



## Refurbishment of the extrusion hall completed

Production plant technically and economically up to date



From the new and even more efficient silos, raw materials are directly transported to the production machines



To facilitate greater efficiency in semi-finished parts production, renovation of the extrusion halls was on the ENSINGER agenda this year. The focus of this project was mainly improvement of production economy, the increase of the reliability of production processes, greater security for the workers, better working conditions in general and last but not least in consideration of ecological matters.

Visitors recently travelling from the north to Nuffringen may have noticed the new bright silos for granules at ENSINGER. From these, raw materials are transported within closed pipes direct to the production plants.

This is an improvement for delivery, material supply at the extruder and for employees.

A new fire protection concept was developed and adopted by the authorities. An essential part of this is a sprinkler system in all production areas. The new system allows dissolution of possible fire areas within the building. Production security was increased by the renewal of the complete cool water pipes and of the whole electrical supply equipment. Everything now is at a technically optimum status.

A completely re-designed ventilation system takes care of improved –

temperature conditions in the hall; especially in summertime. This is controlled by the employees. The ventilation system distributes over 40,000 m<sup>3</sup> air per hour. New crane installations also make work easier.

With completely newly designed lighting, ENSINGER has taken account of ecological points of view. Roof windows let more daylight into the hall; and depending on brightness, a modern lighting concept controls the timing of luminaries and optimum light conditions that are at the same time energy efficient.

Of course, production could not be interrupted while the work was being carried out. The work was therefore split into three phases – in each phase only a third of the area was affected. After nine months, in September, and one month earlier than planned, the last phase was finished.

Such an exact schedule was only possible after detailed planning, with regard to technique and time. We therefore thank everyone involved, especially the engineering office who gave fundamental impetus as well as the in-house technical services department, headed by Günter Secker, who contributed his years of experience in many small details during the renovation process.

We are sure, that we have created an installation with which we can obtain successful extrusion work for many years to come.

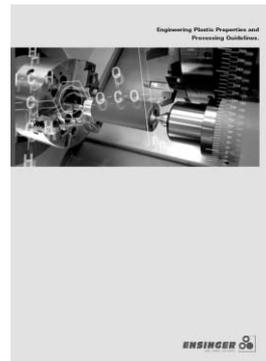
Karl-Martin Hess

## ENSICLOPAEDIA

### Technical compendium for applicators of plastics

[D/W] With the new ENSICLOPAEDIA, ENSINGER has published a new work of reference with information all around "Engineering Plastic Properties and Processing Guidelines". The 28 page compendium informs in detail about everything that a plastic manufacturer has to know to find the optimum material for his application.

Whether it is basic information as for example the classification of plastics, their main characteristics or their behaviour under certain influences, whether manufacturing guidelines or available semi-finished products – the new brochure provides the information.



Also the ways to modify the plastics are explained: with the help of specific additives, the material properties can be adjusted to certain applications, for example to grant optimum sliding and wear properties or UV protection.

The reader gets information on applications in the areas of electronics, medical technology and food technology. Performance profiles of the plastics are a further chapter – and last but not least the manufacturing guidelines for the numerous ENSINGER plastics. The ENSICLOPAEDIA is available in German and also in English.

The file is at your disposal at [www.ensinger-online.com](http://www.ensinger-online.com), but you can also order it as catalogue, as usual from [info@ensinger-online.com](mailto:info@ensinger-online.com).

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## Individual solutions with the help of polyurethane

### Addition to the casting materials TECAST and TECARIM

ENSINGER has enlarged its product range with a new material family: With immediate effect and in close co-operation with the Swiss company Kundert AG, ENSINGER now sells in the German market polyurethane elastomers; they occupy an enormously important place in modern technology.

Polyurethane (PUR) is an optimum addition to the cast materials TECAST (cast PA) and TECARIM (Nyrin). As with TECARIM, the material's properties can be varied according to the application. The material ranges from flexible, rubber-like to hard types that are similar to polyamides. Depending on the modification, a hardness from 10 Shore A to 75 Shore D can be achieved.

