



## New Ensinger sales location in Danzig

Successful especially in the area of semi-finished parts

ENSINGER has further expanded its presence in Eastern Europe. Last summer ENSINGER Polska Sp. z o.o. opened another branch in Danzig. Beside the Polish head office in Leszno and the branch in Sosnowiec, this is the third location in Poland.

„Since we have a steadily increasing number of enquiries for suitable semi-finished parts, it was just a logical development to open a sales location here in the north and to directly



Lech Gil, Janusz Ziecina and Karol Klecha (storemen) in the stockroom for semi-finished products in Leszno



Justyna Adamczak, Magdalena Budzynska and Sabina Kurpisz in their office in Leszno

serve the local market from this place,” says Cezary Michalczyk, managing director of ENSINGER Polska. Engineering companies in particular, and also the off-shore industries are represented here. “We offer a quick delivery service, short reaction times and technical advice directly where it is needed,” he goes on, “and we also support the optimum treatment of the market in direct contact with the customer.”

March 2001 saw ENSINGER Polska extend the Eastern European sales structure with a site in Upper Silesia where ENSINGER has its own machining unit further processing the semi-finished materials. That way the customer gets all solutions from one source, short reaction times to enquiries are guaranteed as well as the direct project management by one individual contact partner. So, one gets individual solutions for semi-finished parts as well as for components.

ENSINGER has been represented in Poland since 1998. At that time a subsidiary branch was founded in Leszno

in the west of Poland, between Poznan and Breslau.

The country's good infrastructure and the splendid investment climate were influential in deciding that Poland could become an ENSINGER location. The positive industrial development promised high growth rates and decisive investment activities of foreign companies. Because of the greater requirements for innovative high performance plastics that accompanied the creation of a modern industrial structure, effective and powerful suppliers were indispensable.

“In Poland, the processing of plastics is not yet as well known as for example in Germany. Customers have to trust us and they also have to understand our work. That's why training courses and intensive technical advice are regarded as a matter of course from the first contact on. And this is what our customers regard highly,” says Michalczyk who now has a proud number of 27 young and highly motivated employees at his disposal. To further expand the technical service and to offer an even more effective delivery service and a large number of stock articles are the basis of the further development of ENSINGER Polska.

By the way, Cezary Michalczyk and his team regularly represent ENSINGER at international exhibitions such as the Plastchem, the Polagra or the Taropak.

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## E-Commerce: New web-shop for semi-finished products and cut pieces

ENSINGER expands service under [www.ensinger-online.com](http://www.ensinger-online.com)

ENSINGER has extended the company's website in the field of customer service by several interactive elements. New, among others, are the stock enquiry and cut pieces calculation – both with the possibility to order the products online.

„For our customers it is important to get the information required immediately. Only this way can we ensure that working processes run smoothly,” says Martin Baras, Director Sales and Marketing.

Using the stock enquiry, partner customers can check the availability of items from the ENSINGER semi-finished products programme by password and order them if required. Using the cut pieces calculation it is possible to order individual pieces in a few steps via the internet.

“The new order platform is efficient, it saves time and it saves money,” Baras is convinced. “With business dealings via the internet both customer and supplier can better plan their time ahead.”

A further new element on the website is the download area for ENSINGER brochures. Those who are interested can download the whole portfolio in pdf format to their pc and read it off-line or print it out.

Material data sheets, a tool for the material choice and a FAQ forum with many questions and answers relating to plastics also belong to the category “customer service”. The button “Technical Information” leads to a download of data about the range of ENSINGER plastics.

Recently the ENSINGER newsletter “impulse” has become available online for all those who are interested. “impulse” can also be downloaded as pdf file. As a special service for journalists there is a press forum with up to date press releases and pictures.

You can find the ENSINGER website under [www.ensinger-online.com](http://www.ensinger-online.com).



## New: TECAGLIDE and TECALUBE

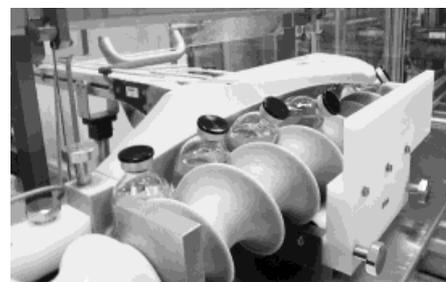
Excellent additions to the family of TECAST cast polyamides

With TECAGLIDE and TECALUBE, ENSINGER has enlarged its product portfolio with two new high performance plastics.

