“ENSINGER à la carte”: Cut sizes for breakfast and afternoon coffee

Processes and equipment optimised for faster throughput with customized cuttings

Things are not always predictable and nor can they be planned, and sometimes you just need to be able to acquire spare parts. ENSINGER would like to support its customers in their production processes – in particular with cut to size goods – with shorter delivery options.

The plastics manufacturer has now set up an à la carte service exactly for those cases when customers need cuttings made to size just-in-time.

With immediate effect customized cut sizes, up to a certain amount, can now already be at the customer the next day in time for breakfast or afternoon coffee. For a small surcharge the purchaser can now define when the goods should be delivered at 8:00 a.m. or 5:00 p.m. In addition, ENSINGER offers free-of-charge to hold cuttings, under certain conditions up to 100 items, ready for delivery within 24 hours. In order to be able to reliably provide customers with “cuttings à la carte”, the shipping department has optimised both processes and equipment.

Two-shift operations have been introduced in the carpentry shop, and in addition there is a special order processing system for express deliveries.

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The material excels with high thermal resistance, excellent mechanical properties and good toughness.

Reduced Development Time and Greater Design Flexibility for Medical Applications

Reduced Development Time and Greater Design Flexibility for Medical Applications

ENSINGER has announced a marketing agreement with Invibio®, a leading provider of biomaterial solutions to the medical device market. Through this new agreement, ENSINGER will immediately begin marketing Invibio's PEEK-CLASSIX™ polymer – a medical grade polyethylene terephthalate – for use in the production of medical applications and instruments, to its medical and pharmaceutical customers.

ENSINGER will market the material under the name TECAPEEK Classix. ENSINGER’s customers will benefit from the reduced development time and costs associated with biocompatibility testing and regulatory approvals. Invibio’s polyethylene terephthalate polymers have been tested to industry standards, and device masterfiles containing these results have been lodged with the FDA.

Making this kind of information available to device manufacturers can help to reduce the time and costs involved for device clearance with regulatory agencies.

Invibio’s PEEK-CLASSIX polymer is a US Pharmacopoeia Class VI thermoplastic designed for medical device applications requiring blood or tissue contact of less than 30 days, including catheters, surgical instruments, analytical equipment, blood management, drug delivery systems and e.g. probe heads for pharmaceutical equipment. It is one of the most chemically resistant polymers available and can be repeatedly sterilised using conventional sterilisation methods, including steam, gamma radiation and ethylene oxide processes without the degradation of its mechanical properties. The material exhibits a superior combination of strength, stiffness and toughness, making it ideally suited for medical device applications.

This agreement will enable ENSINGER to extend its reach in the worldwide medical manufacturing market, said Business Development Manager Dr. Jürg Wiedler. "TECAPEEK Classix is the perfect complement to our current portfolio of high performance plastics designed for medical applications."

"Metal components are increasingly being replaced by medical grade PEEK in the development of medical devices and equipment," said Michael Calahan, President of Invibio. "Invibio will continue to work with leading suppliers such as ENSINGER to increase the availability of biocompatible, high-performance materials to meet the growing demands of the medical device industry."

Trade fairs as an indicator of development trends in the market

New products at the MedTec

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Dear Readers,

Technical plastics for breakfast, together with freshly brewed coffee and croissants? “Doesn’t make any sense” is probably your spontaneous reaction. However, some of our customers think otherwise. Because nowadays, an order will only then come about if very little time transpires between order entry and production, and punctual delivery is guaranteed. This means a lot of flexibility is required in our internal structures and also on the part of suppliers. For this reason, we now offer cut sizes “à la carte”, which means the full programme at the speed you require and need. In order to be able to offer this service, we have altered and optimised several processes – and our delivery times are something we can be proud of. Under certain conditions, cut sizes can be delivered early the next day in the morning or during the afternoon, just as you like and we guarantee it. By the way, somewhat larger amounts can also be shipped within 24 hours and in this case without any additional charges. Find out more details of our “à la carte” programme on the front cover.

We can only offer our customers efficiency and speed if we practice this ourselves internally. Of the many projects which are currently being worked on at the moment, we would like to introduce one of them in this edition: a “tool storage tower” was constructed at our Bavarian location in Cham, which permits more efficient access to tools. Efficiency in the sense of speed, and also in the sense of ergonomics, is an important factor for the health of our employees. Read more about this in a separate article in this edition. One of our affiliates in the UK (Bridgewater) has even won an award for an efficiency programme: in a “Lean Management” competition in which entries were invited from different aerospace institutions, TRIG Engineering achieved excellent results and was awarded a prize for “improvement of competitiveness”. Congratulations!