Characteristic features of polyurethanes are the low wear rate, the very good abrasive behaviour and the outstanding damping behaviour. Exposed to static stress, PUR hardly

tends to flatten (e.g. in rollers) whilst at the same time offering very good behaviour under dynamic load.

PUR is resistant to many oils, greases and solvents as well as to ozone, UV and energy-rich radiation. Continuous operation in temperatures between minus 40 degrees Celsius and up to 120 degrees Celsius is possible. Polyurethane parts are produced in reactive casting processes, with different methods providing the possibility of various material combinations.

Combinations of polyurethanes with other materials (e.g. metals) are possible as well as combinations of polyurethanes with different degrees of hardness.

Polyurethane elastomers have proved to be best as technical engineering materials in many application fields. The main fields of application are engineering, automotive technology, building and the electronic industry.

The individual choice of a particular system is determined by technical and economical criteria. Typical components are rollers, cylinders, sealing and membrane elements as well as a number of supporting parts.

(continued on page 2)



PUR part produced from two components, a harder PUR core and a smoother PUR membrane that are chemically combined by a casting process

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Productronica Fair  
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where we look forward  
to meeting you.

## Editorial



Dear Reader,  
 Quality stands in the way of improvement. This is often true of today's quality systems: ISO standards, EFQM, 6 Sigma, etc. Many companies have made a virtue of necessity and significantly improved their processes and structures in the course of certification. Nowadays, one doesn't talk about quality systems – one "just has them," and this makes them worthless as image promoters. There are several reasons why they have become dull routine in many quarters. The certifying bodies are exposed to increasing competition, with the result that the auditors seek closeness to the customer. Their assessments and recommendations are couched

in friendly rather than official terms, and when inspecting compliance to these they try not to raise too much dust. This of course tempts one or the other customer to exploit this clemency to the last degree possible. It is still normal usage to adhere formally to the standards without further investigating their spirit and meaning, and sooner or later all involved find this blind obedience ridiculous. The standard exerts a beneficial compulsion to make changes, but when the responsible managers in the companies do not themselves believe in the changes, they soon become bogged down – involving, as they do, a tedious process of adaptation. The standard then degenerates into a compulsory exercise, a straitjacket.

We believe that ENSINGER recognised quality systems as an opportunity at a very early stage and used

them as such. We have learnt to crystallise that which is useful in them, and to apply it purposefully. But, to be honest, even we could have done better, and were often enough satisfied with what was good, instead of striving for that which was better. An important aspect of many quality systems is the establishment of work circles and individual interviews, which serve the purpose of jointly identifying goals and of gaining clarity about the progress of the measures. Thus employee interviews take place regularly in the company, but many employees and managers are slow to realise what an unused potential lies in the constructive evaluation of the individual. Constructive criticism holds an objective mirror up to us, thus giving us insights into ourselves and our appearance in the eyes of others. And it is only genuine insights that awaken preparedness for change. But quick though the interview guidelines are to be drawn up, the road is long and hard. It starts with compulsory exercises and a lot of nervousness (on both sides). Everybody makes mistakes. For instance, there will be no balanced evaluation in cases in which personal esteem prevents objective

criticism, or when both partners in the interview make their evaluations with a one-sided view to compensation. Criticism must also be uttered repeatedly, and must be supported by objective criteria. This is where the significance of clearly defined goals and measurable performance criteria, etc. again come into play. I could go on with the list of possible mistakes, and talk about similar experiences with other instruments. It is definitely an advantage to limit oneself to a few programmes, to take each step moderately, and to plan the way to one's goal carefully. When you say yes to an instrument of management, you should think of learning a musical instrument: the first steps are the hardest. But the compulsory programme is followed by the free programme, and the initial drudgery by virtuosity and – with regard to the example of the employee interview – a lot of enjoyment from good, constructive co-operation.