TECAGLIDE is a PA 6 cast polyamide modified for sliding applications. It has an especially low coefficient of friction (~0,15), that standard cast polyamides do not achieve. TECAGLIDE does not contain silicon oil but polymeric lubricants. This is advantageous for production processes that do not allow the use of silicon or when silicon is inappropriate.

In such cases, TECAGLIDE with its optimum sliding properties and with continually dry surfaces can meet the demands. Dry running of this material is almost maintenance free resulting in greater efficiency and reduced costs.

The green colour is typical for this material. Together with excellent gliding and friction properties, TECAGLIDE has a very good stick slip behaviour and is resistant to many oils, greases and fuels. The material is able to withstand very high temperatures, it is tough, wear resistant,



Transport screw produced from TECAGLIDE

electrically insulating and easily machined. TECAGLIDE is suitable for applications in the offshore area, in mining, in engineering, in transport and in hoisting and conveying and in drive engineering. Examples of applications are gears, sliding bearings, conveying screws, bushes, rollers and fenders.

The embedding of metal parts is also possible, even with extreme sizes and dimensions.

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## Editorial



Dear Reader,

In the last year, economic trends did not develop as well as economy and stock market analysts had predicted. Aspects such as "natural economic cycles", "political mis-takes" and "unpleasant after-effects of the burst stock market bubble" are given as reasons.

However, the comments of economic journalists and experts sometimes seem quite helpless. We cannot get rid of the feeling that people do not completely understand the closer connection between the economic situation and the scale of its influence.

In fact, in my opinion no-one is able to give a clear and definite preview of the global economic development in the year 2003.

But cautiously as I deal with sweeping forecasts on the one hand, the more convinced I am on the other hand by the following statement: It is no good to withdraw from business, bewail the situation and hold others responsible for it. The situation can only improve when everybody endeavours to contribute with his own means and methods.

To go out and to set new directions is important. The economy needs fresh stimulus.

Even in economically bad times, the use of modern technologies leads the way.

High performance plastics have an enormous potential to improve exist-

ing applications and to make new applications possible. ENSINGER was well-positioned and it is well-positioned to contribute to this. With innovative products for future-oriented markets and strong customer relationships we want to give impetus to further growth.

In our company we put stress on the steady modernization of our production machines and on the steady extension of our service offers. Read for example in this issue about the possibility of calculating your cut pieces directly on our web site.

Even at the moment, we at ENSINGER regularly invest in improvements, since we confidently look towards our future. We regard the current situation as a challenge to do our homework to be prepared for the next upswing.

It is nice to see that many of our customers share this view and do further invest during these difficult times.

No one can compulsorily answer the question, at which point in time the next economical boost will start. But it is sure that it will come and that we are responsible for its earlier or later entry. Impetus will decide on the exact moment.

In this sense, I wish you a successful start into a hopefully stimulating year 2003.

Best regards,

Roland Reber

## Demanding moulded parts with different wall thicknesses

### Cast parts and semi-finished products from TECARIM



Snowmobile with wheels produced from TECARIM; Source: Prinoth GmbH

With TECARIM, ENSINGER has tough high-performance polyamide 6 block copolymers in its programme that are produced in a reactive casting process. The pressure-less casting process is also known as

RIM (reaction injection moulding). Liquid basic materials are cast into a form and react subsequently.

Starting materials similar to those from classic cast polyamide are added with a specific elastomeric copolymer, supplemented by activators, stabilizers and optionally filler and reinforcing materials typical of the process.

TECARIM has an excellent resistance to impact and abrasion. The application temperature ranges from -60 to +120 degrees Celsius. The material properties can be adjusted related to the application by means of reinforcement materials, elastomer content, additives and fillers.

