ENSINGER’s branch in Cham celebrates its 25th anniversary

“Joint growth – shared success”

Wilfried Ensinger was applauded for his address, in which he acknowledged the sites and employees in Cham. Managing Director, Dr Roland Reber predicted that in future, more long-term management decisions would be made in Cham, and that the international Board, the Executive Management Committee and the Advisory Board of Ensinger Holding would hold all meetings in Cham. According to Reber, “all product lines are growing briskly, and really promising products, such as the warm-edge spacer, specialised machined products for medical technology, and cast products for the cable car and crane industry are located in Cham.”

The anniversary was fittingly celebrated with a large family party. In addition to the family of the company’s founder, Wilfried Ensinger, the entire staff of the Cham branch was there with kith and kin. The fun afternoon programme of events offered something for the whole family. The children were entertained in a brightly-coloured tent with juggling, magic and clowns, whilst the adults could help themselves to the gigantic cake buffet, and later to the delicious evening buffet.

The fair schedule is filled at ENSINGER MOTEK – BATIMAT – Transmission Expo – NORTEC

In close cooperation with ENSINGER, Huber Diffractionstechnik GmbH & Co. KG produces high precision positioning systems with Vespel® components, that cope with highest demands and most extreme circumstances.

For over three decades, Huber has been developing high precision positioning systems. The required accuracy of the positioning of the movement and rotation systems range in the lower µm and arc second region. The systems are increasingly used under extreme conditions as for example in vacuum or under cryogenic temperatures and in surroundings where there is high exposure to rays.

The required components must demonstrate long term resistance. Simultaneously, the materials used must not negatively influence the application or the measurement result. The assembly groups that were used until now contained components which did not fulfil the requirements of the extreme operating conditions and due to increasing demands it became necessary to replace them. Due to its extraordinary properties, Vespel® is the material of choice if the part’s symmetry allowed, the components were directly replaced by Vespel® parts. It this was technically not possible, the components were exchanged to parts with varied constructions or new developments. For example very complex UHV limit switch- es (operative range up to 1E-10mbar) were developed for the surveillance and restriction of the positioning area. The hous- ings are made from Vespel® SP1. The remarkable mate- rial properties can be seen in the production process and enable the realization of a filigreed construction (with low tolerances) as in diverse applications under extreme conditions.

Highly demanding components for high precision positioning systems made from Vespel®

Review: ENSINGER at MOTEK in Sinsheim
(11/05) On 23 September 2005, MOTEK, the international trade fair for handling and assembly technology, opened its doors for four days once again. As in previous years, ENSINGER was represented in Sinsheim with some new products. Although visitor numbers have decreased slightly in recent years, the value of individual visits has increased sharply, and several promising contacts were made, giving rise to high hopes for good business following the trade fair.

Review: Building products at BATIMAT in Paris
At ENSINGER building products’ first appearance, the insulbar® (insulation profiles for metal windows, doors and facades) and Thermix® product lines were presented. The entire range of the new Thermix® TX.N warm-edge spacers were on public view for the first time.

BATIMAT is one of the largest, most important construction trade fairs in Europe. There was a very encouraging response to the ENSINGER presentation, which was confirmed through numerous new contacts.

Preview: First appearance at the Transmission Expo in Berlin, and at NORTEC once again
We hope to make just as many interesting contacts at the Transmission Expo in Berlin, which we are taking part in for the first time this year. You will find us at the international trade fair for vehicle transmission technology from 6 to 7 December 2005 in the Maritim Hotel on stand no 42. ENSINGER will then start the new year with an appearance at the NORTEC trade fair in Hamburg, which takes place every two years. Visit us in the far north from 26 to 28 January 2006 at the trade fair for production technology in Hall 10, ground floor, on stand no. 120.

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In recognition of the occasion, Mayor Leo Hackenspiel presented Wilfried and Martha Ensinger with the new gold coin of the town of Cham.

A long ladder was needed so that Works Director Andreas Alsfasser could point out the milestones of ENSINGER’s success.

Wilfried and Martha ENSINGER cut the celebration cake.

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Dear Readers,

Steve Jobs, founder and co-owner of the computer firm Apple, was invited to speak to the students of Stanford University this summer. Whilst talks like this are usually forgotten quickly, this one left a lasting impression and continues to be discussed. I would like to present one of the talk’s key points to you.

