the success of a project, particularly for moulds with slides. If a slide should, for example, fail or need to be changed during production, the customer can order the right slide for their mould in the Meusburger web shop and already receive it the next day, depending on their location. The customer doesn't lose any time and can resume production after a brief interruption. This example highlights how a standardised slide system clearly saves time and money compared to a self-manufactured system.

THE RIGHT SLIDE FOR EVERY PROJECT

As well as the tried and trusted slide units and the slide construction kit in different variations and sizes, Meusburger also offers compact slides continuously from stock. These high-precision and ready-to-use slides in a very slim style are particularly suited for complex moulds as very little installation space is required. The large angle radii of the rectangular compact slide units ensure

sure and simple installation. Providing a laborious anti-rotation blocking is therefore not necessary. The DLC coating also guarantees high wear resistance and the best sliding properties.

The range of sizes available for the Meusburger slide units span from 10x10 mm to 100x120 mm. This means the customer is guaranteed to find the right slide for every project – standardised and available immediately from stock.

E 3310: in sizes 12x10 mm & 15x12 mm

SMALL, BUT OHO!

As of spring this year, with the E 3310 TT slide unit Meusburger exclusively offers the smallest ready-to-use slide unit on the market with regard to the total size. This is available in the two sizes 12x10 mm and 15x12 mm, and like all Meusburger slides impresses with high wear resistance thanks to the hardened and DLC coated components. Thanks to the very compact design, only minimal installation spaces are required. As well as this, the slide unit guarantees highest force transmission through surface contact in the T-guiding elements in slide and cotter. This slide unit from Meusburger is also available as usual from stock and so with the customer in just a short time.

MORE EFFICIENCY THROUGH STANDARDISATION

Standard components have an enormous influence on the cost of a die set. Above all, standardisation offers numerous potential savings – but what exactly is behind it?

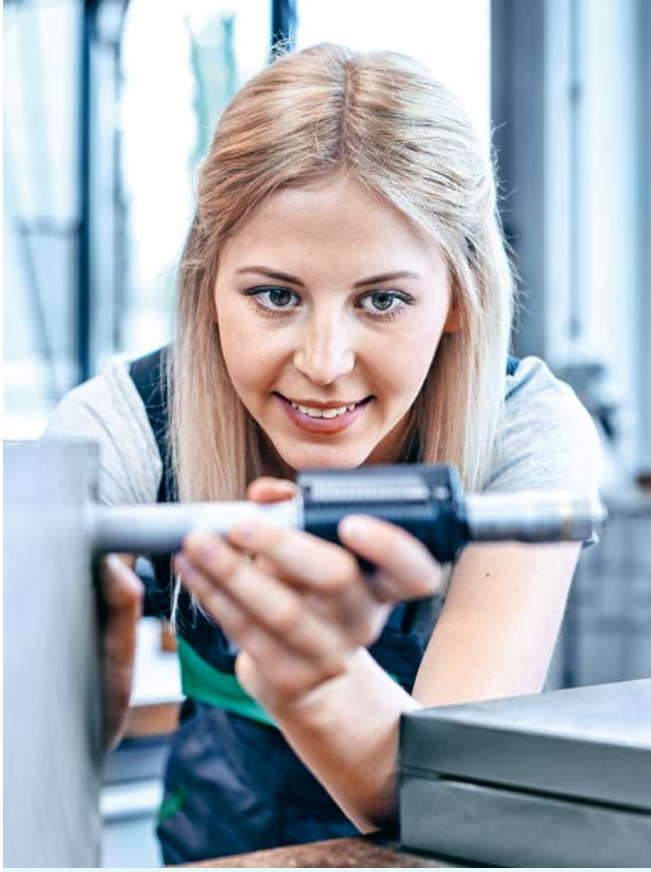
The life cycle of a die spans over several phases. From development and design, to tool making and sampling, right up to serial production. With the use of our standard components in combination with digital tools, time and money can be saved. Our digital wizards immediately simplify the work of the designer. The CAD data can also be individually configured and used in all common CAD systems. The use of standardised parts must be planned in already during the design phase.

SAVE TIME AND MONEY

The lead times of the die are also reduced through standardisation. Components which don't belong to your core competencies can be additionally bought as standard components, which means more capacity in your own production. With the automation of processes and the resulting larger batch sizes, even higher economic efficiency can be achieved.