The high abrasion resistance characteristic of polyamides has even been improved in the case of TECARIM and can be used advantageously particular in the low temperature range. The slip properties can be improved by the application oriented

addition of additives. By means of special UV stabilizers or black colouring using carbon black, good UV resistance is achieved for outdoor weathering. Colouring can be achieved by means of special pigments.

Manufacture of parts by the TECARIM process is particularly suggested when the quantity is too large for production by machining and is thus uneconomical and, on the other hand, injection moulding cannot be used due to large wall thicknesses or even insufficiently high quantities.

Extreme wall thickness variation are possible in the moulding as well as the unproblematic integration of insert parts and reinforcing materials. There are no weld lines with weak spots. By the use of special cores complex and exacting mouldings and also the formation of hollow areas is possible.

ENSINGER also produces the material as semi-finished products. Tough and low-abrasive parts as well as parts without brittle fracture can be machined for their use under extreme circumstances.

According to their properties, the position of TECARIM semi-finished parts is between polyamides and polyurethane. Rods are available with diameters of 30, 40, 50, 65, 79, 100, 110 and 150 mm, plates are 30, 50, 60, 80 and 100 mm thick.

Typical applications of TECARIM are machine, plant and functioning parts with high dynamic load and abrasion resistance, also at low temperatures. For example heavily loaded plastic parts for cable cars, ski lifts and snow tractors, equipment casing with high impact loads for external use, conveyor buckets, functional parts for special vehicles and in the higher temperature range air conduction parts in the engine compartment.

## New rooms . . .

### . . . for the ENSINGER despatch department for semi-finished products

Since last year the despatch department for semi-finished products has been working in new and light offices. The office for order processing, stock management and the goods received office for carriers and for those who collect their goods themselves are now situated just next to one another.

"When we drafted the office it was very important to centralize the workplaces that were situated unfavourably and spread out," says Dieter Scharf, head of the department. "That way we can achieve an optimum information flow and use synergetic effects," he continues. The new offices were ready after only four weeks of alterations.

Customers are also profiting from the new location: Since the despatch department now allows a glance at the yard, processes can be initiated as soon as a carrier truck arrives. Standing and waiting times are shorter and business is completed faster. Six employees work in the despatch department, two work in the loading office.



The new rooms are furnished functionally and in a friendly way

(continued from Page 1)

### TECAGLIDE . . .

With TECAGLIDE, excellent drive configurations can be achieved whilst reducing noise emission, energy consumption, weight and lubricants.

TECALUBE is a self-extinguishing PA 6 cast polyamide that was classified by the American National Standards Institute (ANSI)/Electronic Industries Association (EIA) as (UL)94-V2. The tough material is easily machined and has outstanding sliding properties. It is suitable for flame retardant equipment especially for its use in refinery and offshore techniques or in the mining industry. Plastics with an improved flame retardancy and the simultaneous preservation of the basically good sliding and wearing properties contribute enormously to security. They offer economic volume production and will meet extreme demands.



TECALUBE can be used, where increased precautions are necessary. In the offshore sector, in the rail industry as well as in tunnelling, the chemical industry, in pipeline construction or as gliding and insulating material.

ENSINGER offers TECAGLIDE and TECALUBE as semi-finished parts and as customer specific moulded or machined parts. The semi-finished parts are available as rods, plates and tubes in many different dimensions.

## Introduction Seminar for Trainees

### A lot of Fun at a Mountain Hut

For the first time, trainees and BA students met at the beginning of their training course. The aim of this company-wide introduction seminar at a mountain hut in Bavaria was the preparation of 14 young people to the change from school to training in a company. Over two days they became better acquainted with the basic prevailing conditions of a company and could prepare for their new roles in their chosen profession. Together they worked on the ENSINGER guidelines. With the help of role play, the basics of conversation leading and team development were introduced. The various

motivation games and group dynamic exercises gave them great pleasure and with case studies the trainees became conscious of their social behaviour. Together they solved the different tasks. After the two days the trainees from Cham and Nufringen know each other very well. They now know what is important for successful communication and how to behave with their colleagues. Consequently the excellent cooperation between the Cham and Nufringen is already put on a firm basis among the youngest employees.