Yours,

Klaus Ensinger

## Fire service at ENSINGER

### Fire drill and viewing of new hall and sprinkler system

[DW] Whereas on August 17 most of our colleagues enjoyed Sunday morning at home, at ENSINGER we

had the fire service in house – not because of a fire but rather because we wanted to be forearmed in case of such an emergency!



Rolf DeLenardis (right) introduces the new facilities to the volunteer fire brigade

34 members of the volunteer fire brigade had met in the Nufringen production department to give the new building and the technique of the new sprinkler system a close look and to become familiar with the new facilities.

„Since there is no time to study the technique in cases of fire or emergency and since then everything has to be very fast, it is important, that everyone involved already knows the area and the systems,“ says Security Manager Rolf De Lenardis who has carried out an inspection and the following investigation.

(continued from page 1)

ENSINGER sells polyurethane rods with diameters from 3 mm to 200 mm and plates from 3 mm to 80 mm thickness. Finished parts can be cast up to a weight of 20 kg.

KUNDERT specialises in the production of polyurethane parts and the coating of metal and plastic bodies with polyurethanes. The material ranges from cheap all-purpose polyurethane to high-quality hot pourable elastomers for highest stress, depending on specific customer demands.



Suitable for paper guiding mechanisms

For further information, please contact Frank Kirchner:  
 f.kirchner@de.ensinger-online.com  
 or by telephone 00 49 70 32 81 91 01.

## Gentle damping – for a smooth ride

### Piston ring for shock absorbers

[DW] ZF Sachs in Schweinfurt develop and produce vibration dampers and other chassis control components, as well as torque converters and clutches for passenger cars and utility vehicles. ENSINGER produce the piston ring for one of their single-tube dampers (see illustration), which is used as an axle shock absorber in passenger cars and light utility vehicles. In this shock absorber, the working room is filled with oil and gas, the two substances being strictly separated from one another by a dividing piston. The oil, which is under pressure, must be securely sealed in, whether the piston rod is at rest or in motion, so the piston rod and the seal are especially important components. ENSINGER manufacture the piston seal in a die-casting process in

TECAMID 46 GF 30, which is the material of choice because its heat resistance is greater than that of other polyamides. The material can withstand up to 130 degrees Celsius, and achieves greater stability through the addition of glass fibre.

From the point of view of part geometry, it is important to permit only a defined, minimal amount of oil to pass through in order to achieve the exact damping characteristics continuously in different vehicles and in different traffic situations. One prerequisite for this is a ring that is absolutely



free of burrs. It goes without saying that the wall thickness of the precision die-cast parts is precise, and that the edges of the groove are exactly parallel to avoid axial play; because axial play usually leads to audible rumbling noises in the vehicle.



Piston ring in TECAMID 46 GF 30

#### By the way:

You are looking for a material that you can use for a typical machine element?

On our website, you will find forms that make material choice easier for you.

Just go to [www.ensinger-online.com](http://www.ensinger-online.com) > Search for Materials / Products > „Off-line“ search

Click and find forms to calculate

- ! Plain bearings and sliding parts
- ! Gear wheels
- ! Rollers
- ! Pulleys
- ! Spindle nuts
- ! tubes

and other applications

Just complete the questionnaire with your relevant data and fax it to our technical consultants.



## Summer Party 2003 in Nufringen

[DW] This year the ENSINGER Nufringen summer party took place on September 13th. The party has now become a tradition and this year was filled with hot and jazzy rhythms courtesy of "Georgie's Jazz Corporation". The band, who entertained guests for the first couple of hours, was fronted by Sigi Brodt whose humour was full of puns while introducing their songs.

After his introductory speech, Klaus Ensinger honoured the people who celebrated their anniversaries.

For both old and young there was something to do: While the adults enjoyed the snug and cosy late summer sit-in with music, delicious barbecues or coffee and pastries, the children were able to romp in the bouncy castle or were entertained by kindergarten teachers and were painted like lions, witches or cats.

