

# impulse

**Issue 1/2017**

Employee and business partner magazine  
ensingerplastics.com



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# In mourning for Martha Ensinger

■ Martha Ensinger, beloved wife of company founder Wilfried Ensinger, passed away on June 27 after a serious illness. The Chief Executive and employees of Ensinger share the grief of the family members at this sad time.

“Without Martha Ensinger, Ensinger would not be what it is today,” said Professor Berthold Leibinger last summer at the 50-year jubilee celebrations of the family firm. Back in the sixties, Martha Ensinger had encouraged her husband to take the bold step of founding his own company. She took care of bringing up the couple’s four children and supported Wilfried Ensinger from the start in his bid to expand the business. While her husband concentrated on product development, process engineering and production, Martha Ensinger looked after admin and commercial aspects. Over many years, she was in charge of the accounts and shared responsibility for human resources. During the period of dynamic growth, she cultivated international contacts and was involved in the formation of the company’s subsidiaries.

Her commitment to the family firm went hand in hand with charitable work. As long ago as the seventies, the Ensingers founded their first aid projects in Brazil. 1997 saw the formation of the Wilfried Ensinger Foundation, which supports social, cultural and scientific institutions in Germany and



abroad. The long-term aid projects set up in African and Asian countries, including the development of a primary school in Nigeria and charity campaigns in the Ukraine, are largely aimed at helping children. Martha Ensinger travelled tirelessly to forge personal contacts with project management staff. In recognition of her services to charitable causes, she and her husband were jointly awarded the Pontifical Order of Pope Saint Sylvester in July 2013.

Martha Ensinger reached the age of 76. The Requiem in Rottenburg Cathedral and the subsequent committal were attended by large numbers of the public. Wilfried Ensinger, and Martha Ensinger’s sons, daughters and grandchildren joined with employees, friends and family to say their final farewells. ■

## “I would like to ask her ...”

I feel this would be the time and place to say something about my mother, but I am at a loss to know where to start. Writing comes to me easily, I am not often floundering to find the right words. But here I am struggling, and this has nothing to do with the grief which is sometimes overwhelming. My mother was a person who can’t easily be captured in words. And she herself would not have wanted any grand eulogies. I’d love to ask her advice about how to proceed, as I have done so often over my life. I expect she would have realized that she couldn’t prevent me putting pen to paper, so she would have simply smiled and said I should keep it short – short and simple.

So short and simple it is. Can I draw inspiration from memories or pictures? There are so many, I’ll just take one. It’s the height of summer, school holidays. The seventies. It’s early in the morning and I’m driving with my mother to the wholesalers. She stacks the small car high with boxes of instant coffee and condensed milk, cleaning cloths and drinks bottles. We arrive back at the company and I help her stow away our purchases. She remarks somewhat derisively that it would be nice if the friendly guy from the next office could lend a hand with the boxes. Then I hear her typewriter clattering and the new Telex machine spewing out punch tapes perforated with patterns I can’t decipher. My mother is laughing on the phone, saying something in a foreign language – French maybe? Her next call is to the paediatrician to discuss some lab results. I ask what the call was about, and she starts to explain. Will I have to go into hospital after all? Then the room fills with people and she tells me to go outside. Not for my ears, evidently. I find my father in the corridor, just back from a business trip. Something didn’t go well, he has no time and goes into his room. My mother quickly joins him. They exchange words, he is talking loudly, she says something to calm him. Makes a suggestion. More words are exchanged. Calm returns. He sits down and writes something which she types up word for word straight into the typewriter. Now he can turn his attention to me. He shows me his slide rule, and is pleased I understand how it works. Mother and I finally drive home, making one last stop at the tiny apartment of a Turkish family in Herrenberg to deliver something from the wholesaler. We finally manage to take our leave, despite protestations that we should stay for lunch. She prepares lunch for us at home, and afterwards lies down for a nap. “Just once, I’d love to be able to sleep properly,” I remember her saying frequently. After a brief quarter of an hour, she is up again and drives away. And we children have a long afternoon ahead of us.

This is a first impression from my childhood. She was the centre of everything. Her warmth, her tranquillity, sensitivity and keen intellect made her the stabilizing influence in her marriage. But she was also the centre of a large family and a significant milestone in the lives of many companions, friends and employees. She was someone people came to for help and advice.

Her daily life left her hardly any time to stop and draw breath, and she remained active until the end. Did she never want to escape from her many commitments, did she ever feel like just being herself? This is something I asked as her life neared its end, an end she faced with the same clarity and calmness she had always shown. The answer: No, because even as a young woman, this was the life she chose for herself. Nobody else I know could have embraced such a workload and come so happily and calmly to terms with it.

This is perhaps more of a eulogy than she might have wanted. I’d love to ask if she wouldn’t make an exception for me.

I’d love to ask. But I no longer can.

A handwritten signature in black ink that reads "K. Ensinger". The signature is written in a cursive, slightly slanted style.

Klaus Ensinger

# Ensinger opens a location in South Korea

## Sales office and stock shapes warehouse established

Ensinger has opened a sales location in South Korea. The Ensinger Korea Ltd subsidiary, which was founded this year, is based in Ilsan near Seoul. A stock shapes warehouse is affiliated to the new sales office, meaning Ensinger can now supply its South Korean customers with short lead times.