SUCCESS THANKS TO 40,000 ITEMS

In the area of die making we offer over 40,000 items, which are specially tailored to customer requirements. But how do all these help to achieve cost efficiency and sustainable success? On the one hand, we offer plates in over 29 material grades, heat-treated for stress relief. The low deformation material itself has a big influence on the manufacturing and maintenance costs of the die, as thanks to the high-grade steel, heat-treated for stress relief as well as the precision form and position tolerances, further costs can be reduced. On the other hand, the extra components – such as active parts – take over important tasks in the die. Buying these additionally, rather than producing them yourself, offers significant additional savings and therefore long-term competitive advantages.



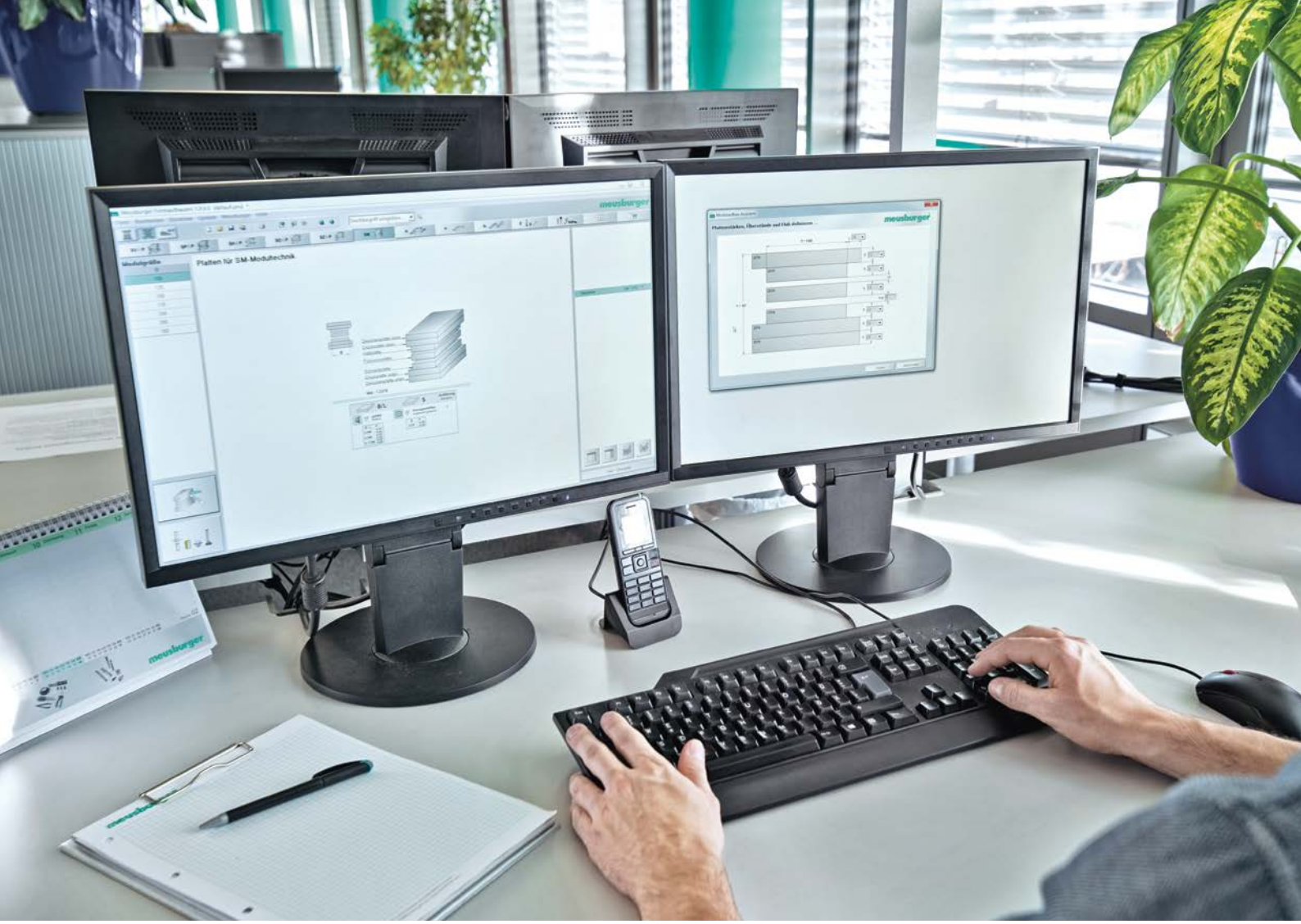
TIPS & TRICKS

FOR STANDARDISATION

STANDARDISED ACTIVE PARTS

Particularly with the active parts there is a great potential for savings through standardisation. One example is the E 5620 or the E 5622 Infeed guides available in different sizes for strip widths up to 152 mm. With these, the strip width can be adjusted simply and exactly by means of the gauge block before assembly on the stamping die.