Two colleagues showed a very different side of themselves: In a sketch, lady farmer Ilona Brodt did not let herself get worked up by the lady from the town, Irene Dengler, who strolled along "Nufringen Railway Station". In their dialogue, based on "Schiller and Schaller" there were many communication difficulties and confusions – leading to great amusement for the guests who laughed almost until they cried.

The musical end to the afternoon was performed Janez Gorse and his musicians who played Slovenian folk tunes.

And how were the celebrations in Cham? Very different in this year – but read more about this in the next impulse...

## ENSINGER's fastest employee

Andreas Fauß won the third German Master title in Formula H Series

[Kal] Wait for the green start signal and then full speed ahead!

On 17 August 2003, Andreas Fauss, employee from the ENSINGER Sales department, had his last start in the formula handicap series for this racing season.

The 29-year-old who has been confined to a wheel chair since he was 15, is an enthusiastic go-kart driver and has already had many successes. Twice Andreas has taken second place and in his last race for this year in Wittgenborn, he won his third German Master title in Formula H Series. The "Gäu-Speed-Racing-Team", which consists of Andreas Fauss and his two mechanics, has six races per year on different racetracks in Germany, France and Switzerland. There, they compete with others who are enthusiastic about go-karting. During such weekends, the races are not the only fun for the ENSINGER employee and his team – camping is always a real highlight. For

Andreas Fauss, this is what gives the event its special atmosphere!

In Forumula H, there are no prizes for the winners; to finance such a racing season, the Gäu Speed Racing team will have to start searching for sponsors in the next weeks. "And with good luck it will be fine for a new Chassis," says the team.



## Thirteen celebrations in Nufringen



[DW] This year's ENSINGER service awards included one for Dietrich Grötzner, who has been with the company for 25 years now. Ingrid Quel, Roland Ellwanger, Raimund Akermann, Joachim Neumann, Werner Musterle, Wolfgang Wunsch and Winifried Götz were also celebrating, each having worked at ENSINGER for 10 years (all on the left picture). A celebration of their loyalty had al-

ready been held at the summer party and was followed with gifts of flowers and wine the next day. Erich Nuss (right picture, together with Martin Baras, head of the sales and marketing department) was honoured for his 10 years service together with Ibrahim Babaic (30 years), Herbert Vetter and Siegfried Buchwald (10 years). Our thanks and best wish go to all!



## Numerous company anniversaries in Cham

[Ph] In the 3rd quarter of the year, there were also a couple of company anniversaries in Cham. Rosemarie Zangl, assistant to Mr. Alsfasser, can already look back on 10 years with ENSINGER. Together with her, Robert Ederer, master electrician in the maintenance department, also celebrated his first completed decade with the company. Andreas Alsfasser congratulated them and thanked them for many years of successful co-operation.

In September, we congratulated the following colleagues for their 10 years service at ENSINGER in Cham: Thomas

Ederer, who is working in the Tooling department, Josef Krottenthaler and Stephan Wagner who are working in the Machining department. Josef Graf, head of the tooling department, Fred Nass head of the machining department and production manager Anton Baumeister congratulated their colleagues who have worked there for a long time. On behalf of the works committee, Franz Schönberger conveyed the congratulations of the employees.

By the way: All three September anniversaries started their professional career at ENSINGER! On 1st September 1993, they joined the company as trainees and have remained loyal ever since.



Andreas Alsfasser congratulates Rosemarie Zangl and Robert Ederer

In September, the following persons celebrated their anniversaries together with their superiors (f.r.t.l.): General Manager of the Finished Products Division Fred Nass, Stephan Wagner, production manager Anton Baumeister, Josef Krottenthaler, Andreas Alsfasser, manager of ENSINGER Cham, Thomas Ederer, Franz Schönberger from the works committee and Josef Graf, head of the tooling department



## Books for the Best



[RZ] Since 2000, ENSINGER has promised that A-level pupils at the

Fraunhofer grammar school who achieve a grade 'A' in their chemistry examinations will receive a book token to the value of € 100. This has been a great incentive to the pupils. However, it was only in 2002 that the achievement was met.

