Editorial

Lots of ENSINGER innovations at K 2004

Dear Readers,

We have already informed you at this juncture about our newly created organisation and measures to develop new applications and materials in the semi-finished goods area. Our global development and production teams have done a good job, so that we are looking forward to presenting a spate of interesting new products at K 2004.

We are particularly proud to introduce a polymer which is still completely unknown here in this country, our TECAMAX SRP. As the name implies, this material has properties which go to the limits of that which, until now, was considered possible. TECAMAX SRP is the hardest and most rigid non-reinforced polymer, which is currently on the market. It offers a completely new range of possibilities for structurally high-demanding parts in areas where the use of reinforcing fibres is undesirable. We already now believe that this material is not only interesting from an academic point of view but it is possible that the time has come to the general public – that it will find a multitude of application possibilities.

Our product range of materials for applications in the medical technology field will be upgraded with TECAPRO SAN and TECAFORM SAN. They are based on a new antibacterial material, whose release principle has proven to be very effective and exerts an effective and long-lasting suppression of microbial growth. We are adding a new product range of calendared film and laminates based on TECATRIFON PPS, as well as semi-finished products made of the particularly abrasion-resistant polyester TECAPET.

And last but not least, our special polyamides will be extended to include calendared sheets made of TECAMID 6 VF for deep-drawn moulding applications and non-halogenated, flame-resistant TECAMID 6 FR T. On our own behalf, we are reporting in this edition on another highlight, the ENSINGER Cup 2004, our great football competition took place for the third time. Never before in our history were we able to welcome so many guests from all over the world. The competition took place on a wonderful, late summer day and offered both a high level of playing skills and a lot of good spirits.

In a high-class final match, the team from our business associates at the company Luk beat the ENSINGER team from Cham by 1:0. But see for yourself, perhaps you can get a feeling for the wonderful atmosphere on that day in the article about the ENSINGER Cup and in the accompanying photos – or in full Colour. Be there yourself the next time!

But before we meet you on the football pitch, we look forward to your visit to our new booth at K 2004.

Dr. Roland Reber

ENSINGER makes its mark with more new products than ever

[DW] True to our trade fair motto for K 2004 “ENSINGER Global Innovation”, the company is presenting a whole series of new developments, product range and applications at the K, the international specialist trade fair taking place from the 20th to 27th October in Düsseldorf. We would like to introduce these developments to you on this and the following pages.

Many different colours in medical technology: TECAFORM AH MT and TECASON P MT

Aluminium materials are attacked by alkaline cleaners and quickly lose their colour. The ENSINGER materials TECAFORM AH MT and TECASON P MT offer a broad range of colours in commonly used sizes. These plastics excel with good resistance against detergents and disinfectants and numerous solvents. They may be easily sterilised using conventional sterilisation methods. Further characteristics are the good strength, rigidity and ductility of the materials as well as low water absorptio. TECAFORM AH MT and TECASON P MT are both very good electrical insulators. They also fulfil the relevant requirements for use in the medical technology area. They are FDA compliant and achieve positive results in partial biocompatibility tests according to USP VI (on raw materials) and ISO 10993 (on semi-finished items).

The material offers exceptionally good machining ability to the tightest tolerances.

Superlative TECAMAX SRP

The most exceptional innovation which ENSINGER has to present at K 2004 is the self-reinforcing thermoplastic TECAMAX SRP. In collaboration with Mississippi Polymer Technolo-
gies, Inc., ENSINGER exclusively produces and sells moulded and extruded semi-finished shapes made of TECAMAX SRP, a poly(paraphenyl copolymer material), which is based on ParmaX® SRP from MPT.

The new material family possesses extraordinary properties: Excellent mechanical properties, even at cryogenic temperatures, and low moisture uptake distinguishes TECAMAX SRP. Furthermore, it is very resistant to chemicals and solvents, exhibits dimensional stability and scratch and abrasion resistance. The polymer is heat stable to 400 °C and non-flammable.

According to Dr. Jürg Wiedler, Business Development Manager at ENSINGER, TECAMAX SRP is 200 to 800 percent stronger and more rigid than other unreinforced thermoplastics.

