Global exchange – what ENSINGER knows ...

Transfer of knowledge and international collaboration is more important than ever

[DW] In the meantime, the continual growth of knowledge has become an indispensable commodity for the competitiveness of a company. It is thus all the more important to exchange this knowledge in international collaboration and make it available to everyone. ENSINGER has recognised this fact and started to collect and to channel global knowledge a few years ago. The objective was to create a network for the exchange of knowledge and communication – in this way, worldwide synergy potentials can be optimally utilised. Additional focus points were to develop conscious, general thinking and to establish a culture of open communications.

One of the first cross-company groups was the Technical Development Group, in which all new technical ideas were to be brought together. The group evaluated innovative application possibilities, processes and technologies and steered projects. Since then, several further technical sub-groups have been formed, amongst others, the “Global Extrusion Group” (extrusion), the “Global Casting Group” (die casting) and the “Global Machining Group” (turning operations), which we would like to introduce in the current and in forthcoming editions of “impulse”. Management staff from the production divisions meet together and form networks, in order to support each other in meetings and mutual projects, so as to profit from one another in this way.

In the meantime, the groups have been established and work together according to the principle of “Best Practices”: the members visit each other, define problems, discuss these and work out action plans. Possible solutions are compared and the best are selected. In the next step these solutions are developed further together. In this way, knowledge is effectively linked and the employees achieve a mutual goal.

In the meantime, this principle has proved to be very valuable. With it ENSINGER has made progress as an economic as well as cultural unity in view.

Global Extrusion Group has now been active for one year

Exactly one year ago, in June 2003, the Global Extrusion Group was founded from various division and subsidiary heads as well as technicians. The goal of this international working group is to evolve and set up projects for improving and standardising production processes by comparing product data and parameters. We can learn from each other, even if different still remains. It is a valuable experience, not only for the company, but also for the individual employee – and in the end the customers too - according to ENSINGER General Manager Dr. Roland Reber. “There is a big potential within the company which lies in the exchange of knowledge and in the increased mutual support and collaboration of ENSINGER employees amongst themselves.”

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Dear Readers,

We concluded our business year at the end of March and I am pleased to say that once again our Group has performed well during this period. The economic environment remained bleak and highly competitive and it could hardly be said that we have not grown without some internal friction and problems. But we have grown opportunities were used and many ENSINGER employees have accomplished their work in an exemplary manner. For this I wish to express my particular sincere thanks to all our associates.

I attribute the progress we have accomplished their work in an exemplary manner. For this I wish to express my sincere thanks to all our associates.

The role of creative development in this process is undisputed. But the significance of the sales and marketing function in this respect is often too easily underestimated. Typical for this attitude are organisations, which leave product development to the development staff and the marketing of an innovation to sales and marketing in a clearly cut division of responsibilities.

It is not enough “just” to develop and offer good products and services: sophisticated products need trained and open-concentrated product and application development approach and are better able to convey what we do to our customers in many different markets. As a consequence of this, we were able to sell our niche and novelty products more successfully than in the past and by our specialty products and are prepared to undertake all kinds of efforts to find the right application for the product. This requires perseverance and sometimes a good helping of idealism. But it just happens that our idealists in sales and marketing often find applications for products, which to date were unknown and provide important suggestions for the further development of the products – because they are able to listen properly to customers. In addition, an active exchange between sales and marketing and development is required.

Regarding specialty products: You will also find information in this edition about niche products, which have increasingly found a ready market in recent years. I hope there will be something inspiring and interesting for you. I would like to wish all our employees and readers much success and happiness in the new ENSINGER business year and all the best.

Yours sincerely

Klaus Ensinger

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Editorial

baum 2004: ENSINGER presents the casting products

Visitors came from as far as Dubai and Australia from home and in particular from abroad. Various contacts were made – the public was more than impressed by that which the company offered. “Without exception, we had competent specialist visitors at the trade fair booth, discussions were very specific. First orders are to be expected fairly soon”, according to Walter Wagner, the division manager who was present during the whole event. About 70 % of our visitors were from abroad. By the way, the ENSINGER visitors who had travelled the furthest came from Australia and Dubai.

You can also request the above mentioned “case studies” and personal contact leaflets free of charge via impulse@de.ensinger-online.com.

Presented at the bauma:
The casting applications using TECAST, TECAST 12 and TECARIM

Friction liners are used in ski lifts for acceleration down at the valley station or for braking up at the mountain station. They have to transmit the extreme loads arising down to the foundation. The need for moderate numbers of production units, the possibility to incorporate UV absorbers into the material and to ensure dimensional stability by the addition of glass fibre, as well as different wall thicknesses, were all arguments in favour of using TECARIM.