Andreas Alsfasser, who is the General Manager of ENSINGER in Cham, gave vouchers for 100 Euros each to four persons; Michael Gruber, Stefan Hamperl, Hubert Scheubeck and Johannes Schönberger (s. picture) all attained the best possible results in chemistry – an A! Congratulations to them all.

## Prize competition

We feel sure you are aware that ENSINGER is an internationally operating company and that our products can be found all over the world. But we want to know from you:

**In how many countries is ENSINGER represented? Do you know the exact number?**

Tip: Just have a look at our web site ... It is worth to take part – you can win one of three stylish ENSINGER shower radios!

Just send your solution by e-mail to [impulse@de.ensinger-online.com](mailto:impulse@de.ensinger-online.com).

Closing date is 14. November 2003. Good luck!

For questions and suggestions please send an email to [impulse@de.ensinger-online.com](mailto:impulse@de.ensinger-online.com)

## Sporty ENSINGER

[RZ, DW] From trainee to works committee member, ENSINGER employees were represented at this year's city run in Cham at the end of June. Well-equipped with company t-shirts, six colleagues accepted the challenge and were sent out for two laps through old town of Cham and a horticultural show area.

The weather god was being kind to the sportsmen: The temperature was tolerable, since shortly before the start it had begun to rain. Never-

theless, each participant was glad after he had finished – since the heat while running 7 km was quite overwhelming.

As the results show, the six colleagues completed the run with style and élan: The best ENSINGER runner, trainee Joachim Platzer, finished after 32:06 minutes, Wolfgang Ippisch, Xaver Münch, Alfred Holmeier, Thomas Karl and Franz Schönberger followed. Congratulations!

## A hearty welcome

from ENSINGER to the new employees who have joined our team since September 2003.

### Nufringen

Marina Hippich	Trainee Industrial Commerce
Sven Rhode	Trainee Tool Mechanic
Sven Schmidt	Trainee Tool Mechanic
Thomas Stiehl	Trainee Process Mechanic
Markus Killinger	Trainee Process Mechanic
Corinna Steck	BA Engineering
Alex Ninos	Technician

### Cham

Markus Kulzer	Tool Mechanic
Matthias Aumer	Trainee Machining Mechanic
Christoph Paul	Trainee Machining Mechanic
Floria Pommer	Trainee Machining Mechanic
Sandra Wanninger	Trainee Process Mechanic
Daniel Bröckl	Trainee Process Mechanic
Alwin Herrenberger	Machine Operator, Custom Cast Division
Gertraud Söldenwagner	Sales Clerk, Custom Cast Division
Yasmin Lenth	Assistant to the Machining Products Division Manager

We wish you all a successful future at ENSINGER!

## Successful completion of training at ENSINGER in Cham

[Ph] For each company that offers training, good final results are an occasion to be proud of one's future young workers. But when two out of four successfully completed apprenticeships at a company belong to the very best of the region's commercial chamber, this is a special occasion to emphasize this achievement.

So, Factory Manager Andreas Alsfasser and Training Manager Max Langlechner congratulated the successful young workers for their great results with special pleasure:

Anja Trinkerl (Process Mechanic), Tobias Schwarzfischer and Christian Kropf (Tool Mechanics) as well as Thomas Karl (Machining Technician) have completed their final exams with extraordinarily good results. Moreover, Christian Kropf and Thomas Karl will receive a special honour from the Chamber of Industry and Commerce, since they belong to the best graduates of this year.