*Ursula Wochele*



Group dynamic exercises

## IHK: Award Ceremony in Leonberg

### Excellent results

Ursula Wochele (industrial commerce clerk) and Dirk Harter (tooling mechanic) were honoured last September in front of the Stuttgart Chamber of Industry and Commerce

for their excellent results. (We reported in the last „impulse“ issue). To both once more our congratulations. Well done!



After the prize-giving: (back) Heinz Lehmann, Karl-Josef Rebmann, Karl-Heinz Ruhe from the ENSINGER personnel department, parents Romy and Walter Wochele, (front) Ilona Brodt (works committee), Mirjam Hörtig (personnel department), prizewinners Ursula Wochele and Dirk Harter with girlfriend Robina Seeger



## impulse STAFF

After some personnel changes the following persons are the members of the editorial staff (clockwise): Doris Woelfle (editor, Public Relations), Rosemarie Zangl (editor Cham), Karl-Heinz Ruhe (personnel department), Jochen Skarke (works committee) and Petra Kalf (Marketing). To a successful team!

## New Year Greetings

*Dear Colleagues,*

*A few days off and at last the chance for a lie-in, followed up by a slap-up Christmas dinner.*

*And that's Christmas over and done with for another year!*

*Is it simply because of a few days off and a roast goose that we look forward so eagerly to this celebration? Hardly. After all, we can enjoy good food and a couple of days off from time to time anyway. The excitement we feel when we say "Christmas" is not the same as when we say "Whit Monday" or "Easter", for example.*

*We look forward to Christmas so eagerly because we have such fond memories of it from our childhood days. We feel this celebration to be a very special occasion. We have very specific ideas as to how this celebration should be. Are these rituals?*

*We think about peace and tranquillity, about being warm and cosy. We put up Christmas decorations and a Christmas tree in our homes now filled with the scent of candles, cloves and even homemade baking. Is this what it's really all about?*

*Or is it about what happened some 2000 years ago? Something that has changed our western world through to this very day?*

*It is a promise, a pledge – the promise of Peace!*

*Peace on Earth is not a gift that simply lies beneath the Christmas tree all wrapped up with a red bow around it.*

*We have to make offerings of our own if we are to fulfil this promise. We have to earn ourselves Peace. This implies following the inner voice of our own conscience. Treating other people with decency and respect.*

**Being at peace with Ourselves.**

*Reflecting upon whether it is really necessary to have three cars in the family? Couldn't I travel by bus or train sometimes as well?*

*The environmental disasters of the past year were more than just a sign of our failings.*

**Peace with Nature.**

*Interrupt those who want war and argue against this, particularly so amongst friends.*

**Peace with the World.**

*Continue to hold on to the notion of solidarity and reflect upon why two thirds of the world's population lives in poverty, squalor and hunger.*

**Peace in the World.**

*We must come to understand that peace is, in every respect, better for our own good.*

*"Let there be Peace on Earth and love your Neighbour as you love yourself".*

*Can there be a more poignant message than this in our present times?*

**"Dare to do that which nobody else dares, Speak aloud, that which nobody else says, Dare to think, that which nobody else thinks, Do that which nobody else undertakes.**

**Say "Yes", when nobody else says it, Say "No" when nobody else says it, Dare to believe, when everyone else doubts, Stand alone, when everyone else joins in.**

**Pause and consider, when everyone else praises, Do not mock, when everyone else mocks, Dare to give presents when everyone else is miserly, Make light where everything is dark."**

*In this spirit, I wish you and your families, all those members of our company taking early retirement and our pensioners, all our friends and associates a truly Happy New Year – a year that is full of optimism, rich in ideas and the will to succeed, with courage and enthusiasm for the future.*

*Yours, Ilona Brodt  
 Works Committee*

## State Prize for Stefan Piendl

### Reward for outstanding results

Stefan Piendl is one of the top five graduates out of 800 of the vocational school Neumarkt in the class of the year 2001/2002.

For that reason Stefan received the State Prize, a certificate, prize money and a book. Stefan Piendl completed his apprenticeship as a tool mechanic early and achieved the best mark possible for moulding techniques, grade 1, which corresponds to Eng-

lish A. In his final report the average mark was also 1. The Chamber of Industry and Commerce from Regensburg rewarded Stefan as the best examination candidate of the year.