The new material is suitable for parts such as bearings, gears, flanges and pipes, where lightness is very important, as well as stability and precision. Dimensional accuracy is particularly apparent in the case of parts with complicated geometries. It can thus be preferentially used in the aeronautics and space industry, in electronics or the automotive field, in mechanical engineering applications and in medical technology. TECAMAX SRP can be easily machined with conventional tools to the tightest tolerances.

Dimensionally stable and lightweight: TECAPRO MT

Sterilisation containers, e.g. for surgical equipment, require good dimensional stability even after many sterilisation cycles. TECAPRO MT can withstand higher temperatures than standard polyparaphenylene thanks to a special form of stabilisation. Compared to PTFE, which has been used up until now, TECAPRO MT has a considerably lower density, which distinctly reduces component weight. The standard colour is white, but the material can also be produced in other colours if the customer wishes.

TECAPRO MT has outstanding resistance to detergents and disinfectants and can withstand frequently repeated heat steam sterilisation. Proof was established in an extensive test series under the conditions operating in normal practice. Even after 300 cycles of cleaning and heat steam sterilisation, TECAPRO MT retains its typical properties. The material is suitable for applications requiring high dimensional stability. TECAPRO MT can be easily machined thanks to a special additive formulation, and laser inscriptions are possible.

It goes without saying that conformance of the products to FDA 21 CFR 177.1520 is a prerequisite for applications in the medical technology and foodstuffs area.

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Material cost-savings with TECATRON PPS

![TECATRON PPS laminate and welding wire.]

Materials are required in chemical process engineering which offer good protection against corrosion at high temperatures. In particular, pipes and tanks have to be fitted out in this way. TECATRON PPS films and foil-clad laminates, TECATRON PPS LAM, were developed for this use. These sheets and films are versatile in use and chemically inert, inherently flame resistant and demonstrate good thermal characteristics. For this reason, they are an excellent choice for replacing fluoropolymers, which means a material cost saving for the processor. TECATRON PPS has excellent thermal stability, outstanding mechanical properties and a low density. It has high chemical resistance and low permeation. The sheets and films can be worked easily; Glass-fibre reinforcement and impact modification are possible. The plastics processor has an easily formable crystalline semi-finished product with an exceptionally high melting point, which allows processing at temperatures between 288 and 315 °C. Furthermore, in many cases the sheets and films, which are mechanically and manually weldable, can be tailored-made to the specific needs of the customer.

TECATRON PPS semi-finished shapes have, in the meantime, successfully completed practical tests, with deep-draw mouldings amongst others. The sheets or films (up to 122 cm width) are available in thicknesses between 0.25 and 6.4 millimetres and as laminates with a thickness of 3 mm. In addition, a welding wire of 3.5 mm dia is available for manual welding.

TECATRON PPS laminate and welding wire.

Do you have any questions . . .

... about particular products or would you like more detailed information? – Then please contact our company associates Dr. Jürg Wiedler, j.wiedler@de.ensinger-online.com, Tel. +49 70 32-8 19-7 51 (Business Development) or Peter Bongardt, p.bongardt@de.ensinger-online.com, Tel. +49 70 32-8 19-2 45 (Marketing Advisor Technical Services).

We will be pleased to advise you.

TECAPET and TECAPET TF
Optimum cutting operations

Up to now, the deep-drawing of partially crystalline materials has mostly been a problem. Thanks to the development of special types of raw material, we are able to offer a polyamide 6 in the form of TECAMID 6 VF which is outstandingly suited for deep-drawing applications. The material is used in mechanical engineering applications and in particular the automotive field; in the latter case especially in the engine compartment.

TECATRON PPS laminate and welding wire.

TECATRON PPS laminate and welding wire.

TECAPET and TECAPET TF
Optimum machinability

The increased requirements for the machining of precision components place high demands on the processing ability of materials. TECAPET is polyethylene terephthalate which has been optimised for precision machined parts, e.g. in the field of semiconductors and all mechanical engineering applications. TECAPET TF possesses high abrasion resistance through PTFE coating and is especially suitable for slip-stick applications. TECAPET is impact resistant with a high degree of hardness and rigidity, has good creep and abrasion strength, extraordinary dimensional stability and good electrical insulation. The material is resistant to chemicals, has a low tendency to pick up contamination and has good radiation stability.