- Create quality standards through **low deformation plates**
- Develop **design guidelines**
- **Reduce** the **variety** of components used
- **Use standardised components** and lower manufacturing costs
- **Create machining guidelines**, such as predefined tolerances or dimensions
- **Create** standardised **processes**



IN JUST A FEW CLICKS

MORE TIME – LESS HASSLE

New and complex technologies, innovative developments, and very short deadlines. We know the challenges that our customers have to deal with every day. This is why we try to make our service, from the specifications to the finished product, as fast and simple as we can.

Our web shop and offline shop are continually expanded with new, helpful wizards. These lead, for example, to a finished mould base or die set in just a few clicks. Through this the customer saves time and therefore also money, primarily in the ordering and design process.

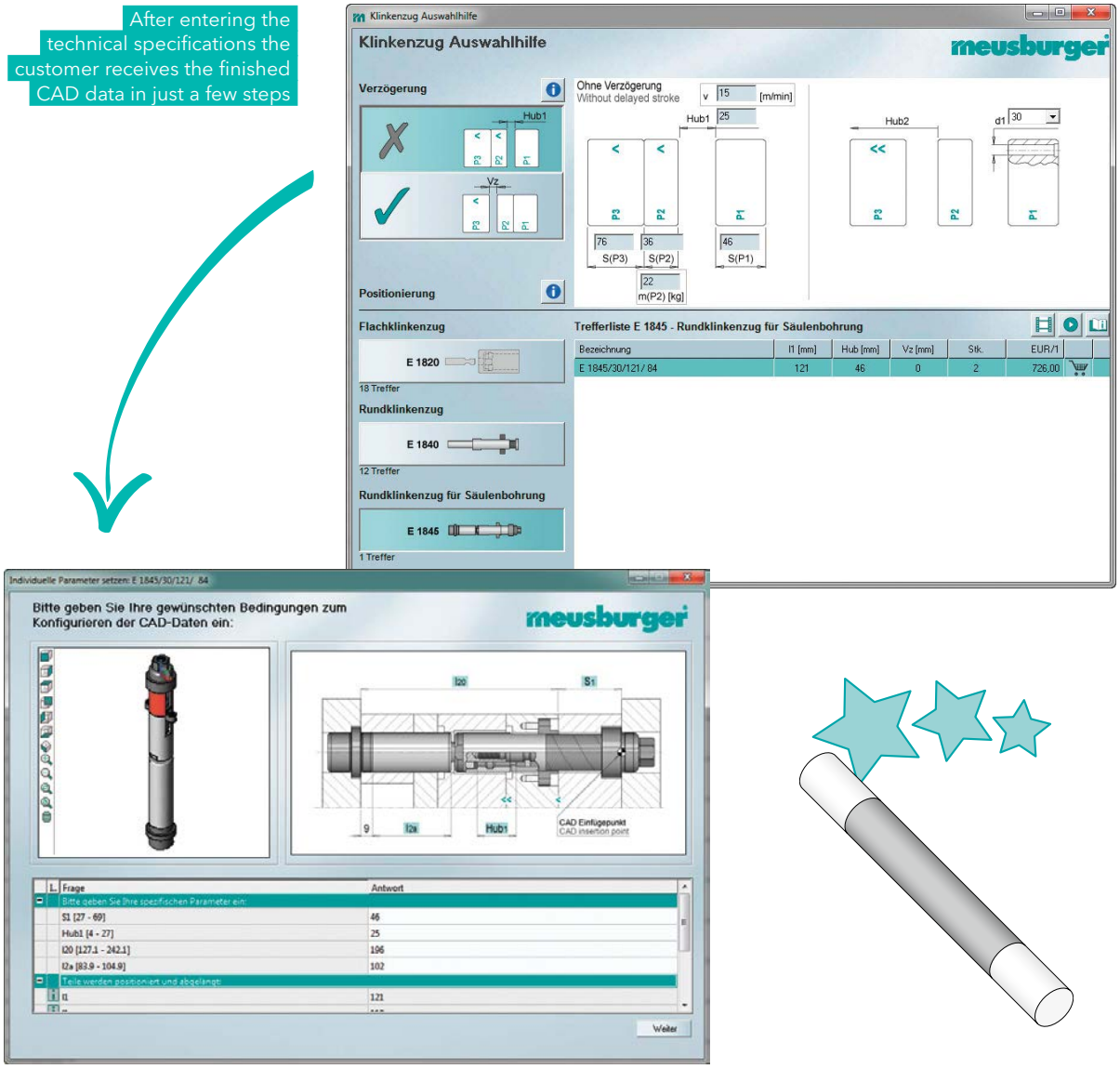
QUICKLY & SIMPLY CONFIGURED

The shop is available in 21 languages, in both the online and offline versions. This means products can be accessed directly, from any place and at any time. The numerous wizards also save the customer laborious selection processes. For example, with the selection guide for latch locks the right latch lock can be found by specifying just a few individual variables. Our mould base and die set wizards help the customer put together a mould or die base, in which everything is perfectly matched, quickly and easily.