Well-tried and tested ENSINGER components were also to be found elsewhere at the bauma, such as here at Terex-Demag (see above photo): support plates to support mobile cranes in use to prevent lateral tipping and to secure them. These have to transmit the extreme loads arising down to the foundation. After extensive series of trials were carried out, a special type of TECAST was approved for this safety-relevant application. This met the requirements of high mechanical loading capacity and enormous toughness at temperatures in use of –40 to –50 °C.

industry which draws visitors from all over the world with its attractive programme. More than 2,800 exhibitors presented their product innovations on seven exhibition days over an area of more than 500,000 square metres of exhibition floor space.

And as part of the happening: ENSINGER was represented by staff of the die casting division as well as other customer advisors. Colleagues from ENSINGER Japan, Italy and France were also available to speak to visitors. This was already the second time that ENSINGER has participated in this trade meeting.

The die casting division in particular presented itself with their entire product range. As the only systems provider offering pressure-less cast moulded parts and semi-finished products made of PA 6G, PA 12G and Nylon all from the same source, the company stands out particularly in its own branch of industry. The characteristics of the castings range from extremely hard to highly elastic products. Nearly all customer requests from falling parts from the tool to blanks can be fulfilled.

ENSINGER introduced both established as well as new products during the trade fair. The division made the production of pulleys, runner wheels, screw conveyors, friction liniers, etc. for all kinds of applications were presented.

Furthemore, new printed materials were introduced: the division presented individual product information sheets and “case studies”, which were produced especially for the bauma, providing technical information and descriptions of individual typical applications in two languages (German and English). Also, there are now contact leaflets introducing individual personal contacts in the die casting division – the voices previously just known at the end of a telephone have now been given a face.

A number of exhibitors reported unexpectedly high order receipts

TECAGLIDE, a modified TECAST casting polyamide, was the material of choice for a screw conveyor to transport glass bottles without jolting and with low noise to the cleaning and filling station. With a low coefficient of kinetic friction, good abrasion characteristics and ease of use in cutting operations, it completely fulfills all requirements. A particularly distinct feature of this material is the bright green colour.

Poured metal shafts are used after mechanical processing for transporting various components made of metal or plastic. The profile of requirements in this case was high abrasion and wear resistance, low moisture uptake, low rolling resistance and good concentric and plane accuracy. TECAST 12, a PA 12 casting polyamide with lowest possible moisture uptake was best suited to these requirements.

The casting applications using TECAST, TECAST 12 and TECARIM
Perfect weather, stunts on the slopes and spirits were high!

Yet another year has come to an end...

Silver IHK pin of honour for Heinz Lehmann

Honoured for services in vocational education

Our anniversaries

Silver IHK pin of honour for Heinz Lehmann

After the award ceremony: Wilfried Ensinger, Heinz Lehmann with his wife Cornelia and ENSINGER personnel developer Arnt Stumpf.

[IMB] Rita Busch started on 1 March 1994 as industrial clerk at our office in Anrichteh. She is now part of our sales team for semi-finished products and is in direct contact with our customers – especially with those from Northern Germany. We congratulate her on her 10 years service and thank her for her commitment and the cooperation.

[US] This year’s closed-door conference of the works council took place entirely under the ENSINGER motto “Ask. Think. Succeed.” This was already the second time that the Nufringen and Chammer works councils met for a mutual exchange of information and experience. The destination last February was Dinkelsbühl. After all participants had arrived midday on Friday, the meeting started with the first point on the agenda at 3:00 p.m. General manager Dr. Roland Reber reported on the current business situation and on perspectives for the future. The following discussion was mainly concerned with factual questions and development possibilities. There was a creative exchange of ideas for both parties. After dinner, a tour through the historic old part of the town was part of the program for the works council members and personnel department, which was made more difficult by snow, rain and the cold. At the end of the tour the group was welcomed by the “Dinkelsbühler Dreigestirn” with torches and a trumpet fanfare. Then it was time to warm up in the jazz cellar in the town hall. The day came to a close in a merry atmosphere in a small brewery, where the beer is brewed by women, with “Weihsbräu.” The next morning the meeting continued under the motto “future orientated personnel work”. First of all, Marcus Philipp, personnel officer in Cham, provided information about the new payroll accounting program Laps, after which Mr. Karl-Heinz Ruhe presented his visions in the field of future personnel work. After lunch, the committee still had time to clarify further points and review the two days before concluding the session. All agreed that the event had been perfectly organized – as was also the case last year – and that it had been very informative and productive for all participants.
Karl-Martin Hess retires

Someone “who has truly influenced the ingenuity of ENSINGER right up to the current day”

A hearty welcome

from ENSINGER to our new employees.