Steve Jobs founded the Apple business with a partner when he was 20, and in 10 years grew the company to a staff of 4000 employees and a turnover of 2 billion dollars. Then, because of his headstrong ideas, he was urged by his partner and the supervisory board to leave the company. Jobs describes this time as a mixture of personal defeat, shame and disorientation. The whole focus of his previous life had been destroyed in one fell swoop. But he perceives what happened next as the start of one of his most creative periods. In the following five years, he founded two new businesses – NeXT and Pixar. Pixar has become the most successful animation studio in the world, and NeXT was bought by Apple, and forms the core of current Apple technology. Finally, Steve Jobs also returned to Apple. Today he once again guides the fortunes of the company that he founded, that kicked him out, and that he, according to himself, has never stopped loving. Steve Jobs’ personality is clearly fascinating. However, I think that many people have this type of experience, generally not in the public eye and not always with such far-reaching consequences. There are many little losses, which, when paired with the right attitude, can lead to new opportunities, to smaller and larger gains. Unfortunately, the general mood, particularly in Germany, does not appear to support this mindset. Risk should be minimised and difficult changes should be counteracted by passing off responsibility and pointing out mistakes. Strength seems often to be used only in order to hold on to as large a piece as possible of an ever-shrinking pie. High-level whining is the common denominator. Defending privileges, created for us by previous generations, seems to me to be counterproductive. Strength lies in change. Changing circumstances offer new opportunities, even if change is not always pleasant. I am thankful that the seizing of new opportunities is the rule rather than the exception at ENSINGER. Perhaps this is thanks to our founder, who left a secure position with good prospects and took on high risks in order to realise his vision. Perhaps it is also due to the fact that we often replace “old” materials with new technical plastics and, with our customers, take the risk of leaving behind something tried and tested in order to create something better. In any case, I look forward to continuing to look for the strength of change with our partners and colleagues. Creativity, trust and optimism lead to joint projects, and this form the basis of growth at home.

May I wish you all a winter full of change.

Yours,

Roland Reber
Since 1998, Andreas Alsfasser has held dual positions at ENSINGER in Cham: He is Manager of the Service Center Plant and Buildings Cham and Technical Manager of the Building Products Division. After studying plastics technology he worked for various companies. He started as a car body design engineer with Opel in Rüsselsheim, after which he held a number of managerial posts in several companies, including a year as plant manager in Brazil.

Congratulations on the success of the anniversary event! It must have been quite a challenge to organize such an informative and entertaining event and to bring so many employees and their families together.

Yes, you are right. As this was the first meeting of its kind, we did not know what to expect. But we had a good organization team, which was able to keep calm even when we received a whole list of problems just a few hours before the day and we had to add on extra capacities.

You are one of the few people at ENSINGER who has an operational double function. What are your exact duties and responsibilities?

On the one hand, I am Technical Manager of the Division Building Products and as such responsible for production, raw material supply, quality assurance, production planning as well as for shipping and logistics. On the other hand, I am Manager of the Service Center for Plant and Buildings in Cham: Technical Services, i.e. maintenance, procurement of machines and equipment and building services engineering as well as administration, tool making, occupational safety and the training apprentices and trainees belonging to my area of responsibility.

As works manager in Cham, I also perform duties spanning across more than one site, e.g. contacts to municipal establishments and authorities as well as process planning. I am also a member of the board of the Chamber of Commerce and the Action Group in Cham. In the case of the latter, which is an initiative of our company founder Wilfried Enssinger, we actively participate in presentations, continuing education events and activities to promote training, such as e.g. open days for school graduates wishing to choose a career.

Internally, I try to ensure that the resident divisions not only think just of themselves despite profit targets, but that the common success of the factory is kept in focus. For this reason, I see myself as a mediator between the division who has to bundle the various requests and interests together, so that acceptable solutions can then be found in agreement with all concerned.

What modifications have you proposed and been in charge of recently?

One of the most recent activities was the extension and redesign of the training division. ENSINGER recently received two new raw material silos for the Building Products Division for storing plastic granulate just prior to the anniversary.

The 18 meter high and three meter wide silos serve to ensure continuous supply and prepare for possible additions to our capacity.

Furthermore, we have erected a new tool storage tower, which was necessary due to the continuously growing number of tools. An automatic high rack warehouse with a computer-controlled lift-rack-system now simplifies the access to building products tools. We developed an idea together with suppliers for the optimal utilisation of space and took logistics requirements into consideration at the same time.