COMPATIBLE WITH EVERY COMMON CAD SOFTWARE

The mould bases and die sets are precisely planned before production. For this, designers prepare all the details using 3D CAD data. In order to create more efficiency here too, we offer individually configurable CAD data. By entering the exact dimensions, the ready-to-use data for the components can be directly used for the design. "Through the

After entering the technical specifications the customer receives the finished CAD data in just a few steps



simple entering of dimensions, the component is created exactly fit to the mould or die with the help of a direct interface. For me the advantage is in the time that can be saved through being able to quickly add the component into the design, as the additional adjustment and repositioning isn't needed. This means potential mistakes through the wrong changes are avoided", says Peter Kunert, Managing Director of KuKo Konstruktionsbüro (design offices).

We have sales branches in Mexico and Romania and can easily access the Meusburger shop from both locations.

Arndt Langer
Managing Director K+E Langer

FOCUSING ON THE CUSTOMER

The range of high-quality standard parts from Meusburger provides a reliable basis for machine and jig construction. The use of standard components means a high potential for saving on cost. For this reason, at Meusburger we constantly endeavour to expand our range for our customers.

FURTHER THICKNESSES FOR JIGS AND FIXTURES

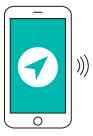
With a total of 29 material grades at Meusburger, the customer can coordinate for themselves the optimal materials for different projects. In order to further expand the selection available, the thicknesses of the steel quality 1.0577 (S 355 J2) have been extended to up to 200 mm. This is applicable to all special plates in our range for machine and jig construction.

STANDARDISED VARIATIONS

Standardised plates from Meusburger are available from stock milled and segment ground to different dimensions. In order to ensure reduced plate warping during machining, all source material is heat-treated for stress relief. The use of standard plates minimises design times for customers and therefore consequently lowers costs.

THE RIGHT CHOICE FOR EVERY PROJECT

Special plates are available in different sizes and standardised variations. Thanks to numerous machining options, Meusburger delivers the plates sawn, milled, segment ground or precision ground, according to the customer's request. This makes them suitable for all applications in die and mould making as well as for gauges and jigs.

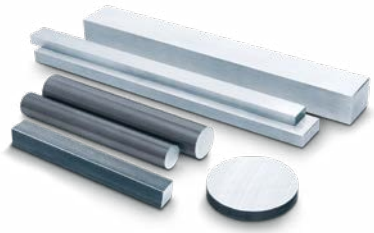


Click here for the online flip catalogue:
www.meusburger.com/jigs-and-fixtures-catalogue

NUMEROUS INNOVATIONS, OVER MORE THAN 400 PAGES

Since the middle of the year we now offer in our new catalogue numerous innovations for machine and jig construction. Inside is the complete range with 37,000 items clearly presented.

» **Plates** with standardised dimensions and measurements according to customer specifications



» **Bars** in different variations and a number of dimensions

» **Standard components** especially for gauge and jig construction

THE DIRECT LINK IN THE WORKSHOP

Meusburger is now represented in 45 countries by many field sales representatives. One of these is the application engineer Daniel Bucher – he looks after customers largely in Baden-Württemberg as a specialist in the area of workshop equipment. Personal contact in the workshop is therefore particularly important to him.

In close cooperation with the internal sales department in Wolfurt, our field sales representatives are active for customers all over the world and offer optimal service and competent support on site. Daniel Bucher is just one of these – as an application engineer in the area of workshop equipment, he stands as an expert by the customer's side directly in the workshop. Thanks to his training as a precision mechanic and industrial foreman, as well as his professional experience as a toolmaker, he knows first-hand the desires and problems of customers.

SPECIALISTS FOR ALL PRODUCT GROUPS

Meusburger's application engineers for workshop equipment are specialists for all product groups, from EDM through to machining. In the area of surface finishing there are additional experts who can be consulted if necessary. As well as offering the customer advice and support directly at the machine, our application engineers with their know-how are also happy to help find out about the current range of workshop equipment and optimise where necessary. The customer then receives not only the tried and trusted Meusburger products, but also selected items from workshop equipment – all from one source.