We are proud and pleased with his outstanding results. ENSINGER congratulates him and his trainer Maximilian Langlechner very much on this successful completion of training.



(2. f. r.), Stefan Piendl (centre), Maximilian Langlechner (2. f. l.)

## Celebration in Nufringen

As part of the summer party in Nufringen, ENSINGER head Klaus Ensinger honoured numerous anniversaries:

Lars Bongardt, Carsten Perger, Marianne Bühler, Karin Firse, Steffen Mai, Doris Schlotterbeck, Hans-Martin König were honoured for 10 years of service. Gerhard Wörner, who was the very first ENSINGER

trainee, has been working at ENSINGER for 25 years and Marijan Juric, Rolf DeLenardis and Slavko Dugopoljak even for 30 years. Gerhard Lichtenberger celebrated his 31 years anniversary and Stipo Hrnjikas has been working here for 32 years. Our thanks and best wishes go to all.



Honouring at the summer party (from left): Gerhard Lichtenberger, Marianne Bühler, Carsten Perger, Lars Bongardt, Rolf DeLenardis, Klaus Ensinger, Ilona Brodt, Stipo Hrnjikas and Wilfried Ensinger.



Karl-Heinz Ruhe congratulates Gerhard Woerner on his 25 years service.



After the summer party personnel manager Karl-Heinz Ruhe presents flowers and gifts to Carsten Perger, Lars Bongardt, Hans-Martin König, Karin Firse (picture above, from left to right).

## A warm welcome

**from the editorial team to the new employees who have strengthened our crew since October 2002**

### Nufringen

|                     |  |
|---------------------|--|
| Andrea Ulmer-Gebert | Further Processing Worker, Product Unit Industrial Profiles      |
| Ismail Ates         | Employee Material Processing, Service Centre Raw Materials       |
| Rene Olbrich        | Machine Setter Material Processing, Service Centre Raw Materials |
| Gülcan Duman        | Receptionist, Service Centre Finance/Control                     |

### Anröchte:

|               |   |
|---------------|---|
| Kathrin Hesse | Sales Clerk, Service Center Sales and Marketing |
|---------------|---|

**We wish you all a good start at Ensinger!**

## Celebration in Cham



The photo shows, left to right: Andreas Alsfasser – Technical Director Product Unit Building Products, Thomas Bricha – Production Manager Product Unit Machined Finished Parts, Markus Breu, Alma Meier, Franz Fischer, Astrid Hansen, Manfred Vogl and Silvia Denk.

For their 10 years service at ENSINGER, in Cham we congratulated the following colleagues:

Astrid Hansen – Product Unit Building Products, Kirsten Löbig – Product Unit Finished Parts, Markus Breu – Product Unit Finished Parts,

Franz Fischer – Service Center Technical Development, Reinhold Rank – Service Centre Technical Development, Manfred Vogl – Product Unit Building Products, Alma Meier – Product Unit Finished Parts, Silvia Denk – Administration in Cham.

## Obituary

*Much too early we have to say goodbye to our trainee and colleague*

### Florian Babi

*On 26. October 2002 he lost his life in a tragical accident.*

*With him we lose an honest and conscientious employee and we will honour his memory.*

## Reader's Letter

*From a former colleague we received the following message:*

Dear Mr. Rebmann, some days ago together with my wife I visited Julian who is my wife's godchild. At his place I just happened to find a small album with verse in where his friends write little notes and verses. While leaving through, I discovered a contribution that reminded me of a former meeting of the workforce at ENSINGER. Then, ENSINGER wanted to raise the company's fame in the region

and win young people for training at the company. You presented your vision that pupils shouldn't only have the desire to work at DaimlerChrysler, Hewlett Packard or IBM but also at ENSINGER. The page that I found shows, that your work is bearing fruit and that your vision has become truth. . .

*Regards*  
*Dietmar Schneider*

*Note: „Ich möchte einmal ... in ENSINGER Kunststoff arbeiten“ translates „I want to become ... a worker at ENSINGER Plastics“*



## The impulse Interview

### 5 Questions to Dietrich Grötzner



Since December 2000 Dietrich Grötzner has been head of the Domestic and Foreign Sales Department for Semi-Finished Products. Up to the formation of the ENSINGER Product Units and Service Centres, from 1977 to 1998, he was responsible for the world wide export of all ENSINGER products.