The major exporting country is one of the most important producers of semiconductor technology. Providers of medical technology and display manufacturers are additional consumers of high-performance and construction plastics. The new branch would also like to gain customers from the fields of food technology, mechanical engineering, the aviation industry, and conveyor technology.

## Close to the processing industry

The new location is connected by highways to Greater Seoul and the conurbations of Incheon, Ansan, Bucheon, and Hwasung. Numerous groups and medium-sized enterprises in the processing industry are concentrated here. When advising customers, the sales team, managed by General Manager Jinho Park, can rely on Ensinger Asia Holding's infrastructure in Singapore. Park is a plastics engineer who has been working in the industry for ten years. He held various posts at an international plastics manufacturing company before joining Ensinger.

## 8 Locations in Asia

Ilsan is the eighth location for the Ensinger Group in Asia. Two production plants are located in China and Malaysia. Ensinger also has sales branches in Japan, China, Singapore, India, and Taiwan.



Seungwoo Baek, External Sales, Eric (Jinho) Park, General Manager, and MiYim Kang, Administration and Internal Sales, in front of the entrance to the Seoul branch.



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Photos: Ensinger

# “Good evening to Shanghai”

Many employees across Ensinger are involved in global projects. Modern IT tools such as SharePoint and Skype simplify the process of cross-site cooperation – even over different time zones.

Experts from different branches frequently cooperate on projects across three different continents. One polymer offered by Ensinger which is required for chip production machines, for instance, was developed in the USA, is produced in Germany and further processed in Asia. As our infrastructure continues to expand, the IT Department is preparing solutions to address the increasing degree of globalization. The foundation has been laid for digitalization of all our business processes with the “Ensinger Cloud”. Thanks to high-speed data cables and Skype, business and video conferencing has become part of the daily work routine for many employees. The

Cloud links not only our German locations but also a growing number of foreign subsidiaries.

## Virtual project space enhances efficiency

By introducing an online project space on the basis of SharePoint, Ensinger took another step forward towards the Cloud two and a half years ago. Using this Internet application, employees involved in the project are able to share documents from any PC, notebook or smartphone – at any time of day. This project data can be accessed using a secure authentication procedure, and if required external access can also be enabled. Participants are informed by an email

alert when any new information has been uploaded. This makes the virtual document management system ideal for the depiction of processes and workflows in areas such as controlling, wherever screening or release processes need to be set up. The benefits of increased speed and project transparency are particularly noticeable when it comes to cross-site cooperation. SharePoint also simplifies the process of documentation and ultimately results in improved quality. One currently relevant example is the “Global Website” project which has just been successfully concluded by an international team, and which we will be presenting over the next two pages.



Jochen Maurer, Sebastian Roller, Kornelia Pfütze, Ralf Richter and Doris Hämmerling are working on new pages for the website. Over Skype, the conference participants in Nuffingen are linked to Joanne Yuan and Julie Zhu in China.

# New global internet presence

The new Ensinger website unites the separate sites operated by different subsidiaries, provides a better overview and also more information on the company's products.

International, clearly arranged, flexible: The most important properties of the new Ensinger website. The site has been live since May, and brings together the Ensinger GmbH and Ensinger Limited (UK) web platforms under the domain ensingerplastics.com. By the end of 2017, the websites of the other subsidiaries and non-German branches will also be integrated into the platform. Until now, all of these had their own websites – which had unwanted side effects: the different sites mutually excluded each other's search engine hits, making Ensinger and Ensinger products more difficult to find. The new standardized global Group internet presence will change this, ensuring that all search enquiries – whether for products, sales or press contacts – will all lead to only one website. By selecting the location they require, users will be able to access the branch and language version they are looking for.