TECAMID 6 FR T
Flame retardancy for different means of transportation

Fire and flame protection is an important subject in transport. The non-halogenated flame retardant polyamide TECAMID 6 FR T was developed specifically for this use. This new material can be used in trains, buses, on ships, in fact everywhere in such means of transportation. TECAMID 6 FR T...
It was both sporty and jolly! ENSINGER summer festivity and football tournament

(DW) It was like a public festival at the Affstätter sports ground the weekend of 18th and 19th September: This year’s ENSINGER summer festivity took place there in perfect late summer weather. Customers and suppliers as well as associates from all the European subsidiaries and a delegation from the USA had made the journey – almost 1000 visitors and guests had found their way to the grounds for the company festivity. The company LuK from Bühl in Baden and business partners from the company Victrex – in the latter case the top management – even came with their own football teams, in order to participate in the competition. The whole day was dedicated to sport: In the morning our colleagues from Nufringen in a tennis match and in the afternoon the traditional football tournament took place. A total of 20 teams fought it out in two categories “professionals” and “fun teams” for the prized cups and medals. The teams ran after the ball in imaginative and more or less practical costumes. The “Controllers”, for example, were all dressed in individually named shirts (all with the number “0”), the “Granulators” team came in chemical protective clothing and the “Bosses” appeared with a business look and sports shorts.

ENSINGER subsidiaries were also creative: The British played in elegant dress with the theme “The Avengers”, while the Polish cheerleaders danced on the side of the playing field. The Czechs, French and Italians also gave their very best to get into the final – and the Spanish even had their children with them as support, who fought for the ball “just like the adults.” In the end, the winners of the fun team category were the “Cross-kickers” and the team from LuK won the professional category. The respective second and third placed teams were also able to take shining cups home with them – and all sporting participants received a medal.

All other comforts (food!) were taken care of as well as the right musical setting: In the afternoon, Croatian folklore was on the programme, and the town band from Rottenburg played in the evening – guaranteed to lead to high spirits with their hot rhythms and polonaise dancing around the tent. No one was left sitting on their seats and the dance went on late into the night. Wholehearted praise goes to the organisation team for this marvellous and perfectly organised festivity!

Anniversary congratulations

(MB) During our summer party, we once again toasted all those colleagues recently celebrating their anniversaries. Most of them were already introduced in the last “impulse.” In the meantime, Eugen Leibham (3rd from the left) and Hartmut Leimbrink (4th from the left) have both celebrated their 10-year company anniversaries, so we wish to extend congratulations to them too: Mr. Eugen Leibham joined the company in 1994 and was first employed as a specialist operating the tempering ovens. On 15th September 2004 we were able to congratulate Mr. Hartmut Leimbrink on his anniversary. Mr. Leimbrink is Manager of the Tool Construction Department, which is part of the Service Centre plant in Nufringen, and is responsible for all aspects of ‘tooling’, ranging from planning to production to repairs.

The little ones also had their fun at the summer fete:

Kindergarten teachers kept the kids entertained with painting and handicrafts or watched out while they let off some steam on the bouncy castle or the trampoline. The boys and girls could have funny or scary masks painted on their faces at the children’s make-up point and there were also plenty of things to nibble on. Those who preferred football on a smaller scale were able to try their luck shooting goals at a target built especially for this purpose by the apprentices.
A hearty welcome

is, of course, also extended by ENSINGER not only to the apprentices but also to our new employees in Nufringen:

Ursula Fischer
Oguz Reisoglu
Georg Deines
Manfred Knochenhauer
Nina König
Roland Kitt

We wish you all a successful start at ENSINGER!

For questions and suggestions please send an email to impulse@de.ensinger-online.com

IHK honours ENSINGER trainees

(JASI) We are pleased to announce the outstanding successes of the trainees who completed their apprenticeship in the summer.

In the commercial field, Rosemarie Wochole participated as the first ENSINGER trainee in the new, extended training examination of the IHK (Chamber of Commerce). For this, apprentices have to work on a specialist assignment in an operational area, write a report about it and, after making a presentation on it, answer questions by the examiners. In particular, it should be mentioned that she not only passed the exam but her outstanding performance was commended by the IHK. So, it is naturally particularly pleasing for ENSINGER that she will stay with us; she has been looking after various foreign customers in internal sales in the export department for some time now.