Furthermore, he is working for the Building Products division and is in charge of ENSINGER branches abroad. Grötzner speaks English, French, Spanish and Portuguese fluently and has a bit of Italian. Last November, he was looking back on 25 years with the company.

*You experienced the growth of ENSINGER almost from the very beginning and you also were fundamentally involved in the development of the export department. Do you remember the beginnings?*

Grötzner: Yes, these times I remember very well. We got the product orders by telephone, telex or postcard. In all weathers we went to the stockrooms, with a vernier gauge in hand and checked the availability of the materials. Afterwards, we manually drew up the paperwork. We calculated prices and we typed

delivery notes on the heavy iron typewriter. With the introduction of EDP everything became much easier and less complex.

I was also involved in the development of the export department. In the beginning there was little experience with foreign countries since ENSINGER at first only concentrated on national customers. But through a broader product range the company soon distinguished itself internationally. With regard to quality, the products are excellently established on the world market which is much appreciated by our customers. With time we could canvass more and more foreign companies as business partners and our contacts have in the meantime become almost friends. A drastic experience for me was the 1978 K-Fair in Düsseldorf. Originally, I was there as a really ordinary weekend fair visitor. But the rush to the ENSINGER stand was very large and we particularly had many foreign visitors. Due to my extensive knowledge of many different languages, Martha Ensinger asked me to stay at the stand and act as a competent interpreter. I worked non-stop as translator and established many contacts that are still active.

*How can you put your experiences with foreign countries into practice with your work on the home market?*

Grötzner: I have travelled to about 40 countries, been to many fairs as an exhibitor or as a visitor. That way, I got to know numerous companies and many customers. Close contact with customers and taking direct care of them turned out to be very significant factors. The technical sales department is responsible for the inland market. In Germany we have nine Engineers for Technical Plastics who regularly visit industries and customers. Additionally we have our engineers in the technical marketing department who contact those interested by phone, who recommend materials and who also visit customers if needed.

There is nothing better for a new project than the solution of all tasks

from one source. We recommend the material, we have the material in stock or we can produce it. We have a big machining department and so we can produce prototypes and later also volume production by injection moulding. This in conjunction with our good service and with a good sales team just has to be successful.

*Customer closeness is very important. Together with your sales team you are in charge of the customers within and outside Germany as well as all subsidiaries of ENSINGER GmbH. What is, in your opinion, the strength of the ENSINGER sales department?*

Grötzner: It is important to have a good team that competently and reliably co-operates – and I have such a team. We have 16 employees who sell semi-finished products within Germany and abroad. They accept and handle orders and enquiries by phone.

Each employee has his own sales area and closely co-operates/works together with his or her colleague who works out of the office.

Only in that way we can offer individual advice and care for the customer. They exchange a great deal of information – which is essential for a company of this size and of this diversity. For me, it is very important that my team is always well-informed about the latest developments. That's why I it is important to me that they regularly continue their education. I support this in every respect by training courses on sales activities and material knowledge.

*You have spent your childhood and your youth at the Azores and fluently speak Portuguese. You sped up and supported the project "ENSINGER do Brasil" from the beginnings. How do deal with a project like this?*

Grötzner: Since Martha and Wilfried Ensinger have been supporting the Brazilian relief organization CECRIS in Erechim, there is an intensive connection to this country. Furthermore the company has contacts with a firm in Sao Leopoldo.

Not last because of the country's size and the few competitors we took the step. First and foremost Wilfried Ensinger: It began with a small rented warehouse. Soon the production halls were built up and today ENSINGER do Brazil extrudes semi-finished products, cast poly amides and even fabricates injection moulded products.

Until we could achieve any successes, the way had been quite stony. In various cities, I visited many tradesmen and realized that only two or three kinds of plastics were well-known. Mostly there was almost no knowledge about the characteristic features of these materials. The plastics often were wrongly labelled or of a very bad quality. Visits to the competitors showed that only a few products were manufactured. Later, we co-operated with a tradesman with whom we are friends. Together, we introduced our broad range of plastics to the employees over there and trained them in their properties and ways of application.