Efficiency is important and fine, however, variety should not get lost along the way. ENSINGER places great importance on a broad spectrum of products, which we are continually expanding. We introduced a considerable number of new products at the last “K” trade fair, including the high-performance polymer TECAMAX SRP. Just half a year later we are extending this further: with TECAPEEK Classic, amongst others, we are expanding the spectrum of materials for use in medical technology. We introduced the product together with our new SAN plastics at the MedTech trade fair, which took place in January in Stuttgart. Details of the new TECAPEEK Classic and our trade fair presence can be found on the front page.

Roland Reber

Editorial

Well, has our menu with its varied selection and crisp delivery times whetted your appetite? Then have fun reading on and ordering!

[459x55 to 560x278]

[459x284]figure in the new building.

ENSINGER GmbH invested a six digit figure in the new building.

[459x300]ideal manner.

the building products division in an ideal manner. ENSINGER GmbH invested a six digit figure in the new building.

Supplements the principle of process-optimised order handling in the building products division in an ideal manner.

As part of an extension programme, a new automated high-rack warehouse for building products tools was erected at ENSINGER in Cham. In just two months construction time, the computer-operated IRT-storage system was completed under the supervision of Gerhard Göttinger. The new building was necessary because of the continuously increasing number of tools.

The latest know-how about ergonomic optimisation and space utility, as well as logistics requirements, were taken into account in the planning phase. The result: the warehouse, which was designed in the shape of a 12 meter high tower, achieves the shortest access times and hence maximum productivity utilizing a unique stacking system. “The new tower offers nothing but advantages!” according to Works Manager Andreas Alsfasser. “Tools are stored in an optimal and clearly laid out way. Furthermore, we have created sufficient reserves of space for the years to come and are prepared for further expansion within the building products division.” The “tool tower”, with its conspicuous, weather-resistant steel covering, is also appealing from an aesthetic point of view and integrates all the needs of modern fire protection at the same time. ENSINGER has created a highly effective production factor with this new high-rack warehouse, which

Building Products Division

SAIE DUE trade fair in Bologna – spring sees the visitors flow in

New high-rack warehouse for tools

[459x308]number of tools.

The building products division in an ideal manner. ENSINGER GmbH invested a six digit figure in the new building.

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represented for the first time

at the SEMICON Europe

[Kal] New and interesting contacts could also be made in Munich during the SEMICON Europe, where ENSINGER was present this year for the first time. By participating in the only SEMICON trade fair in Europe, the company wants to underline its presence in the world, ENSINGER was also able to arouse international interest. This first attendance was therefore considered a complete success and the exhibition stand location has already been reserved for next year.

[459x567]at the SEMICON Europe

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ROLAND REBER

Roland Reber
The impulse interview

Questions to Björn Uhlik, Export Manager

Björn Uhlik has been working at ENSINGER for four years. After completing his studies in mechanical engineering/precision engineering, he worked at a bank in Berlin before continuing to study industrial engineering with various stays abroad in the USA, India and Mexico. After returning to professional life in the automotive industry as a key account manager for Asia, he then changed to ENSINGER in July 2000 and became an Asia Sales Manager. In June 2003 Mr. Uhlik took over as manager of the export department.

What are the strengths of your team?

A good team must be reliable and professional both on the outside to its customers, as well as internally to the more remote departments. Both of these prerequisites are optimal within my internal export team. In order to ensure this, employees always have to be well trained and regularly instructed in the latest state of developments. We can ensure this through the motivation of the staff, who are of course the first line of contact to any customer and also carry responsibility for their own circle of regular in-house meetings and training sessions. Furthermore, it goes without saying that there is also the possibility to carry out training on an individual basis, as needed.

Which main types of plastics are exported? How are they accepted worldwide?

We sell all high-performance as well as standard plastics on the export side. On the one hand, there are interesting developments in many countries of the world, in which plastics find different applications; on the other hand of course, many products which become ready for serial production are also relocated to be produced abroad. We see this happening with products from all divisions.

What is the strength of the ENSINGER product range in export? Where is the biggest potential in export?

The “strengths” have many facets. Besides our broad product range and our continuing product developments, we see here in particular our technical know-how and advisory skills, which make it possible for us in many cases to accompany developments right from the very beginning. In addition, our service and capability to supply are important. I also see especially in the export area even greater potential to utilize these strengths still further and for further growth.

Big opportunities also exist in Asia, thanks to the strong growth in this region. In addition to the markets in Japan and China, one should also not forget India. In export, we traditionally sell many products through the trade which, on the other hand, often works closely with the mechanical engineering sector. Because of the locations abroad mentioned above, as well as the orientation of ENSINGER towards various industry-specific products, there are also lots of changes taking place here in a stepwise fashion.

Being close to the customer is an important factor. How are new markets found?