Nufringen
Paulina Davina
Nina König
Andreas Schittenhelm
Gerhard Zeiker
Wolfgang Schwab

Assembly – Injection Moulding Division
University placement, Marketing Business Development
Technician, Material Preparation
Employee Tooling Department
Manager Service Center of Technical Services

We wish you all a successful future at ENSINGER!

Successful completion of training in Nufringen

[St] Nicole Ebner, Markus Stolzer and Jochen Schopp have successfully completed their apprenticeships at ENSINGER. Jochen Schopp was especially successful – having been nominated for his outstanding achievements – not only at the final exams but throughout his training with the company. Jochen also received a special award at the Chamber of Industry and Commerce in Böblingen.

Congratulations! We also say a special thank you to the trainers and, in particular, Heinz Lehmann who have guided and supported Jochen Schopp.

It is for us a special pleasure that we could meet the desires of the three young people and employ them within the company.

Nicole Ebner is now working in the sales department for semi-finished products, Markus Stolzer supports project management in the injection moulded parts department and Jochen Schopp is displaying his abilities in the tooling department. To all three we wish a successful start to their working life.

“Nlaufried” retires to begin a new chapter in his life

[DW] Karl-Martin Hess has gone into well-earned retirement after almost twenty working years at ENSINGER. At a small celebration, he officially said goodbye to his colleagues – even though this was not quite final, as Mr. Hess has agreed with the company to continue to work on a further project for ENSINGER.

The setting up of the compounding department and the corresponding know-how in the preparation of materials belong to some of the first assignments and services rendered by Mr. Hess, who joined the company in 1985. Over the course of time, his responsibilities were extended, which finally included managing production and all technical divisions of the company. As the size of the company increased, he concentrated his efforts more and more on the recycling of materials, the electrical and metal working shops, construction of machines and equipment, the central maintenance department as well as the new construction and upkeep of the premises. Two years ago, he also took over responsibility for the construction of production equipment and facilities as well as tooling. In his various functions he was involved in many of the fundamental decisions which have paid off for the company – “he is really one of those who have truly influenced the ingenuity of the Nufringer unit right up to the current day”, praised General Manager Klaus Ensinger in his farewell speech.

Mr. Wolfgang Schwab, who has been with the company since last November, is the successor of Mr. Hess. We wish Mr. Hess an enjoyable retirement and we wish his successor all the best for his professional future at ENSINGER.

“Our Alfred” retires to begin a new chapter in his life

[IR2] My goodness, how time flies! After more than 14 years at ENSINGER, Alfred Heimerl, generally known as “our Alfred” goes into his well-deserved retirement.

He is tireless, always helpful and always ready for a laugh – that was what all the people confer who worked together with “our Alfred”.

And this is almost the whole works – since as the company’s driver, he was well-known to nearly every employee. During a small celebration, managers and colleagues said goodbye to him and wished him good health and all the best for him and his family in his nice new chapter in his life.

Successful completion of training in Nufringen

Date

Training starts: Pupils who gain their school leaving qualification in 2005 and who are interested in an apprenticeship at ENSINGER, can still apply for the following jobs. Applications will close at the end of this year’s summer holidays:

- Industrial clerk
- Process mechanic
- Tool mechanic
- Industrial engineer

Applications will close at the end of this year’s summer holidays and should be made to:

ENSINGER GmbH, Personnel department, Amt Stumpfl, Tel. 070 32 819 27 4 or amt.stumpfl@de.ensinger-online.com.

Date

In the last issue of the impulse we asked, in which sector ENSINGER received ISO 13485 certification. The correct answer is “Medical industry”. Among the numerous entries, the following winners were drawn: Donata Kubinka from ENSINGER Polska, Andreas Banzer from Atesina Europe and Josef Häuslinger from Robert Bosch GmbH, Immenstadt. All three received a writing set by Rotring. To all the others who entered, many thanks for your contribution.

This time, we want to know from you, in how many standard colours TECAFORM AH KIT is available.

Just send the correct solution until 30 June by e-mail to impulse@de.ensinger-online.com. Perhaps, soon you might be the owner of one of these useful bike repair kits. Good luck!