Moreover, I visited many companies, as for example Embraer, Varig, Daimler Benz or Apollo and spoke to their development engineers. That way, we gradually built up a considerable regular clientele. Now, ENSINGER do Brasil has already been in existence for more than six years.

*How do you regard the market development for high performance plastics?*

Grötzner: The importance of plastics is becoming larger and more significant. But I also believe, that the basic developments won't be pushed ahead as much as they have so far, or that even completely new plastics will be developed. Rather, there will be more and more modifications to comply with the customers' demands.

*Mr. Grötzner, thank you very much for talking to us.*

### New brochure: **The more intelligent way to insulate** Plastic warm-edge spacers and bars for insulating glass

The ENSINGER Building Products division has published a completely new brochure for the Thermix® product range. In a logical way the brochure presents the advantages of Thermix® plastic spacers compared to ordinary profiles for the insulating glass edge bond. To glass processors, window and frontage designers, architects and also to the consumers the brochure offers convincing arguments for the use of Thermix® spacers. You can order the brochure at [info@thermix.de](mailto:info@thermix.de).

## Study group „Addiction“

### Information event about Drugs

During the information event by the ENSINGER study group "addiction", the employees from Nufringen were educated about the consequences of dealing with and using illegal drugs. More than 20 people, among them trainees, representatives of the management, of the personnel department and of the works committee met for this in the conference room „Havant“ in the end of October. Rolf DeLenardis, Security Manager at ENSINGER, had organized the event. Detective Mayer and Detective Kellner of the Drug Department 22 of the Böblingen Criminal Investigation Department informed about the topic. Kellner expressed the importance of such enlightening information events because of the increasing number of drug con-

sumers within our society. Alone in the district around Böblingen with about 360,000 inhabitants, there are 1,800 people who are heavily dependent on drugs and only few of them still have a chance to be saved. The number of relapses is 90 per cent. With the help of a video clip, the public got information about the reasons for beginning taking drugs and about how the situation goes on when people really get addicted. The various kinds of drugs with their different effects and dangers were demonstrated. The participants had the possibility to ask questions and in the end of the 90-minute-event, they could have a close look at the different drugs and real fixer equipment that all belongs to the life of a drug addict.

Petra Kalf

## Successful presentation at glasstec 2002

### ENSINGER Building Products division exhibits with a new image

glasstec 2002, International Glass Trade Fair with special presentation + symposium, closed its doors in Duesseldorf on 1 November with a very positive bottom line. Over 54,000 sector specialists made the trip to the Trade Fair Centre on the Rhine during the five-day event.

ENSINGER introduced the Thermix® and insulbar® product lines to an interested clientele at their newly designed exhibition stand. The delivery programme based on the topic „Warm edge spacers in glazing units“. It was displayed in a decorative way in glass showcases, meeting with visitors' approval. The completely redesigned Thermix® brochure "The more intelligent way

to insulate. Plastic warm-edge spacers and bars for insulating glass." suited the appearance of the Building Products division and was taken over into the overall design of the exhibition stand.

The ENSINGER team was very glad that many Thermix® customers made use of the opportunity to order their profiles personally.

As well as extensive care for existing customers, very interesting new contacts were made. The very high expertise of the visitors was striking. A continual stream of visitors attended the stand during the whole event and ENSINGER employees had their hands full. This had a very positive effect on the unity of the exhibition

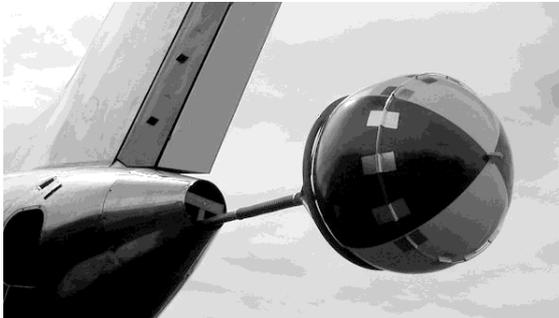


team. The pleasant atmosphere at the stand and the detailed discussions showed that interested customers respected the comprehensive service.