In the industrial area, Michael Rieger and Nico Rössler both successfully completed their apprenticeship as process mechanics. Even before completing his apprenticeship, Michael Rieger was already an obviously good performer in the company. He confirmed this in his examination and also received a commendation from the IHK for his good performance. He has also accepted an offer from ENSINGER and since completing his apprenticeship has taken up an interesting job in raw material processing. Nico Rössler has decided to continue his education and is now in the process of attending courses to obtain his entrance qualification to a polytechnic college. We would like to congratulate all “graduates” and wish them lots of success in their future careers.

Introductory seminar at Castle Feuerstein

The introductory seminar, which took place at the beginning of September at the Castle Feuerstein, was just the right thing for the debut of our apprentices to get to know the company. Here, the new apprentices from Cham and Nufringen were able to combine making their first contact with the locations, as well as meeting the main contacts from the human resources department, Mrs. Mirkam Betz and Mr. Arnd Stumpf. All received extensive and interesting information concerning the company and their individual training courses. Amongst other topics, topics covered included the expectations of the individuals, getting settled in as an apprentice, team development and productive mutual communication. Whereas on first day mainly theoretical points were discussed around the table, the second day was somewhat more relaxed, and spent mostly outside in the brilliant sunshine with practical exercises, team games and discussions. We all enjoyed the activities and discussions about the trainee programme and the company, as well as the fun round of bowling which finished off the first day. At any rate, these two days provided us with a lot of new ideas, from which we will certainly all be able to profit. It’s great that this exists at ENSINGER!

The Apprentices

We wish to introduce:
The new trainees in Nufringen and Cham

In September, eight young people started their training at ENSINGER in Nufringen and four in Cham. We asked them about their previous backgrounds, their motivation to choose ENSINGER and about their hobbies.

Zelko Selakovic from Biblingen will be trained as a tool mechanic and joins us from the Albert-Schweitzer Secondary Modern School in Biblingen. He thinks ENSINGER is a good company. Playing football and handball are his hobbies.

Ben-David Herrmann from Jettingen-Siddlingen was already attending the two-year full-time training college in Nagold, before starting his apprenticeship to become a tool mechanic in moulding technology. He particularly likes the good training which ENSINGER offers. Ben-David likes going out and his hobby is breeding domestic animals.

Alexander Deines from Nufringen is to be trained as a process technician in moulding technology. He attended the secondary school in Nufringen beforehand and applied for this apprenticeship because he likes the occupation very much. In his leisure time, he meets friends and plays with his PlayStation.

Benjamin Dalinger from Mößingen was at the Jerg Ratgeb Secondary Modern School in Herrenberg and chose ENSINGER as a training company “because it is a good firm”. The enthusiastic boy scout is going to train as a process mechanic.

Alceo Sebastian Siegel from Gärtringen is doing an apprenticeship to become a process mechanic at ENSINGER because he likes the company. He attended the Theodor Heuss Secondary Modern School in Gärtringen. In his spare time, he enjoys listening to music.

With the phrase “I have only heard good things about the company”, Sascha Scheibel from Gärtringen justified his decision to train as a process mechanic at ENSINGER. He went to the secondary modern school in Gärtringen, and cycling is his hobby.

Rainer Hamann from Cologne is a BA student of “Industrial Engineering”. He previously attended the Georg Büchner Grammar School in Köln-Weiden. Rainer is at ENSINGER because he thinks the company is good and that it will also offer him good professional openings. In his leisure time, he plays sport, likes to listen to music and meet friends.

Jasmin Amruth comes from Nagold, where she went to the Christian Herzog Secondary Modern School. The trainee, who wishes to become an industrial sales clerk, chose this commercial career at ENSINGER because the company and its field of activities interested her: the most. Jasmin likes to go dancing, playing sport and going out.

Lukas Bricha from Cham-Michelstadt attended the secondary school section II. The apprentice to become a cutting-operations mechanic likes the working atmosphere at ENSINGER. In his spare time, he enjoys using the computer.