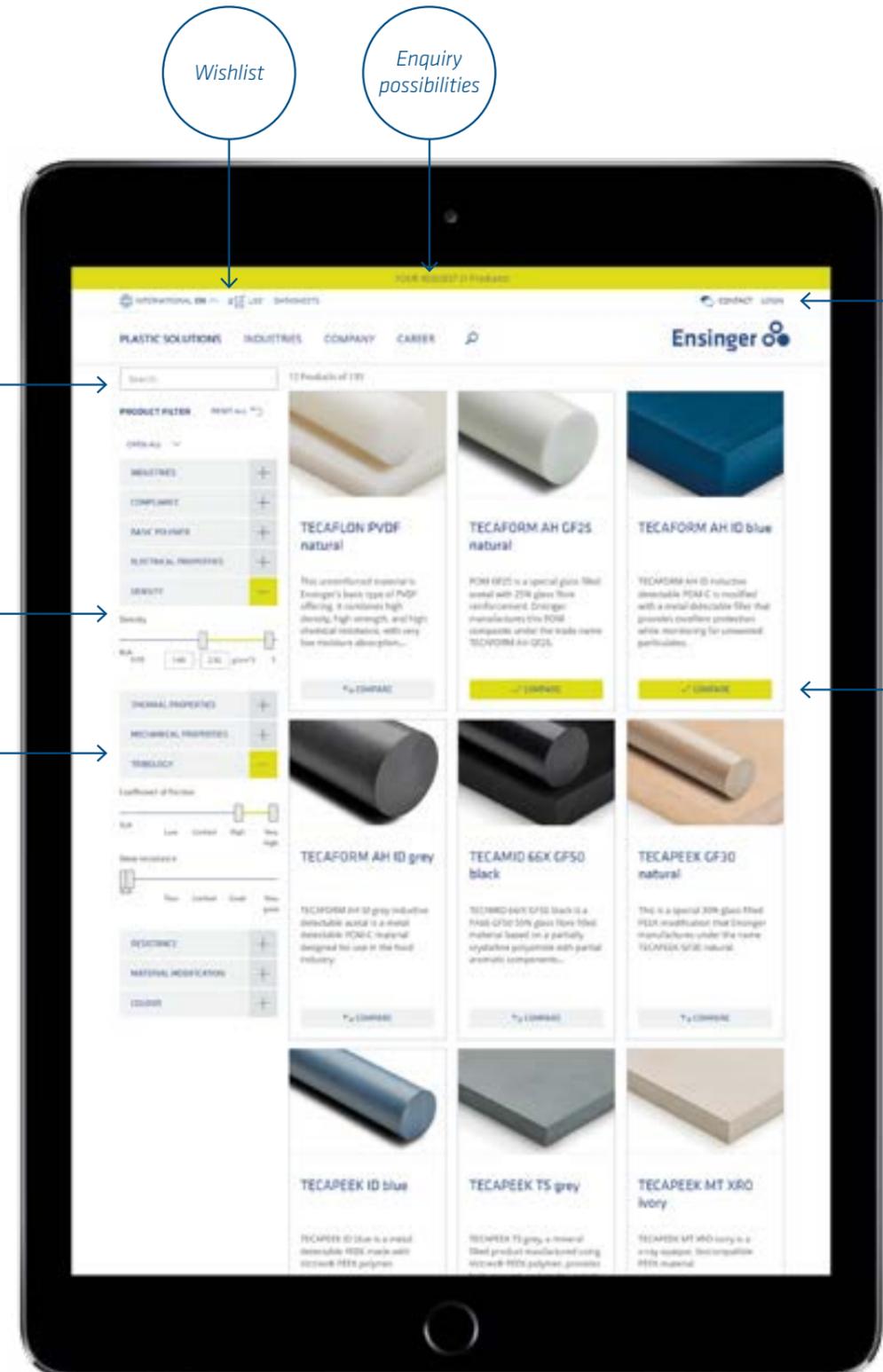
## Practical features

The new website offers improved navigation, which classifies products in a simple, easily understandable and intuitive way according to plastic solutions and sectors of industry. Explanatory texts and high-resolution photos are used to stage them effectively together with their benefits, fields of application and details. Completing the platform are success stories relating to individual spheres of application, materials and solutions. Links to downloads such as certificates, catalogues or data sheets are provided directly below the product descriptions. The Ensinger project team has improved the page structure and consistently aligned the new site to customer requirements. The high quality of the contents also optimizes their findability in search engines. The new, more sales-oriented presence has also been supplemented by new search and bookmark functions as well as filtering possibilities. Users can now perform a product comparison of up to eight products, comparing their mechanical, technical, electrical and other properties, as well as their relative costs and dimensions. The new site also offers rapid enquiry and contact possibilities which make for a shorter, more direct route to the Sales Department. With tangible success, Ensinger is now receiving significantly more enquiries than before from the website. The site has also been optimized for smartphone access with a responsive design, which permits flexible adjustment of size, layout and fonts in line with the screen size.

## Other countries to follow

The launch of the new site marks the most important milestone of this online marketing project for the cross-division and cross-location project team after over a year's work. Project Manager Anda Ertürk (Marketing, Shapes Division) and Jochen Maurer (IT, System Engineer) and their team made up of members from China, Denmark,

Photos: Ensinger



Germany, Italy, Poland, the UK and the USA were busy preparing information to use as site content for over six months. They also elaborated technical application examples and have compiled an FAQ Wiki, working through the various milestones systematically as a team. Skype conference calls took place at 14-day intervals, and sha-

ring information using Sharepoint enabled smooth cooperation to take place across time zones. But this was just the beginning: over the coming months, the team will be optimizing and expanding the new website. Initially the other international branches will be added, and from 2018 onwards the sites of additional divisions will be integrated.

# Rottenburg says "Thank you"

**Wilfried Ensinger is awarded the Citizen's Gold Medal for his social commitment**

The Town of Rottenburg am Neckar has recognized Wilfried Ensinger for his outstanding social commitment. In April, he was presented with the City's Gold Medal by Mayor Stephan Neher. "Wilfried Ensinger has made an outstanding contribution both culturally and socially over many years. The Wilfried Ensinger Foundation, which was formed back in 1997, provides support for both the Cathedral Choir School and the College of Higher Education in Church Music in Rottenburg, and Mr and Mrs Ensinger have also privately funded a number of key projects in the town," said the Mayor. Examples quoted by Mayor Neher included support for the Rottenburg Town Band, financial aid for the TVR Volleyball Bundesliga team, and the construction of a sports arena. Wilfried Ensinger was overwhelmed both by the accolade and the standing ovations. He expressed his delight, gratitude and pride in receiving the medal. He emphasized that although his contribution had nothing to do with gaining public recognition, "if on this occasion it has inspired others to consider how they can serve the public good, then it would



Wilfried Ensinger and Stephan Neher, Mayor of the Town of Rottenburg

have served an important purpose." The Town of Rottenburg has awarded gold, silver and bronze medals as an expression of its appreciation and recognition of outstanding public service and achievements for the past 37 years. Wilfried Ensinger is the seventh resident to have received a gold medal.