Perhaps, the two could provide encouragement for the six new trainees that have started their training for work on 1. September 2003 in Cham. The company is proud to have a good reputation as a training company: There are already numerous applications for the training year 2004 and ENSINGER is taking care that the rising generation of craftsmen will get a chance!



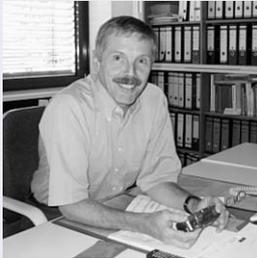
Andreas Alsfasser (r.) and Max Langlechner (middle) with the successful young workers (f.l.t.r.) Anja Trinkerl, Thomas Karl, Christian Kropf and Tobias Schwarzfischer



For ENSINGER ran (from left): Joachim Platzer, Thomas Karl, Xaver Münch, Alfred Holmeier, Wolfgang Ippisch and Franz Schönberger

## The ENSINGER Interview

### Questions to Hansjörg Fallner



Hansjörg Fallner studied mechanical engineering at the University of Stuttgart. His main areas of study were plastics technology and precision mechanics. He has been with the company since July 1990. He has built up quality management and led the company through ISO certification. Today, Hansjörg Fallner is responsible for overall Quality Management and the Work Safety Committee.

#### *How do you get to be Quality Manager at ENSINGER?*

Nowadays, you can gain this specialised knowledge quite specifically during your course of study. However, I personally come from the plastics side, and with my previous employer I was responsible for investigation of thermo-plastics and qualification of components. When Mr. Wilfried Ensinger offered me the opportunity to build up a complete quality system, I jumped at the chance and took on the job. As an engineer, you are mostly involved in individual projects and seldom have the opportunity, like an architect has, for instance, to build an entire house, so this was a unique opportunity.

#### *What exactly does the Quality Management department do?*

We work in many different areas. Our area is responsible for the further development of the Quality System, which has been established and certified under DIN EN ISO 9001:2000. Another of our tasks is the physical and chemical testing of materials. We are also responsible for environmental questions, and for the disposal of waste that calls for special attention. We support the divisions in drawing up operational instructions that govern the handling of dangerous substances, and develop measures to improve work safety.

#### *What measuring processes do you need to judge the quality of a plastic and the products made from it?*

ENSINGER have a very well equipped material-testing laboratory. Our standard work involves testing delivered goods and doing general material tests, some of them for customer certification or material approval. Apart from the mechanical characteristics, we ascertain, for instance, the rheological data, which are important from a processing point of view. We can even carry out friction and wear tests.

Pride of place undoubtedly goes to our thermo-analysis, which can be used to draw conclusions about both the material and its use.

#### *What is your procedure for identifying plastics?*

There are a few simple methods for the first approach to analysing plastics. One of them is setting light to them – but please don't try that over the carpeting in the office or your living-room! The smell, the colour of the flame, or drips are characteristic. Another method is to drop the plastic from a specific height onto a block – the sound gives an indication of the material. The easiest way to get information about the density is the water test: does the plastic float or not?

#### *What is an audit? How is ENSINGER certified?*

Even the best of systems must be continually updated and improved, if their quality is to be kept up to scratch. To preserve these certifications, regular inspections are therefore prescribed, the so-called audits. The entire system may be assessed, or an individual process (for example a production line), or just one product together with its requirements.

With us, system audits are carried out regularly, which means that the whole of ENSINGER is inspected. This is done both externally by the German Association for Certification of Management Systems (DQS) and internally by our department.

#### *How does ENSINGER monitor processes?*

Process and product monitoring is the job of the divisions. At ENSINGER we have worker self-inspection; that is, the worker is responsible and answerable for the quality of the products that he manufactures. In this, he is supported by the division's Quality Assurance, which provides him with test plans – in the ideal case, agreed upon with the customer – and test tools, and carries out statistical evaluations.