Dominik Schweiger from Villingen is also at ENSINGER because he likes the working climate. He attended the Maristen Secondary Modern School in the same town before joining the company and starting an apprenticeship as a cutting-operations mechanic. He is a scout and likes to train as a process mechanic.

Also, Sebastian Siegel from Gärtringen is doing an apprenticeship to become a process mechanic at ENSINGER because he likes the company. He attended the Theodor Heuss Secondary Modern School in Gärtringen. In his spare time, he enjoys listening to music.

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ENSINGER attends ONS in Norway

(DW) For the first time, ENSINGER participated in this year’s “Offshore Northern Seas” trade fair in Norway. Export Manager Björn Uhlen and Regional Sales Manager Dominik Grohs, with the temporary help of their English colleague Gary Davies, represented ENSINGER at our trade fair booth and answered questions from interested visitors. Many interesting contacts could be made with visitors from industry and the universities.

ONS is the meeting point of the European oil, gas, and energy industry, which has served as a driving force for new business between the players in this sector for 30 years.

The trade fair takes place every two years, alternating between Aberdeen and Stavanger. In particular, high-performance products are used in this industry. Materials such as TECAPEX and TECATRON are ideal for applications in the offshore field, due to their chemical stability and their wide range of temperature applications. And also products from the ENSINGER mono-casting division were called for – in the oil and gas production area. For example, handling plant requiring strengthened rope pulleys and gliding elements made of materials which can take high loads and are resistant to abrasion and wear are needed.

New brochures

At the K Show, ENSINGER issues three new brochures:

– Detailed information on the “New Products 2004”
– The revised catalogue “Semi-Finished Engineered Plastic Products”
– The global company brochure “ASK local. THINK global. SUCCEED together.”

You can order them by phone under ++49 7032 819 202 or by e-mail under impulse@dke.ensinger-online.com

ENSINGER product unit industrial profiles: Guide track made from TECATRON GF 40 G

At the beginning of 2003, ENSINGER introduced its new product unit “Offshore Northern Seas” – a global company brochure which can take high loads and is resistant to abrasion and wear are needed.

Martin Baras is Head of the Sales and Marketing Department at ENSINGER. He has already been with the company six years. “Impulse”, spoke to him, amongst other things, about the K-Trade Fair and the motto “ENSINGER Global Innovation”.

“ENSINGER Global Innovation” – the motto for K 2004 stresses the global activities of the company. What does that mean?

It is a fact that in these days that economic activities no longer take place locally. Many of our business partners are “global customers”, they develop in the U.S.A. and produce at several locations in Europe or Asia. “Global” also means that we coordinate specific application developments on a worldwide basis – and still see our customers locally. We have decided to use this motto because we consider “Global Innovation” to be a consistent continuation of our way of thinking. We have developed the motto “Ask. Think. Succeed” which was introduced three years ago at the K-Trade Fair, we present who we are and what we do. We go into companies, ask them, think about the problem with our engineering experts and come, together with our customers, to a custom-made and individual successful solution. These solutions are utilized by our customers and provide them with competitive advantages. We have the courage to go outside of conventional ways of thinking. We describe ways how to “think around corners”. We are really open-minded thinkers, if you like. And that also makes us and our customers so successful.

Are thinking globally and the ENSINGER motto also expressed in the design of the new trade fair booth?

I hope so! We have designed the booth completely anew and can be proud of the result. We wish to show with the basic innovative concept that our focus is not on individual products, divisions and their process technologies, but on the fields of application. After all, our customers are not interested in whether their product is injection moulded or machined. An economic and high quality result is important for them! The basic prerequisite is constructed so that we focus on a particular branch of industry; then we show what can be achieved with an ENSINGER – from the idea to the material to the application.

In the medical frame, for example, we present plastics which are particularly suitable for medical devices in the form of tables showing semi-finished goods. We also exhibit exemplary components and devices, which are already being used successfully in that particular branch of industry. By the way, the ENSINGER products will not only be shown as exhibits – also very innovative in this case – but are also integrated this time into the construction of the stand. In the area around the bar, for example, we have TECASON-P sheeting illuminated from behind, which creates a cozy atmosphere – and on the second floor the meeting areas are separated from each other by room dividers made of our semi-finished materials.