## Foundation renamed

To honour Martha Ensinger's dedication to the development of the Wilfried Ensinger Foundation, the Trustees and the Chair have passed a resolution to change the name of the foundation to Wilfried and Martha Ensinger Foundation.

**Wilfried and Martha Ensinger Foundation**  
 BIC: SOLADES1TUB (Kreissparkasse Tuebingen)  
 IBAN: DE67 6415 0020 0002 2363 39  
[ensinger-stiftung.com](http://ensinger-stiftung.com)

Photos: Ensinger



In the photo: Members of the Location Logistics team with employees of Kühne + Nagel. The truck trailer sports the new advertising motif of the Shapes Division. The tarpaulins designed by Julia Supper (Service-Center Marketing) were delivered just in time for the photo shoot.

## Out around the globe by road, sea and air

**K+N is the logistics service provider to the European Warehouse in Nufringen**

The Logistics Department of the Shapes Division launched an efficiency program by stepping up its cooperation with the transport company Kühne + Nagel. In the summer of 2015, initially loading and land transport processes were reorganized, and a few months later this was extended to include contracts for sea and air freight.

In the meantime, Kühne + Nagel is now the central logistics partner to the European Warehouse based in Nufringen. Concentrating on a single service provider for all transport carriers has meant a considerable reduction of administrative work. While there used

to be a large number of contact partners to manage spread across different haulage companies, now permanently assigned Key Account Managers have been appointed by Kühne + Nagel whose job it is to ensure everything runs smoothly. By permanently synchronizing data between the two partners, the conditions have been put in place for optimum concentration of shipping orders. Under the bottom line, the new logistic concept has produced impressive results: Costs have been reduced, traceability has been simplified and delivery reliability has scored top marks.

## Top apprentice

**Nikolina Hrnjkas is presented with the Wilfried Ensinger Prize**

Nikolina Hrnjkas has been awarded the Wilfried Ensinger Prize as this year's top achieving apprentice. The company founder and Miriam Fiedler, Head of Personal Development and Training, offered their congratulations to the young industrial clerk on her successful final examination and on being chosen as the recipient of this year's award. Nikolina Hrnjkas is now part

of the In-House Sales team of the insulbar Division in Nufringen. Her father Stefan Hrnjkas made the journey from the former Yugoslavia to live in Germany in 1970 and was a shift manager at Ensinger before retiring in 2010. Nikolina's sister Ivana Dumancic also works at Ensinger. Since qualifying as an industrial clerk, Ivana looks after customers in the Shapes Division.



Nikolina Hrnjkas

## Fun run near Nufringen - register now!

On September 20, 2017 it's time for contestants to line up again for the company fun run at the Flugfeld in Böblingen. The 4.8 km course follows a totally traffic-free route. This running event is not about record times and high achieving, but about having fun and building the team spirit. So anyone can take part, no matter whether you are a high-performance athlete, a leisure time runner or a walker. The starting gun will be sounded at 6 p.m. The Ensinger Team will end the day with a social get-together after the race.



**Please register**  
 Anyone interested in taking part should register with Karin Schmid (HR Department, Nufringen) by email by August 14, 2017 at the latest.

[k.schmid@de.ensinger-online.com](mailto:k.schmid@de.ensinger-online.com)

# How to get ahead

Employees now have the chance to approach mentors with any concerns or questions. The mentors are there to provide career advice and support with issues surrounding the interface between work and the private sphere. Confidentiality is guaranteed.

Last year saw the launch of a mentor scheme in the German locations which was intended to facilitate the exchange of knowledge and experience among employees. Thirteen contact partners from different divisions and service centers are stand-

ing by to help employees with individual issues: whether to support them with personal advice, or to mediate the right contact within the company.

### Absolute confidentiality

The most important aspect of the mentor scheme: Just like any medical practitioner, the mentors are under an obligation of secrecy. They undertake never to communicate what has been discussed with others

Photos: Ensinger

– unless the candidate seeking advice gives their consent. By introducing the mentor scheme, Ensinger goes a step further in reinforcing employee focus. The aim is to strengthen networks and to facilitate the exchange of information within the company.

## Mentors at Ensinger



Peter Kamps



Jan van Schalk



Frank Groß



Gertraud Schatz



Ralph Pernizsak



Miriam Fiedler



Markus Saile



Maria Baur



Dr. Dirk Weydandt



Dr. Christoph Krohmer



Christian Schmeidl



Jochen Generzewsky



Dr. Oliver Frey

## Do I need a mentor?

The first ports of call if you have career-related questions or difficulties are naturally your line officer, the HR Department or the Works Council. But if you still have the feeling that none of these three are the right address for your concern, it's a good idea to book an appointment with a mentor. For instance in the following cases:



You are planning a work-related stay abroad and would like to talk to someone with experience of a similar situation.