For questions and suggestions please send an email to impulse@de.ensinger-online.com
We are very flexible by using two short-term orders and urgent enquiries are carried out just as conscientiously and promptly as daily routine. Even if a customer calls us at 1.00 p.m. and wishes to have the goods sent on the same day, we can deal with this successfully. We see ourselves as a service provider of the sales department, our strengths are creativity and good collaboration within the team, which we achieve by regular meetings and by visualisation of problems and results.

Has the current debate about the Internet and e-commerce costs very much? Have customers noticed this in any way?

ENSINGER will not be able to avoid the planned toll costs. The forwarding agents will pass this on to their clients. By using specific measures, such as the introduction of electronic data transfer of package data to the forwarding agent, we hope to be able to compensate for some of the future toll costs.

What do you think of the online calculation and ordering system for goods which are cut to size? Is this promising?

We have made a big step toward into the future with the new calculation and ordering of goods which are cut to size. We have gained more transparency and the customer will profit from this at the moment we are in the process of rationalising our machinery in the carpentry department. A fully automated saw will be delivered at the end of May, with which we can produce longer lengths by the metre and sections more reasonably. A new rotary sanding machine is also planned in order to satisfy increased customer requirements such as surface quality and depth of roughness. We are just experimenting with new equipment approach in this area of machining. It is possible to saw and belt sand sheets with this machine in a single working step so that process and sanding surface can be achieved without grooving and polishing.

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What much warehouse capacity is there at ENSINGER?

We will have storage space for about 990 tons of material, at the moment we have about 650 tons in stock. In our fully automatic long-products warehouse we have 200 storage spaces available. It is only because of the fully automated warehouse that we are in a position to fall about 2600 orders and supply 5700 items per month punctually with a low use of personnel.

What are your next objectives? Are these big projects planned for the future?

Our aim is to supply customers even more quickly, more flexibly and at a more reasonable price. We want to achieve this with the help of the small quantities manual warehouse, which is currently being set-up. Small orders up to 35 kg can be picked from here. Service for the customer will be improved by shorter access time than is possible with the automated warehouse. The customer can then order, for example, up to 2.00 p.m. and his goods will be shipped on the same day. A restructuring in the outer warehouse area is planned, in order to create more storage capacity for our products.

Mr. Scharf, thank you for the interview!
Inherent flame-resistance can also be achieved without using flame-proofing agents or fluoropolymers. That has been demonstrated by the ENSINGER associate company Penn Fibre in the field of thermo-formable sheets and films. The company now offers these semi-finished products made of inherently flame-resistant Fortron® PPS, which is poly-phenylene sulphide from Ticona. The declared objective of Penn Fibre was to make thermoformable sheets and films without using flame-proofing agents. Apart from cost and environmental aspects, factory manager Mike Gehrig sees other advantages of PPS semi-finished products for the user: “As these sheets and films, which are versatile in use, are inert and have good thermal characteristics, they are also excellent for replacing fluoropolymers.” He also estimates that processors will be able to save 30 percent and more in material costs by using Fortron® PPS instead of fluoropolymers.

Penn Fibre, U.S.A.

First series of thermoformable PPS sheets and films

A stroller from Nufringen was really astonished when he recently came across a quite extraordinary discovery: an emaciated four metre long snake was lying in a ditch. A specialist who was called immediately identified the species as a dark tiger python, “Python molurus bivitatus, and it is dead!”

And finally: strange but true

Huge dead snake behind ENSINGER building

The exact circumstances of how the snake came to be at this place behind the ENSINGER building, and who owned it, have not been discovered to date. Let’s hope that this will remain a unique matter.

Plastics – in a different light

At the beginning of April, on the A1 autobahn near Tecklenburg, a lorry lost a tank of 20 tons of synthetic resin which poured out over the road. The road surface quickly became viscous; for 1 km to the south and 300 m to the north it appeared as if the road was covered in honey. The layer which was several centimetres thick had to be scraped off – after it had dried! For several hours the traffic situation was quite slow moving and sticky.

Last but not least...

The versatility of fields of applications for ENSINGER plastics could be seen in a very traditional environment during the last carnival season: The “Achalms”, a fun orchestra from Swabian Eningen used our Polymide 6 as drum sticks! Was this choice of material due to the good vibration properties of the material? In any case, ENSINGER is setting the tone.

PPS semi-finished goods from Penn Fibre in Bensalem, PA, the American associate company of ENSINGER, make it possible to dispense with flame-proofing agents.