What are you doing about global communications?

Global communication takes place in our Business Development Group, which we already introduced in the last “Impulse”. This group is building up a functioning global communication platform with partners in the U.S.A. in a network covering the globe.

The permanent global exchange permits us to learn and profit from one another – even if regional and cultural differences still remain. And customers profit from this experience just as we do.

The K-Trade Fair only takes place every three years – how important is it for the company?

The K is of the highest importance for us, as we have the possibility to meet our customers from all over the world there. There is no better opportunity for communication than at such a fair. We can deepen existing relationships there and build new ones – and convince all of them of our capabilities.

Furthermore, we can introduce new products and applications and their positioning within the overall ENSINGER product range “live”.

New products at K – what criteria were used for their choice?

This year we have a number of new products to show in those areas where we have our core competencies, including a worldwide first. These were developed partly under our own steam in house, and also partly in collaboration with customers according to their requirements – customer utility is never the least always our major focus. We are not only presenting new “Novel Products 2004”; we also present “New Variants”, which we are showing at “K”; secondly, an extensively revised product catalogue and, thirdly, “ASK local. THINK global. SUCCEED together”, a global company publication which with the entire ENSINGER Group and its products are portrayed in detail.

Where do you see the strengths of your team as sales and marketing directors?

It is important for me that we address our target groups directly, regardless of whether this happens through personal invitations and informative letters or by exclusive meetings, when we are able to inform customers and business partners and convince them of how we can help them.

Our route to real innovation leads to customer orientation via unique know-how and unique resources – and vice versa.

How do you address customers?

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How do you address customers?
**10 years as part of the ENSINGER group**

TRIG Engineering Ltd. celebrates anniversary

TRIG Engineering Ltd. a market leading precision engineering company with almost 40 years experience in the plastics industry, celebrates its 10 year anniversary since becoming part of the ENSINGER group this week. TRIG Engineering itself was established in May 1965. Turnover for the first year of trading was £8,537, and from here the company has gone from strength to strength. By the time of the acquisition by ENSINGER Ltd. turnover was at £1.6 million, with 63 employees. The success the company has achieved in the last ten years includes trebling turnover, and increasing its staff by a third. Since the acquisition by ENSINGER Ltd on 30th September 1994, the company has undergone many changes, including a move to a new, custom-built, facility in Bridge-water, where it has preferred supplier status for some of the biggest names in different industries. A celebratory day was organised for all TRIG employees in recognition of the success the company has achieved in the last ten years. Managing Director John Spers said: “I am delighted to announce this important milestone in the unity between ENSINGER and TRIG Engineering. The successes we have achieved over the past 10 years are due to the hard work and dedication of the whole workforce at the company. I am proud to say that despite change and progression we still have close links with TRIG’s heritage, with TRIG’s founder Percy Trigool attending our celebratory day. This day is not only in recognition of our achievements so far but also to look to the prosperous future the company faces.”

**Language talent and ENSINGER globetrotter retires**

[DW] The time arrived this summer for universally popular Dietrich Grötzer to take a well-deserved retire- ment. He was employed at ENSINGER for over 25 years and was deci- sively involved in the development of the company and the export depart- ment. Right from the start, he was the driving force behind the project “EN- SINGER do Brasil” and moved it for- word. He was responsible from 1977 to 1996 for global exports of all EN- SINGER products. The Building Pro- ducts Division and the management of the ENSINGER subsidiaries also belonged to his sphere of operations. In his last assignment, he managed the internal sales department for se- mi-finished goods in the domestic and export business areas. Thanks to his linguistic abilities, Mr. Grötzer be- came an “Ambassador for the Com- pany” and visited numerous foreign companies and customers through- out the world. Many customers and colleagues know him as an expert in his field, who is always ready to help and who can tell an anecdote about the company history in his sonorous voice. For example, there is the story about the K-Trade Fair 1978 in Düs- seldorf, where he was actually just attending as “a perfectly normal exhi- bition visitor”. The run of customers at the EN- SINGER booth was, how- ever, so overwhelm- ing that Martha Ensinger asked him to stay at the booth to act as a client advisor and trans- lator because of his poly- glot abilities. He was busy around the clock, interpreting in many languages – and was able to make many custo- mer contacts, which still exist today. However: From that day on he has ne- ver seen more of the K-Trade Fair than the ENSINGER booth. He is still known stories from the early years at ENSINGER – when en- quiries were received by telephone, telex or postcard and one went to the warehouse with a slide gauge in hand in all weathers, in order to check in- ventories. And what does one give as a farewell present to someone who has already experienced so much and has simply travelled throughout the whole world? For this, his closest colleagues thought up something special: They purchased on his behalf a spot on the moon, which he really does own by purchase. Dietrich Grötzer is still closely con- nected to the company and likes to re- turn, when his knowledge of langua- ges and pleasant way of showing visi- tors around the company are needed.