You'd like to head up a project at Ensinger and feel you wish to talk to someone who has already gathered experience in this field.



You are considering whether you might like to change to a different department within the company and are looking for a point of contact.



You are planning to start a course of study, and are wondering what opportunities there might be for you to organize this alongside your career.



You are a weekend commuter and want to link up to others in the same position to talk about the associated challenges.



You have difficulties reconciling work commitments with family or care duties, and would like to hear from others how they manage to achieve this.



You would like specialist or technical advice but aren't sure who to approach.

# A warm welcome!

## Employees who have joined Ensinger:

### Nufringen Compounds

Stefan Bur  
Marius Leibfarth

### Human Resources

Sven Heidinger

### Industrial Profiles and Tubes

Joachim Frank  
Tobias Lehrer  
Marvin Weyh

### insulbar®

Nikolina Hrnjkaš  
Uwe Lerner

### IT

Frank Buchmüller

### Marketing

Corinna Kohler

### Product Compliance Management

Katharina Gugau

### Quality Management / Laboratory

Drilon Llugaliu

### Shapes

Ziya Ataseven  
Pascal Benkowitsch  
Sandra Böck  
Florian Gäntzle  
Carsten Holtermüller  
Lisa König  
Fabian Krähe  
Felix Löffler  
Alan Luzar  
Neil Marshall  
Elaine Schlayer  
Janik Stichler  
Sandra Stöhr  
Felix Teichert

### Technical Service

Jochen Basner  
Patrick Faiß

### Tool Making

Fabian Husung

### Ergenzingen Injection Moulding

Kemal Agca  
Achim Haak  
Reinhold Kiss  
Jan Kosi  
Eduardo Lauricella  
Julia Maier  
Karin Müller  
Juliya Mull  
Axel Philippin  
Julian Simic  
Frank Sindlinger  
Onur Sülük  
Ilker Uz

### Cham

Controlling  
Patrizia Bräu

### insulbar®

Martin Alt  
Peter Batek  
Christopher Brandl  
Bianca Breu  
Ricky Feindt  
Andre Franz  
Petr Gaipl

### Szilárd Gergely

Andreas Glaser  
Maria Hastreiter  
Florian Hoffmann  
Regina Kaiser  
Albert Kraus  
Anna Kubernat  
Zsanett Kulmann  
Kerstin Janker  
Mirko Lange  
Thomas Leitermann  
Andreas Lewicky  
Karlheinz Liegl  
Marco Müller  
Alexander Nokhrin  
Frank Nolte  
Matthias Raab  
Sergej Rejngard  
Andreas Sablowski  
Manuel Schegerer  
Christian Schinabeck  
Bernhard Schmidbauer  
Damian Smolka  
Marco Steudle  
Max Walter  
David Wittmann  
Rudolf Wohl  
Christian Zoller

### IT

Roland Fuidl

### Quality Management

Stefan Rank

### Shapes / Cast Nylon

Johannes Heigl

### Thermix®

Tatjana Bobkov  
Lilia Gertsog  
Natascha Götze  
Silvia Kufner-Kolb  
Ivan Okunev  
Peter Parsch  
Daniela Saknus  
Stefan Schichtl  
Andreas Schneider  
Patrick Simmet  
Beatrice Taupp  
Daniel Watzinger

### Machined Parts

Fabian Ried  
Carlos Valverde Alberrán

Photos: Ensinger



Meeting up after work to play sport: the volleyball court is a hive of activity every Wednesday evening in the summer.

# Summer, sun and volleyball

Colleagues at our Nufringen location regularly enjoy a game of beach volleyball or gather round the barbeque in the company grounds.

Things are hotting up next to the high-bay warehouse in Nufringen: At long last summer is here again, and with it the chance to use the company's own beach volleyball court. Anyone who fancies some exercise and the chance to get together socially after work can join the group of around eight employees who meet up for a match on Wednesdays, weather permitting.

### Warm evenings around the barbeque

Colleagues who prefer to play in their own groups can ask for a key to the hut containing the ball and net from Ralph Kapitel. And those not keen on the sport aspect are cordially invited to join their colleagues for warm summer evenings around the barbeque built by our apprentices.

### Colleagues become friends

Anyone is welcome to join in – even beginners with no previous experience. “We are all amateurs and play simply to have fun together”, says Ayşe Günder. A Sales Controller in the insulbar Division, she has been taking part in the beach volleyball sessions since 2015. Formerly a member of a volleyball club, she found herself unable to commit the time. “The opportunity to play directly in the grounds of the factory in Nufringen is the ideal answer for me”, she says. One of the main attractions for her is that it provides a way of getting acquainted with other colleagues. “People come to take part in the beach volleyball who I never meet at work”, she explains. “Playing together can be a way of founding new friendships, and also means we extend our network within the company.”