#### *What are the strengths of the ENSINGER quality system?*

The basic ENSINGER quality system has been in existence since the early 90s. When the auditor told us after the first audit that we were the company with the least paperwork, we were all proud of ourselves. We have structured the system so that emphasis is on responsible action on the part of the employees rather than on regulations, and have thus achieved the greatest possible flexibility.

#### *What is the outlook for future certification?*

At present we are working on an enhancement for DIN EN ISO 13485 for medical products, which will soon be complete.

*Mr. Fallner, thank you very much for the interview!*

## ENSINGER business life

### New premises for THERMIX®

[Wey] Over time, space at Goetheplatz has become very limited. So, we had good reason to follow the THERMIX® expansion plans with regard to premises.

We have, of course, remained in Ravensburg and have found a new and bigger home on the "Mariatal" trading estate.

With effect from July 2003 we are therefore at your service from the following address:

ENSINGER GmbH  
 Niederlassung Ravensburg  
 Mooswiesen 13, 88214 Ravensburg  
 Phone and fax numbers remain unchanged. Just drop in – we look forward to your visit!

### Visit from Cham mayor Leo Hackenspiel

[RZ] On 25 June 2003 the Cham mayor Leo Hackenspiel, town treasurer Otto Mühlbauer and assistant Christian Plötz visited the ENSINGER factory in Cham.

After a general introduction and an overview over the economic situation at ENSINGER by Managing Director Klaus Ensinger and information about the development of the factory in Cham by Works Manager

Andreas Alsfasser, there was a tour of the firm.

During a round trip, the gentlemen were informed about the fields of Machining, Custom Cast and building products. The visitors were impressed by the technical possibilities and the working conditions at the company. Mayor Hackenspiel even named ENSINGER "a bright star in our economic skies".

### Golden badge of honour by the IHK (Chamber of Industry and Commerce) for Wilfried Ensinger

[DW] On 12 June, Wilfried Ensinger, Managing Director of the Ensinger Holding GmbH & Co. KG, was honoured with the golden badge of honour of the IHK. Only persons of outstanding merit who have been honorarily active in the IHK for at least two periods of four years get this mark of honour.

IHK president Dr. Günter Baumann conferred the badge as part of the general meeting of the IHK in Geislingen. He thanked Mr. Ensinger for over 20 years of activities in committees of the IHK in the Stuttgart region. Mr. Ensinger joined the committee in 1983, and since then he has not stopped working for the association.

## The question that arises again and again: "Plastic cork" or "real cork"?

Or: It's a matter of the "Pop"



An alternative has to be found. The plastic cork! Only really good wines that will be stored for a long time (and "long time" really means longer than ten years!) need a real cork. For the wines that we buy for everyday use, plastic corks would do no harm. Actually, these wines are processed in a way in which the ripening takes place within the barrel and the wine is bottled ripe, ready to be drunk.

Storage is not necessary – the cork just needs to be tight and will not foul up the wine.

[Ph] There's no argument – there is nothing like the "pop" of a real cork during a romantic rendezvous. But if then the hated cork taste appears and the wine has to be thrown down the sink, that's the end of the romantic evening. Furthermore, more and more "frauds" are appearing among the supposed corks: While the real good wine cork is punched out from the bark of a cork oak, many wine bottles nowadays are closed with an "almost cork", made from cork crumbs that are stuck together. The disadvantage: the glue that holds the crumbs together becomes soft when the bottles are stored flat – and when the bottle's uncorked, the result is a lot of small crumbs.

Therefore: In the off license or at the supermarket there is no problem buying wines with plastic corks – without being regarded as a philistine.

By the way: A specialist journal asked acknowledged experts to taste different wines under cover. They had four versions of each wine: one with natural cork, one with pressed cork, one with plastic cork and one with screw top. The result: The wines with plastic cork and screw top achieved the best results in a taste evaluation. So it is just a question of time, until anybody develops a plastic cork, that makes the wine ripe as well as a real cork – and without the danger of the cork taste.