There are numerous possibilities. Firstly, we visit trade fairs in the home market and abroad which produce many contacts. Furthermore, we like to use the opportunities offered by so-called co-operation exchanges. These providers offer local searches for possible customers and partners according to our wishes. This option is a favourable method to use and involves little administrative work from our side. We also approach possible customer groups specifically through the internet and via corresponding research. Finally, there also remains the possibility of course that we are contacted directly, that potential customers have become aware of us, for example, through our internet platform.

Thank you very much for this interview!

Wilfried Ensinger – new president of the regional Chamber of Commerce in Böblingen

Wilfried Ensinger is the new president of the regional Chamber of Commerce in Böblingen. As former vice-president, he has now taken over the duties of the standing president of the chamber, Dr. Klaus-Georg Hangstberger, who did not renew his candidature for chairman of the regional chamber. Mr. Ensinger has been a member of the Böblingen regional assembly since 1980 and its vice-president since 1988. At the end of last year, he was appointed as honorary senator of the University of Stuttgart for his significant engineering achievements in the development of novel polymer materials, new processing methods and technical moulded parts. Together with the newly elected vice-president, Wilfried Ensinger thus represents the regional Chamber of Commerce of Böblingen and the economy in the county of Böblingen both in the committee and the general assembly of the Chamber of Commerce in the Stuttgart region.

Company and employees donate together 22,000 Euro for flood victims at Sumatra

At the beginning of January, the management team of the plastic producer ENSINGER made an appeal for donations for flood victims. They promised to double the amount collected. The money was to be transferred to the Franziskanerinnen Reutennunnery who are active in the disaster area.

The campaign lasted until end of February and employees of almost every branch have participated. The sum of 11,000 Euro of private donations was collected and now the same sum has been transferred by the company. The money will be used for providing hospitals, houses, schools and children’s homes.

“Our sympathy is extended to all those who are affected by this catastrophe”, explained company manager Klaus Ensinger. “I am pleased that all our employees over the whole world have participated in this campaign. This catastrophe also demands global commitment on a long-term basis in the future.”

New flyers

ENSINGER has recently issued a total of eight new flyers: the marketing department has compiled all the most important information on the latest products and has put this together in a summary form. The properties of their products, as well as areas of use and example applications are presented systematically. Information on the colours and dimensions available up to now, as well as a detailed presentation of the technical data, completes the round-up.

The following flyers are available via info@ensinger-online.com or in the download section under www.ensinger-online.com: TECANAX GRP, TECAPEEK Classix, TECAFORM AH MT, TECAPET and TECAPET TP, TECAPRO P MT, TECAPRO MT, TECAFORM AH SAN and TECAPRO SAN, thermo-mouldable and deep-drawing plastics.

Current law

Recently, the much-changed bank senate of the Federal Court of Justice (BGH) has come out on the side of the banks in a change of position. Compensation payments for the premature redemption of loans was always calculated according to the rate of return of the so-called PEX Index. The PEX Index is based on a portfolio of 30 synthetic debentures with different coupon rates (6 %, 7.5 % and 9 %) and maturities of from one to ten years. As a rule, the PEX Index shows the rates of return which are below the actual achievable rates. When calculating compensation for premature redemption, this brings about a negative effect for the borrower. The BGH has therefore spoken out against the use of the PEX Index. Banks now have to calculate compensation payments for premature redemption using the rates from the money market statistics of the German Federal Reserve. These figures are based on the actual turnover of debentures on the stock market and are rates which could be achieved by mortgage banks, without the possibility of redeeming the debentures (on the stock market). If you have recently paid compensation for premature redemption to your bank, it might be worth taking a second look in case you paid too much.

Achim Lehmann, Rechtsanwalt
TRIG Engineering wins the award “Improvement of Competitiveness” in the aerospace sector

TRIG Engineering, plastics machinists and part of the ENSINGER UK Group, was awarded a prize by the West of England Aerospace Forum (WEAF) and the Society of British Aerospace Companies (SBAC) for “Improvement of Competitiveness”. The prize is the result of a program for “lean production”, the driving force behind TRIG’s continuous ambition to be even better. The objective is never to lose the customer from the center of focus and at the same time to remain competitive worldwide.

For this activity, every single employee was trained for one day on the subject. Subsequently, a team of eight persons from different company departments concentrated on one element of the broad product portfolio of the company in so-called “Master Class activities”. The progress of the team was monitored and controlled each month by WEAF and SBAC up to the end of the project. The results were excellent: supply chains could be expanded to 100%, the number of process steps to completion of a project was considerably reduced, the flow of information was simplified and the development time was reduced many times.