Ayşe Günder, Sales Controller in Nufringen, kicking off the beach volleyball season.

# With best thanks ...

This year the following employees celebrate their company anniversaries at Ensinger:

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Nufringen  
Steffen Mai

### Ergenzingen

Raimund Akermann  
Karin Firse  
Winfried Götz

### Cham

Herbert Amann  
Markus Breu  
Silvia Denk  
Franz Fischer  
Astrid Hansen

### Alma Meier

Reinhold Rank  
Herbert Rauscher  
Manfred Vogl

40

Nufringen  
Gerhard Wörner

# Slimming process for windows

**Our highlight product at the BAU 2017: a new, highly insulating profile for windows, doors and facades capable of achieving the same insulating performance with a much reduced overall depth.**

At BAU 2017, Ensinger is presenting a new, highly insulating profile for windows, doors and façades. With a lambda value of just 0.18 W/m·K, it permits a better Uf value when retaining the same frame installation depth, or a smaller installation depth with the same Uf value.

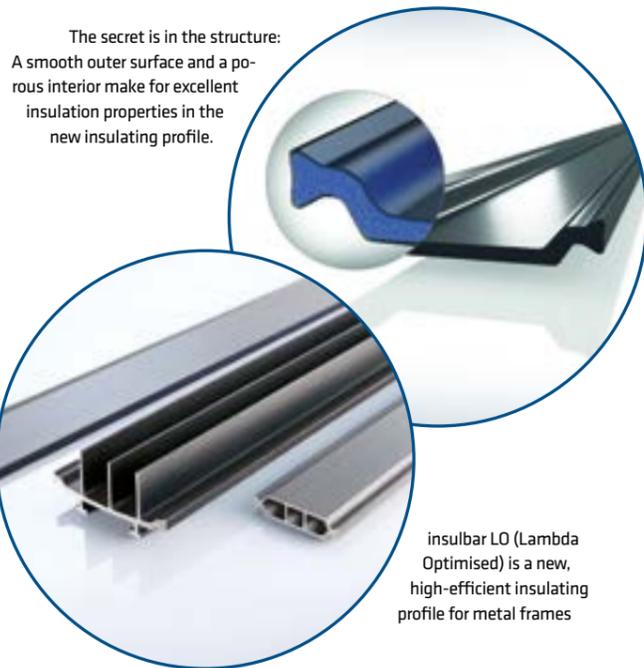
Large areas of glass, slim frames, and high energy efficiency: these features, desired by building owners and architects, can be achieved particularly with aluminium frames – assuming there is efficient thermal separation. Ensinger, inventor of insulating bars between outer and inner shells of metal frames, is now going one step further. “We have succeeded in lowering the thermal conduction capacity of the insulating profile by a further 40 percent”, explains Jan Danger, Head of the Construction Products Division at Ensinger, the plastics specialist. “With the lambda-optimised insulbar LO, it is possible to produce even more delicate frames that meet the highest standards when it comes to the insulating properties.”

## Inner secret

With a thermal conduction coefficient  $\lambda$  of just 0.18 W/m·K, the new insulating profile LO has the usual smooth, compact exterior. The key to its even greater insulating efficiency is its porous core: the glass fibre reinforced polymer blend (PA 66 and PPE) contains microscopically small, closed cavities. This special structure is patented by Ensinger. The insulating properties are improved and the insulating bar is also lighter than a solid profile. The requirements of DIN EN 14024 regarding transverse tensile strength and shear strength are fulfilled (test report by the ift Rosenheim). insulbar LO is precisely moulded and available in the conventional geometries as well as in individual designs and styles. The variant LEF for example, assisted by a Low-e film on the flags of the profile, reduces energy losses through heat radiation to a minimum. Capable of being processed in the normal way, insulbar LO also permits anodisation and powder coating in the finished assembly.



A minimized profile without compromising insulating performance: how to reduce the overall depth of windows, doors and facades



The secret is in the structure: A smooth outer surface and a porous interior make for excellent insulation properties in the new insulating profile.

insulbar LO (Lambda Optimised) is a new, high-efficient insulating profile for metal frames

## Imprint

Employee and business partner magazine of Ensinger GmbH

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Publisher:  
Klaus Ensinger  
Dr. Roland Reber  
Editorial staff:  
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Cover photo:  
KD Busch  
Printing:  
Druckerei Maier,  
Rottenburg

Layout / Production:  
pr+co GmbH,  
Stuttgart  
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# Efficiency officially certified

Passive House Institute renews Thermix warm edge spacer certification.

Ensinger received the Passive House Institute seal of approval once again for Thermix at the BAU 2017. “With our component certification, we help manufacturers to develop highly energy-efficient products and bring them to the market,” says Dr. Benjamin Krick, Head of the Working Group Component Certification at the Passive House Institute.

## Warm edge for cold climate

With tested thermal characteristic values, the independent Passive House Institute offers reliable planning assistance for energy-efficient buildings, for example, using energy balancing software. Thermix is considered suitable for passive houses even in cold climate zones – from the south of Chile to Northern Sweden.

“We are very pleased with the renewed award”, says Dr. Albert Lingens, Head of Thermix Sales. “The special seal of the Passive House Institute underlines and confirms our on-going commitment to outstanding energy efficiency and comfort in the building.”