**Casting training course**

The objective of the meeting was to provide know-how to the subsidia- ries which will permit them to a- chieve success in their own markets as quickly as possible – amongst other things, by duplicating existing appli- cations, as the technical know-how is already available. Furthermore, the meeting was intended to initiate a network between subsidiaries and also profit from one another in the future. According to Wagner, this was cer- tainly not the last time such a training course would take place. “We plan to invite other subsidiaries in the future and to provide the respective contact individuals with regular updates. We wish to support our global colleagues in customer acquisition and to encour- age them to share their experiences afterwards.”

**Language talent and ENSINGER globetrotter retires**

If applicable, introduction, training “Sales, customer services: organi- sation of the division, competition, division of responsibilities…” Wagner sales on the spot. Zenker technical service on-site and reduce throughout time.

Language talent and ENSINGER globetrotter retires

[DW] Company associates from many different ENSINGER subsidiaries met from 8th to 11th September for a training course on casting in Ochsen- land and Linz. The invitation was exten- ded by Walter Wagner and Dr. Ed- mund Zenker, the two managers of the casting division. Walter Wagner justified the decision for this meeting as follows: “On the basis of various internal surveys and the experience gained from the most recent Bauma trade fair, we now have a somewhat better view of the market. It was thus a logical consequence to introduce our colleagues from those subsidia- ries with particularly good potential in their home markets to the produc- tion, sales and basic possibilities of- fered by casting products.”

Product training courses and guided tours through the production areas in Ochsenland (casting and machining centers) and Linz (TECARIM) were part of the programme. A very special highlight was a look at the calculation software for rope pulleys and support plates, which Dr. Zenker developed in collaboration with the University of Leoben. This tool now makes it possible to respond to all the requirements of the custo- mer at short notice and to verify the calculations of the desired parts.

**Innovation at the glasstec 2004**

Optimised Thermix® warm edge spacers and bars

At glasstec, the world’s largest specialist trade fair for glass which takes place from 8th – 13th Novem- ber in Düsseldorf. ENSINGER will be presenting several highlights from the Building Products Division in Hall 15 booth B 48. For the first time, a completely new Thermix® product range will be shown to the public, which offers exceptional characteris- tics and convincing technical values. ENSINGER profits in this respect from its experience over the decades with high performance plastics as well as from a broad know-how in the development and production of insulating glass profiles for window-dwelling and facade systems. An ex- tremely efficient product thus emerged, supported by well-known partners from the glass industry. After more than 10 years of practical experience with Thermix® plastic warm edge spacer profiles, it is pos- sible to optimize the processability in the production of insulating glass. The existing Thermix® warm edge spacers and Thermix® LX warm edge spacers which have been well-tried and tested over the years. Since August 2004 improved products have been available to the market. The contour optimisation of plastic profiles contributes considerably to the simplification of insulating glass production an increase in processing safety. This second innovation can be seen within the full range together with newly developed corner angles and muntin bars at the ENSINGER stand.

In order also to give the new product range the appropriate, innovative setting, the Building Products Division will exhibit for the first time a completely new stand. Its attractive design will offer an ideal platform for creating a dialogue with customers and inter- ested visitors.

And don’t forget this date either: The Building Products Division is also present at the BAU 2005 from 17.1 - 22.1.2005. Visit us at the Neue Messe Munich, Hall C2 booth 316. We look forward to seeing you!