THE BEST SERVICE THROUGH DIRECT CUSTOMER CONTACT

Alongside Germany, Austria, Switzerland, Italy and the Czech Republic, the network of Meusburger application engineers for workshop equipment is being extended to the rest of Europe step by step – this way direct contact with customers is maintained and the best service is guaranteed.

7:30 AM, PREPARATION IS HALF OF THE JOB

Before he sets off, Daniel checks the car boot and fills it up with the latest documents. As well as numerous catalogues and flyers, the sample case and new products for presentation also can't be forgotten.

9 AM – 3 PM, WITH THE CUSTOMER IN THE WORKSHOP

Depending on what needs to be done with the customer, 2-5 visits are made daily. As well as solving problems that occur directly at the machine, working together to optimise the range of workshop equipment is one of the main tasks.

11 AM, JOBS AND ORDERS

The time between customer visits is used to write up jobs and forward orders to internal sales. Daniel also answers emails from customers or colleagues in internal sales.

5 PM, GOOD PLANNING IS HALF THE BATTLE

Now at home, Daniel prepares himself for the next few days, contacting customers by email or phone and making appointments. The remaining time is used to prepare for the next trade fairs or user meetings.

6 PM, RELAXATION

Daniel balances work with spending time with his partner, and outside of that mainly playing football and going hiking at the weekend.

FUTURE TRENDS
IN MOULD AND DIE MAKING

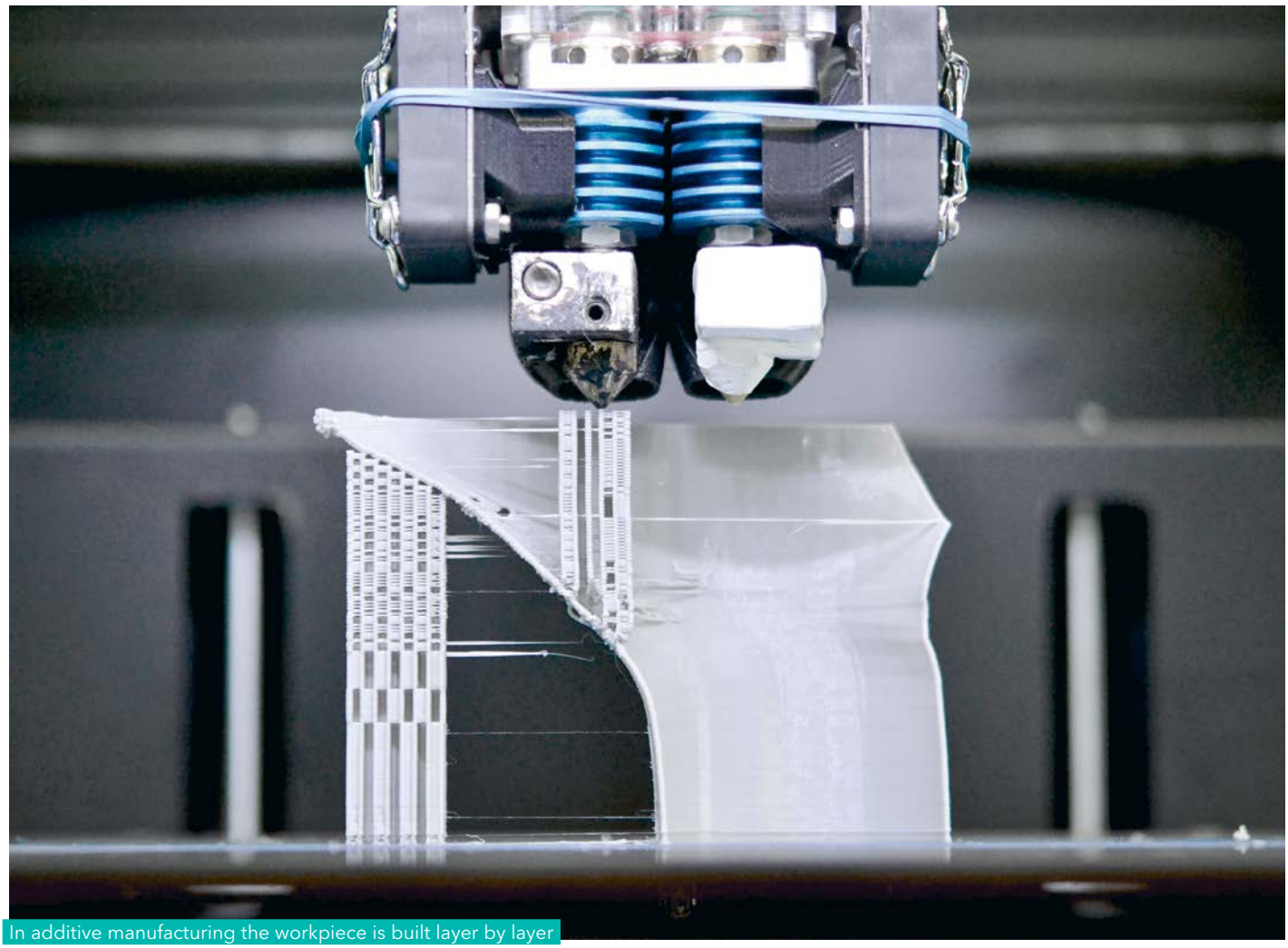
According to current projections, there will be around 9.5 billion people on earth in 2050. At the same time, the computing power of computers will increase a thousandfold. But what effect does this have on mould and die making? Together with experts in the industry, we dare to look ahead.