## Active for the passive house

Even when passive houses were still a niche topic, Wilfried Ensinger already saw the future in warm-edge spacers. Thermix, one of the first hybrid spacers made of highly heat-insulating plastic and stainless steel, is continuously being refined by Ensinger since 1997 and marketed world-

wide. Thermix is similarly easy to process as aluminium spacers. The special plastic used, however, has a 700 times lower heat transfer coefficient. A thin stainless steel diffusion barrier ensures that the space between the panes of the insulating glass remains permanently gastight.



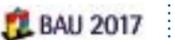
Dr. Albert Lingens (right) is presented with the official certification document by the Passive House Institute.

## Fair



The Ensinger team at the BAU 2017 in Munich.

## Impressions from the show



The BAU is the world's leading trade fair for architecture, materials and systems, and registered a record number of visitors in Munich in January. Of over 250,000 visitors attending the show, 80,000 made the journey to Munich from abroad. A quarter of all visitors come from architectural and planning bureaus. Needless to say, the insulbar and Thermix product lines from Ensinger could not afford to miss such an important event in the building industry calendar. The new stand concept was well received by visitors, and the trade fair team was showered with compliments from all sides about the presentation.



There is a video clip with impressions from the BAU on the Division's video channel.

<http://bit.ly/2rncd51>



next composites develops technologies for processing thermoplastic fibre composite materials. The sandwich profile shown above was made of CF-PEI and recycled foam glass (cross-section).

# The future's light

Stable but lightweight components made of thermoplastic fibre composite materials are in popular demand in a variety of industries. Ensinger is investing in this future technology and has acquired the Swiss processing company next composites.

Ensinger GmbH in Nufringen has taken over Swiss plastics processing company next composites GmbH. The small company based in Otelfingen near Zurich, develops technologies for manufacturing products made of thermoplastic fibre composite materials. The specialists for designing and processing these composite materials, create prototypes and put complete production lines into operation on behalf of their customers. Ensinger already offers semi-finished products made of highly filled carbon fibre composite material, however the process technologies from next composites will enhance the range of technologies for manufacturing components. Reciprocally, next composites will benefit from the Ensinger group's broad customer base.

### For medical technology and bicycles

Carbon reinforced thermoplastics are particularly suitable for lightweight construction applications in the automotive industry, in medical technology, and in mechanical engineering. Sports goods such as bike components or winter sports equipment are an additional growth market for these modern materials.

### Tailored materials: advantages of carbon composites

When high-strength carbon fibres are embedded in a light plastic matrix, this creates a composite with an exceptionally high specific rigidity and strength. Compared with thermosets, thermoplastics can be welded and usually offer higher levels of

toughness, improved chemical resistance, and they can be used effectively as a recycle. By using partial or full automation, higher quantities at competitive prices are within range of on-going development.



Carbon aluminum hybrid wheel: 7.6 kg, making this 30% lighter than a comparable forged aluminium wheel



The all-carbon wheel is one of the high-end products manufactured by next composites

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Photos: Ensinger, advertisement: Deutsche Telekom



Almost ready to shoot. Nadine Polet, Dr. Erwin Schuster and Ralph Pernizsak are given stage directions by photographer Astrid Grosser (right).



Well-oiled team: Art directors, project managers, professional photographers, lighting experts and stylists work hand in hand to create the advertising campaign.

The Intralogistics department in Nufringen provided the perfect backdrop. A committed team of employees coped with adverse conditions to ensure the set-up and preparations were completed on schedule.



# Colleagues in the limelight

## Ensinger employees participate in Telecom campaign

Telekom Deutschland is currently in the process of running a costly advertising campaign, seeking to encourage business clients to invest in digitalization. The ad themes exemplify companies like Ensinger who have already successfully gone down this path.

At the end of April, an 8-strong production team travelled to Nufringen to capture the envisaged advertisement motif in the truck hall of the Shapes Division. In order not to disturb the intralogistics and truck loading operations, the photo shoot was scheduled on a Saturday.

### An unusual role

Selected to go in front of the camera as models were Dr. Erwin Schuster (CIO), Nadine Polet (IT Project Manager) and Ralph Pernizsak (Head of the Shapes Division). For all three, the photoshoot including professional styling and elaborate set-up, made an exciting change from their daily routine. All those involved were able to view approximately how the finished motifs would look on a notebook immediately after the shots were taken.

### A presence on every channel

The campaign will run over the summer on several online channels. The Internet banner advertising promises to reach a broad audience and provide effective publicity for both business partners.



The final motif featuring Dr. Erwin Schuster, Nadine Polet, Ralph Pernizsak.



Modern materials for aircraft construction guarantee maximum safety coupled with low weight.

## Every gram counts

At the international "Aircraft Interiors" trade fair, there was plenty of evidence that technical plastics are gradually replacing metals – in the aircraft interior too.