The next glasstec will take place in fall 2004 in Duesseldorf. Thermix® will be there again!

## Ensinger do Brasil in aviation

High performance plastics in surveillance aeroplanes



In order to support the fight against drug dealing and transport over the Amazon region, the Brazilian Government started the SIVAM project. The Brazilian jungle is monitored with the help of radar, infrared, sonic and seismic detectors that provide real time intelligence. This serves to protect the rain forest and supports the fight against illegal clearing of trees, unauthorized exploitation of mineral resources or drug dealing, but also the surveillance of the frontier and air security.

ENSINGER do Brasil has developed in conjunction with a leading Brazilian Aerospace Company an engineering plastic solution for a really demanding application in a surveillance aeroplane.

One of the most demanding side-operations is the calibration of the radar system, which is performed daily by modified aircraft carrying a towable reflector. The environmental conditions are critical: flying at a height of 23,000 to 36,000 feet, at speeds over 300 kilometres per hour and at temperatures ranging from -35 to +50 degrees Celsius, the reflector is continuously extended and hauled in.

A material for the gear unit within the system was needed. Since it is installed inside a manned aircraft, not only the safety of the equipment has to be guaranteed, but also that of people. During the development phase all possible sources of error had to be eliminated and TECAPEEK proved to be the ideal solution for this application.

Due to the effort generated by the system during operation the temperature rises up to 195 degrees Celsius. Therefore the high thermal and mechanical resistance of PEEK and the low installed weight could signify the solution where other materials failed to work.

After tough testing, including several hours inside a fatigue test bed, the system was considered operational within the Brazilian Air Force.

Other applications in the aerospace market are now being developed and will be in production within the next months.

Just recently ENSINGER do Brasil was awarded ISO 9001:2000 certification. This made ENSINGER Brazil the first company in this market segment in the whole of South America to be ISO 9001:2000 certified.

### Christmas donation 2002

The 2002 Christmas donation was given to two social projects whose founders are in personal contact with the Ensinger family.

ENSINGER supports a school project in Nimo, a village in Nigeria. Bequests help to provide lasting care for the pupils there and help them achieve a future life off the streets. The second donation supports a Ukrainian project to care for contaminated children and young people from the region around Chernobyl.

## Ensinger supports research in the area of technical plastics

Wilfried-Ensinger-Prize awarded for the first time

On October, 4th the „Scientific Alliance of Polymer Technology“ honoured extraordinary scientific work in the area of polymer technology by the donation of the Wilfried-Ensinger-Prize, the Oechsler-Prize and the Erwin-Brunhofer-Prize. In future, presentation of these prizes will take place every year with the aim of representing fundamental progress in science and technology in the area of polymer expertise.

The festive setting was a colloquial honour on the occasion of professor Ehrenstein's 65th birthday, organized by the Chair of Polymer Materials of the University of Bayreuth.

During the awards ceremony the speakers demonstrated impressively the connection between the economic success of a company and technique. During his speech on „Co-operation between industry and university“, Wilfried Ensinger, donor of one of the prizes and founder of ENSINGER GmbH, stressed the importance of the systematic

development of a product for long-term successful development of the enterprise.

Just recently, ENSINGER GmbH has decided to contribute this donation, since a great deal of extraordinary scientific work in the area of plastic technology is perceived to be only rudimentary, although it could provide important impetus to the plastic industry.

Prizes of 4000 Euro for a first degree dissertation and 5000 Euro for a doctoral dissertation were offered in order to motivate young scientists to examine problems in the area of polymer technology.

The Wilfried-Ensinger-Prize was provided for the „Development and description of technical polymers for innovative applications.“

Awards were handed over to Dipl.-Ing. Rüdiger Baudendistel and Dr. Stefan Ott. Baudendistel was honoured for his first degree dissertation, Ott got the prize for his doctoral dissertation.



The photo shows, left to right: Prof. G.W. Ehrenstein, prizewinner Dr. H. Ott, Stifter W. Ensinger, prizewinner R. Baudendistel, Prof. E. Schmachtenberg



### Impressum

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