At this year's Meusburger Die and Mould Making Days the futurologist Dr. Ulrich Eberl gave us a forecast for 2050. It came as no surprise that the human population continues to grow and by then will already have reached 9.5 billion, or that urbanisation will continue rapidly in the coming years.

More remarkable was the fact that the computing power, storage and data transmission of microchips will increase a thousandfold by 2050. In this way the industry will in future develop more and more into a Smart Industry with highly-automated, flexible and energy-saving production. Thanks to high-tech sensors, intelligent data analysis and automatic logistics there is a digital chain from product design to producers and through to the recipients.

LAYER BY LAYER TO THE PRODUCT

An example of a technology that in the future could be increasingly used in mould and die making is the technology of additive manufacturing, also often called 3D printing. Rather than cutting a workpiece out of a fixed block, it could be built layer by layer out of materials that are available as a fine powder. Different metals, plastics and compound materials are available here as suitable materials. Additive manufacturing grants a large degree of design freedom, functional optimisation and integration and strong customisation of products even in series production. "In mould and die making it will also be important in future to analyse new processes, strategies and machining options, and to integrate these into



In additive manufacturing the workpiece is built layer by layer

everyday production processes. Here additive manufacturing is sure to play a larger role in future", said Manfred Faßnacht, Head of Sales at Meusburger.

MONITOR AND ASSESS PROCESSES

One further aspect, which is already in use today and will be increasingly integrated into daily processes in the next few years, is process monitoring. This allows comprehensive monitoring of the mould, for example, in the injection process. For producers this means higher productivity through early recognition of potential errors, notification of upcoming maintenance and easier communication during service disruptions. The biggest advantage here is that data can be retrieved online any time, any where, and it is always up-to-date. "It will be decisive in mould and die making to take one step after another and so to keep up with the times", according to Mario Haidlmair, from Haidlmair Werkzeugbau.

Automation will of course also continue in future. On the one hand this means that the demand for certain professions will decrease, but at the same time that new professions and jobs will be created. Well trained professionals will therefore always be sought-after – also at Meusburger.

We are curious to see what trends await us in the near future – here at Meusburger we are ready to meet them.

Manfred Faßnacht
Sales Management South Germany | CH | France

CLOSER TO THE CUSTOMER

Meusburger is represented at around 50 international trade fairs in over 20 different countries around the world. As well as this, over 40 events such as user meetings, industry meetings and also the Die and Mould Making Days offer the ideal opportunity to maintain our relationships with customers and partners. Sharing knowledge, testing products or staying informed on the latest trends – there are many different opportunities.

FIRST IMPRESSIONS COUNT

In particular specific trade fairs offer exhibitors and visitors a diverse program. Exhibitors can introduce their company as well as their products and services to a wide audience. Visitors have the opportunity to stay informed about new products and developments on the market as well as to make new contacts and strengthen the contacts they already have. At the Meusburger stand, interested parties can look forward to both friendly service and the chance to check out the newest products. Our employees can tell you about extensive additions to the product range, with various flyers, catalogues and more. As well as this, our on-site product specialists are happy to take the time to present the different application possibilities and answer individual questions.

User meeting in Monte Real - Portugal

The Meusburger trade fairs team

> 100 TRADE FAIRS AND EVENTS PER YEAR

SMALL, BUT GOOD

Those who like things a bit more relaxed might find that a 'smaller' event, such as the Meusburger user meetings, are more suited to them. With no more than 80 invited guests, and located near you, this concept offers a lot of room for an exchange of knowledge and plenty of time for networking. With an attractive supporting programme, visitors gain useful information on specific topics in the specialist presentations.