Production Manager Gary Davies said, “This is an excellent result, which certainly sees TRIG Engineering playing in the major league of world class producers. Naturally, the project does not end here. As a matter of fact, now we have the difficult task of applying “lean manufactur- ing” to all processes and all products. It will be a great challenge for every employee to adopt the methods of “lean management” so that it becomes a part of our company culture.”

Mary Morgan

Snowed-in in the Bohemian Forest

Training and team building at ENSINGER, s.r.o.

Nowadays, it is just not enough to win customers by quality, supply loy- alty and advice. To be more precise, a customer needs a partner who can provide a little “social warmth” and who stands by him in difficult situa- tions. In order for our sales team to work in this way, it first has to func- tion correctly. For this reason, the “ESRO” organised a training event combined with sports activities so that everyone could get to know each other better.

The “venue” was in the Bohemian Forest. When se- lecting this location, we had no idea what lay ahead of us over the week- end.

After the most important “Friday business” had been completed, we left for our destination. Soon after ar- rival Jürg Wiedler began his interest- ing presentation on ENSINGER’s new products, from which the col- leagues profited a lot. After the eve- ning meal everyone was free to do what they liked.

Saturday morning: We woke up and realized that we were totally snow- ned-in and cut off from the rest of the world. And this was two weeks before the beginning of spring! Jürg Wiedler had another appointment elsewhere, and he had to be trans- ported in this “emergency situation” to the airport in Prague. The journey with our production manager David Altman turned out to be a real “team building” exercise: dragging the car together, putting on snow chains and “struggling” through the snow drifts. In the meantime, in our nice, warm meeting room we listened to the presentation given by Karl-Heinz Kugele, Divisional Manager Injection Moulding – information, which we will certainly need.

Saturday afternoon belonged to Pe- ter Bongardt with his inexhaustible knowledge on plastic applications. The next “horror scenario” was on Sunday morning: fresh snow had fal- len again and this time the car belon- ging to Mr. Kugele would not budge from the parking surround- ings.

A coordinated effort between the German and Czech “ENSINGER employees”, from the “ADAC Auto- mobile Club” in Munich to the “Central Automobile Club” in Prague finally led to success and at 12:00 p.m. we were all able to drive home.

It was really a “very lively” week- end, which clearly showed: The ENSINGER TEAM simply cannot be beaten!

Richard Suko

Medical symposium at ENSINGER Italia

Dr. Jürg Wiedler and Rainer Gott- fremont from ENSINGER Business Development were recently guests of ENSINGER Italia in Parma and held a symposium there for custo- mers in the medical field. Require- ments in medical technology and current development trends were discussed at the focus of this meeting. The two gentlemen concentrated in particular on the broad portfolio of medical technology products and the new material TECAMAX SRP. The objective was to make customers more familiar with plastic materials, as there is a great potential in the Italian market for the use of plastics in medical technolo- gy products. ENSINGER was pre- sented as a system provider. In ad- dition, it was very important for the customers to get to know one another. There was lots of interest to obtain information and also the exchange of ideas amongst custo- mers was well received, as many are looking for system solutions and co-operation partners.

Last but not least:

Company tour and a relaxed atmosphere at the first ENSINGER senior get-together

In April, the first senior citizen get-together took place at ENSINGER in Nürtingen. The programme included a company tour with subsequent af- ternoon coffee, injection moulding and tooling departments. The chairman of the works council, Ilona Brodt, had the idea for this event and organized it together with Hans-Martin Hess and former purchasing manager Hans Stehle. “We wanted to show our pension- ers how things have developed since they were last in the company and also to give our services the rec- ognition that they deserve in retire- ment – as they have contributed greatly to the success of the com- pany”, according to Mrs. Brodt.

The former general manager, Wilfried Ensinger, expressed a warm welcome to the 25 pensioners who attended and explained about the progress that the company has made in the last few years. Many old memories were recalled that afternoon. “We may look back with mixed feelings on the work we accomplished in the past, but we can be proud of it. The only regret is that we have all gotten older in the past”, said Mr. Ensinger.

Afterwards, Hans-Martin Hess, who also has been retired for a year now, took the group through the produc- tion, injection moulding and tooling departments. The senior citizens were impressed by the changes that have taken place since they went in- to retirement.

It was a nice group and during the company tour there were frequent calls of “Hello!” when the party visi- ted former places of work and met colleagues who are still active. Sen- tences like “I bought this machine” – “This improvement was my idea” or “A much larger machine stood here before” were heard time and again. At the subsequent get-together in the canteen, Martha and Wilfried En- singer joined the group again and the entertaining afternoon ended with coffee and cake – or with a glass of wine and a pretzel.

In future, the senior get-together is to take place on an annual basis. Next year there will be a bus trip, which everyone is already looking forward to.