At the "Aircraft Interiors Expo" in Hamburg, Ensinger presented a broad spectrum of applications for the aerospace industry. The trade fair, which takes place every April, is seen as the most important global suppliers' platform for products and services related to cabin interior equipment. It goes without saying that absolute technical reliability is paramount in this industry, and there is also a growing requirement among buyers for products with the lowest possible weight. Every kilogram which has to be lifted into the air costs fuel and so adds to the cost of transport. This is why manufacturers are concentrating their efforts not only on the engines, but also on the aircraft's fuselage and cabin. Exchanging metals for lightweight plastics can achieve a significant weight reduction: Aluminium has a density of 2.7 g/cm<sup>3</sup>, while many engineering and high-performance plastics have a density of 1.3 g/cm<sup>3</sup>. By combining these with reinforcing fibres, strong lightweight structures can be created.

### Plastic on board

Polymers enjoy a wide application spectrum. Products from Ensinger are used in applications as wide-ranging as lighting systems, seats, galleys and refrigeration systems, as well as oxygen supply systems, drinking water systems and freight loading devices. At the trade fair in Hamburg, sales engineers from locations in Germany, France, the UK and the USA will be represent-

ing four company divisions at the show for the first time: Stock Shapes, Machined Parts, Industrial Profiles & Tubes and Injection Moulding. Where special customer requirements are involved, the divisions also call on the support and experience of the Compounds Division.



The trade fair stand at the "Aircraft Interiors" in Hamburg. The ideal alternative to metals and glass, plastic products combine low density with high thermal and mechanical loading capacity for cabin interior equipment.

## "I like to think long term"

Klaus Mauderer joined Ensinger in November 2016 as Head of the Continuous Improvement Process (CIP) department. We interviewed him to ask seven questions about his life and work.

### What made you decide to come to Ensinger?

I was previously for 17 years with a large US-American joint-stock corporation. A listed company tends only to think forward one quarter at a time through the financial year. In contrast, Ensinger is a solid, owner-managed enterprise with long-term perspectives. Another reason is that in my last job, I headed up my projects around the world almost exclusively by telephone or over Skype. I'm really pleased that with Ensinger, I now have the chance to frequently meet up with people face to face.

### What is your role within the company?

We've developed a strategy for the Ensinger Improvement Instrument – EVI in German – and I'm currently working on getting it implemented. What this means in practical terms: I'm out and about a lot, and coordinate my activities with our management team in different locations. I advise them on how to recognize potential scope for improvement in their departments and how to implement changes.

### What projects are currently on the agenda?

Within the framework of EVI, alongside the already established workshops I'm planning to also initiate training sessions for employees. The aim is to make many of the activities they perform at the workplace easier. A well-established methodology and a number of simple tools exist for doing this. We'll be selectively training the moderators in how these should be used, so that they can pass this knowledge on to the employees. There will also be larger improvement projects implemented across several departments in compliance with the industry standard. In addition, we're currently developing a competence workshop in Nufringen which will allow our employees – and later on our customers – to gain hands-on, tangible experience of EVI.

### What music has a special meaning for you?

I love Michael Jackson's music – and I have done since my youth. I don't have a favourite genre in particular, but I do enjoy listening to rock music.

### What are you particularly good at?

Infecting people with my enthusiasm.

### What do you do when you get home after work?

I'm a member of the "Fool's Guild", an age-old carnival tradition in the town of Weil der Stadt. In the Guild, I head up the group known as the "Weiler Bären" which has over 90 members. At carnival time, one of the things we do is build our own carnival float, which is the kind you would be familiar with from the globally famous Rhineland carnival processions. The "Fool's Guild" is always busy with some kind of activity throughout the year: We organize a big summer festival, or we go on outings together. Every autumn, we put on a theatre play using regional Swabian dialect which attracts a large audience. For the moment I've taken on the role of producer, but I hope to soon return to the performance side of things.

### What book do you currently have on the night table?

What I like best are fantasy novels. I devoured the Harry Potter series, and particularly enjoyed those from Volume IV onwards. I also liked the film versions – I think they were extremely well done.



### CV in brief

**Born:** 27 January, 1968

**Family:** Married, two daughters (15 and 19)

**Qualifications:** Industrial clerk in Purchasing and Materials Management. Lean Six Sigma Master Black Belt Master of Science in Strategic Quality Management from the University of Portsmouth, UK

**Previous employment:** Global Quality Management Representative in the Sales Support Division at Hewlett-Packard

**Secondary job:** Lecturer at the University of Furtwangen



Photo: TU Brno Racing

## Full speed into the future

*The “Formula Student” contest sees 600 international teams from across Technical Colleges and Universities competing against each other with racing cars they have developed themselves. Our branch in the Czech Republic, Ensinger s.r.o., has supported the team from the Technical University of Brno since 2013, making available stock shapes and finished parts made of engineering plastics to the design teams. Due to their low specific weight and high thermal resistance, thermoplastic high-performance materials such as TECAPEEK are particularly suitable for the world of motor racing.*

*Our colleagues from Ensinger s.r.o. in Dobřany are in continuous contact with Team Brno during the competition: “By acting as sponsor and partner to these young designers, we have the opportunity to demonstrate to them from an early stage that our polymers offer optimum solutions to complex technical demands”, explains Zdenek Buráň, who as well as heading up Stock Shape Sales is also in charge of production in the Machined Parts Division.*