## 15th anniversary of ENSINGER France

For 15 years now, since June 1988, ENSINGER has been directly participating in the development of the market for semi-finished products and machined parts in France.

The first branch was opened in Blanc-Mesnil, and the company then decided to build a factory in Goussainville, near the Charles de Gaulle airport. From there, application development together with sales and stockholding of semi-finished parts was carried out. In the year 2000, ENSINGER acquired UMP Society in Beynost, near Lyon. UMP specialise in machining finished parts for the textile industry, for medical technology and for the bottling and packaging industry.

The acquisition of UMP has enabled the company to strengthen its position to offer a complete service from development through pro-



André LeFur and Michel Layac

duction and assembly to very demanding customers in specialised markets.

We wish the team from ENSINGER France under the direction of Michel Layac all the best and success for the future.

## Internship in the EDP department

"On 4 August, I had my first day as student trainee in the EDP department at ENSINGER. Of course, I was excited and also a little bit nervous – what would be expected of me in the following two weeks? But the strain passed quickly, since my colleagues welcomed me heartily. I was at once confronted with a PC problem. So, I was entrusted with a computer whose power supply system had exploded ... But this explosive experience remained an individual case. One of my everyday tasks was the fitting of a new fixed disk and the re-installation of the operating system with all drivers and the required programmes.

When the Lovesan worm was a topic on the news, things were quiet in the EDP department – since

because of our carefully planned firewall there was no entry for the worm. The network was well protected and the external laptops were quickly updated with the latest security standards.

ENSINGER was safe from the worm, but many employees had it on their private computer – they had a problem where their PCs permanently tried to reboot. With us, they got the help they needed to get rid of the weakness.

All in all I had a very interesting and varied internship during which I had – thanks to my nice and kind colleagues – a lot of fun. At this point, I want to say thank you to all my colleagues, who have supported me during these two weeks and who made time for me."

*Nico Mario Busch*

## ENSINGER Italy's annual visit to Cham

[DW] It's almost a tradition: Each year, during their annual summer holiday, colleagues from ENSINGER Italy organise a trip to the Bavarian ENSINGER factory in Cham for some employees and business partners. Under the direction of the Italian Managing Director, Giancarlo Piatti, the delegation of eight and the hosts had a couple of nice days in Cham. The meeting was informative in terms of business as well as in terms of cooking. The visitors got a guided tour around the production areas followed by a technical forum on the services and range of pro-

ducts from the company presented by Walter Wagner, one of the managers of the Custom Cast Division. He also introduced the new structure of his product division which has been uniting cast PA 6, PA 12 and TECARIM under one roof.

The evening was extremely cosy and amusing – since the guests did not order their food à la carte as usual. No, specifically according to instructions, the chef created original Italian specialties – and the Italians impressed their Bavarian hosts with creations of the finest Italian finger food.



Fred Nass (3.f.l.) and Walter Wagner (r.) together with Massimo Brunetti, Giancarlo Piatti (4.a.5.f.l.) and Giuseppe Migliavacca (2.v.r) from ENSINGER ITALIA and the Italian business partners

## Sales training in the Giant Mountains

[DW] In June, employees of ENSINGER Polska spent a weekend together at a sales training seminar.

All colleagues from the offices and the sales representatives from Leszno, Sosonowice and Gdansk

took part in the event that took place in a small guest house in Karpacz (Giant Mountains). Of course, an important point was that the people could get to know each other better. An intensive hike in the mountains was exactly the right thing for this!



**THE LITTLE LATERAL THINKER IN HIGH SOCIETY**

WITH PISTON SEAL RINGS MADE FROM **TECAMIP** THE SHOCK ABSORBER REMAINS INTACT AND POTHOLES ARE NO LONGER A PROBLEM

THE SHOCK ABSORBER ALWAYS BREAKS – IT RUINS MY MAKE-UP AND STOPS ME BEING ADMITTED TO ANY PARTY!

SHE'S SO BEAUTIFUL!

### Editorial

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