Are you interested in attending a user meeting near you? Then get in touch now with your local field sales representative.

EVENTS IN 2019

INTEC	Intec (DEU) **05. – 08.02.2019**
INNOFORM	Innoform (POL) **12. – 14.03.2019**
EUROSTAMPI	Eurostampi (ITA) **28. – 30.03.2019**
FORMA TOOL	Forma Tool (SVN) **09. – 12.04.2019**
prodex 19 THE FUTURE ON STAGE	Prodex (CHE) **14. – 17.05.2019**
MACH-TECH	Mach Tech (HUN) **14. – 17.05.2019**
Lamiera	Lamiera (ITA) **15. – 18.05.2019**
MOULDING EXPO	Moulding Expo (DEU) **21. – 24.05.2019**
EMO Hannover	EMO Hannover (DEU) **16. – 21.09.2019**
WERKZEUG- UND FORMENBAUTAGE Branchentreff im 4-Länder-Eck	**Meusburger event** **10. – 11.10.2019**
2019	K (DEU) **16. – 23.10.2019**
Blechexpo	Blechexpo (DEU) **05. – 08.11.2019**

You will find all upcoming dates at:
www.meusburger.com/events

INDUSTRY MEETING NEAR LAKE CONSTANCE

We were very pleased to see that the second Meusburger Die and Mould Making Days, held at the end of March 2018 at the festival hall in Bregenz, were a great success with lots of positive feedback. This new event is held every one and a half years and was already booked out weeks in advance. The approximately 340 visitors and 44 exhibitors were clearly impressed by the all-round perfectly organised event.

During the two-day networking event in cooperation with the VDWF (Association of German Tool and Mould Makers) and the industry magazine FORM+Werkzeug, experts talked in 13 different lectures about the future of the industry. Alongside topics like digitalisation and additive manufacturing, people as the factor for success in tool making was put in focus. Between the lectures, the audience members were able to find out about products and services from the 44 exhibiting companies or also take part in a company tour of the Meusburger headquarters in nearby Wolfurt.

For more information and pictures go to:
www.werkzeug-formenbau-tage.com

A perfectly organized mixture of lectures, discussions and time for conversation. This is where the industry meets.

Susanne Schröder,
Editor-in-Chief of FORM+Werkzeug

22. UND 23. MÄRZ 2018
FESTSPIELHAUS BREGENZ
WERKZEUG- UND
FORMENBAUTAGE

22. UND 23. MÄRZ 2018
ESTSPIELHAUS BREGENZ
WERKZEUG- UND
FORMENBAUTAGE

22. UND 23. MÄRZ 2018
FESTSPIELHAUS BREGENZ

WITH THE NEW TRAINING WORKSHOP WE HAVE CLEARLY SET NEW STANDARDS FOR APPRENTICE TRAINING.

Markus Meusburger
Head of Basic Training

INTERVIEW

TARGETED SUPPORT OF APPRENTICES

Chatting with Markus Meusburger and Aron Sohm

At Meusburger we put particular value on training our future specialists ourselves. We visited instructor Markus Meusburger and apprentice Aron Sohm in the new training workshop, to talk to them about training, goals and our apprenticeship campaign.

informs: ***Good morning Markus, good morning Aron. With the extension building opened in 2017 there was also a new, bigger training workshop for you, with office and training rooms over a total of 2,100 m². Why was the move necessary and what are the advantages?***

Markus: For us, qualified specialists are the clear foundation which ensures the regional and international growth of the Meusburger Group into the future. For this reason, we put particular value on training our future specialists ourselves. The new training workshop was a big win for us, as we now have space to train up to 50 apprentices per year. This means we can also continue to train and support each apprentice with a focus on their skills, and so prepare them for their further professional future.

informs: ***Your new apprenticeship campaign 'Do you have Meusburger blood in your veins?' started one year ago. Everything was redesigned, from the website to the stickers on the 40 company buses. What was the goal behind this and how are things looking for it after the first year? What were the highlights of the campaign for you?***

Markus: In order to reach our target group of future apprentices better and in a more targeted manner, we started a year ago with the new campaign. Today we can say that the many hours invested by the entire Meusburger team have paid off. 'Do you have Meusburger blood in your veins?' was received really well and we are happy to have already welcomed 45 new apprentices to the Meusburger team since 1 September.

Aron: A highlight for us apprentices was of course the cinema spot. We got to prove our acting skills with a professional film crew including stunt coordinator for two days, with an excellent result. The finished cinema spot ran at the end of the year for several weeks in the cinemas, and one thing was clear – everyone had to have seen the spot.

~138 APPRENTICES IN TOTAL

7 DIFFERENT APPRENTICESHIPS

informs: ***How should we picture the training period at Meusburger – do apprentices receive a position after finishing?***

Aron: The instructors place a lot of importance on our personal development, as well as on the technical training. As well as at the many events outside of work, attention is also paid to us working as a team and supporting each other in the training workshop. This creates real friendships during training, which stretch beyond a professional level. It is of course also nice that we know from the start that a fixed position is waiting for us on the other side of our successful completion of the apprenticeship.

Markus: The training for the seven different trades takes 3 to 3.5 years. To begin with, our apprentices learn the basics of conventional machining. The special skills are then taught, and following this they can then start working in the different departments. This way the apprentices already have a look at the different areas of production during their time as an apprentice and are then better able to decide which area they would like to work in later. Our goal is of course the fixed employment of our fully trained apprentices.

informs: ***Is there anything else you would like to tell our informs readers?***

Markus: Take a closer look at our apprentice training - whether here on-site or on our website www.lehre-bei-meusburger.com. And you definitely shouldn't miss taking a look at our cinema spot.

informs: ***Thank you very much for the interview.***

Watch our apprentices cinema spot now:
www.lehre-bei-meusburger.com/kinospot

MILLING CENTRE ON THE ROAD

Early in the year our apprentice trainer Simon Alber travelled to the highlands of Tanzania, in order to continue the support started in 2011 for the aid project run by the organisation 'Eine Weltgruppe'. The goal was to put an old but still fully functional milling centre from the training workshop into operation.

In the new training workshop we make it possible for our apprentices to work and learn on the most modern machinery. Older models are replaced frequently during the year. Because the decommissioned machines are still fully functional, early in the year a milling centre was put on the road and sent to Southeast Africa. In order to properly put it into operation and train the people on site, our apprentice trainer Simon Alber travelled together with three others from Vorarlberg for two weeks to Mdabulo, Tanzania.

MODERN WORKSHOP

"After the flight and an 18 hour drive I could hardly imagine that our milling centre would really be there" remembers Simon. But the team from Vorarlberg not only found the machine, but also a modern workshop.

As well as this, thanks to the project there are also two further vocational training centres in the region, in which young people can receive good training and therefore find better professional opportunities in the future. The goal of this trip was to show the trainees in Mdabulo the different machining options as well as the versatility of the new milling centre.

JOY IN LEARNING

Using the sample windows and doors made together for a student accommodation building, the handling of the machine could be demonstrated and explained. "Despite some communication problems to begin with, the apprentices worked right from the first day with great joy and enthusiasm. I am really pleased that the milling centre from our training workshop found a new home here and that we could support the project in this way" Simon summarised his experiences.

The young people in Mdabulo were very pleased with the milling centre

It was really nice to see how happy the young people were about the machine.

Simon Alber
Head of Technical Training

55
COUNTRIES

5,895 m
KILIMANJARO

1.3 billion
POPULATION

AWAY FROM DAY-TO-DAY WORK

A YEAR FULL OF CAMARADERIE

TENNIS OPEN
15.09.2017
Schwarzach tennis club

BUSINESS RUN

22.09.2017
Dornbirn

ICE HOCKEY

18.11.2017
Ice-skating rink in Hard

CARD GAME EVENT

03.11.2017, Dornbirn

CHRISTMAS PARTY

22.12.2017
Wolfurt

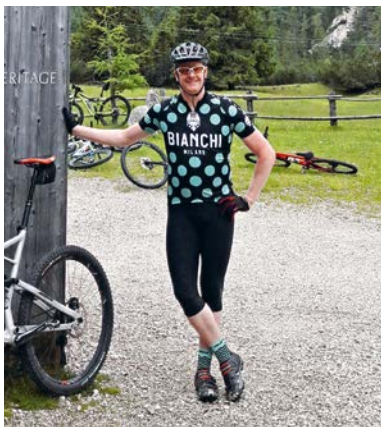
SKIING COMPE-TITION
17.02.2018
Sibratsgfäll

SKIING DAY
10.03.2018
Warth

BIKE TRIP
25.05.2018
Wolfurt – Rohrspitz – Rohrschach – Wasserburg – Lochau

MOUNTAIN BIKE WEEKEND

07. – 10.06.2018
South Tyrol – St. Vigil



MEUSBURGER VS. PSG

15.06.2018
Viernheim

MOTORBIKE TOUR

22. – 24.06.2018
South Tyrol – Trentino

FISHING DAY

04.08.2018
Lüner Lake

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