A new 5-axis milling machine was purchased for the tool division, which allows us to manufacture new production-optimized tools and also to cover capacity peaks in machining. We have also bought a new vertical etching machine for more cost-effective production.

Is further expansion planned for the future?

Yes, as was mentioned at the anniversary, at least some expansion in mid-term is planned. Our premises are becoming more confined all the time. This means in the short-term that existing halls will be extended, but that in the long run we have to start with the planning of a new hall.

Where do you see the advantages of the location in Cham?

The site in Cham was chosen 25 years ago because one of the employees working at that time in Nürtingen came from the area. That proved to be a good decision over the years. A big advantage of the location is the attitude and motivation of the staff, their point of view about work and loyalty to the company, which are quite exemplary in this respect. As ENSINGER has a very good reputation in the area, it is also never a problem to find new recruits for our training programs.

On average, we have 20 trainees per year – five to seven new youngsters are hired every year, as a rule our trainees are always amongst the best graduates in their class, often with distinctions from the chamber of commerce.

Which milestones have you reached in the past few years at ENSINGER and passed?

An important milestone was the launch of the so-called operational data collection system for process-optimized order processing in the Building Products Division about two years ago. Since then, orders can be entered directly at the control station and processed. Planning has become more transparent thanks to the minimization of paperwork and the centralized registration of orders, processes and work times.

With regard to flexible working hours, I introduced time accounts about two years ago into our shift operations. We have always used the 9/5 shift model for our shift system, so that we were able to be in this quite easily. As one is particularly dependent in this building industry on seasonal effects and the business cycle, this is very useful and we are able to react flexibly as the situation requires.

In the course of a larger project, we were able to distinctly lower our reject quota through process optimization and technical solutions. An important and quite current milestone is the new Thermix® TX.N profile, which I think will be a winner because it offers what customers want: Simplicity in handling and excellent thermal insulating properties for more details see the special report on this page.

Mr. Alsfasser, Thank you for the interview.

The new generation of spacers

Thermix® TX.N is a further top quality product from ENSINGER in a rapidly growing market for “warm edge” spacers. The insulation glass edge bonding with Thermix® TX.N is a reasonable and economical investment in energy conservation and comfort benefits for the users of the glazing in windows and facades.

Thermix® TX.N – this is “warm edge”

Only the best of everything

The combination of stainless steel and highly insulating plastic ensures that the respective material properties are optimally used. This results in the best insulating values. Thermix® TX.N spacers are suitable for all standard insulating glass products.

Thermix® TX.N – For real life practice

Thermix® TX.N warm-edge spacers can be processed using conventional methods for insulating glass manufacture – regardless of whether you produce plugged or bended frames.

More than 10 years of experience in the development, production and application of warm-edge spacers has been put into the new Thermix® TX.N product range. With Thermix® TX.N you achieve a considerable energy saving and a distinct improvement of indoor room climate in an economical intelligent way.

Thermix® TX.N – Thermix® TX.N in their class, often with distinctions from the chamber of commerce.

Thermix® TX.N – grey, black and coloured

The range of Thermix® TX.N warm-edge spacers offered comprises of the currently available profile widths 12, 14, 16, 18 and 20 mm. Further widths are in preparation.

You get further information from www.thermix-txn.com or from ENSINGER Ravensburg, Tel. 0049 751 / 3545 2-0.
In the last “impulse” we asked “What does the so called “W” factor stand for?”
The correct solution was “The linear coefficient of heat transmission”.

The prizes (ENSINGER USB sticks) went to
Lothar Kleinschmidt, Dräger Medical AG
Petra Dethen-Rauër, Flovorserv Exgra AG
Mikael Alhail, ENSINGER Sweden AB
Congratulations!

The question for the current prize competition is:
What is the slogan of the new “cut pieces service”?
a) „ENSINGER al gusto“
b) „ENSINGER à la carte“
c) „ENSINGER – it’s your choice“

Send the answer by e-mail to impulse@de.ensinger-online.com.
The closing date is February, 10th.
Win one of three ENSINGER hip flasks – Good luck!

The largest trade fair for engineering in Central and Eastern Europe took place in Brno in the first week of October. Everyone who is anyone in the engineering world was there, and so, naturally, ENSINGER Czech Republic (Esro) could not miss it. This year, Evo’s stated goal was to pamper their existing customers. A new stand was to be the means of achieving this, one that would be more than simply a “visual” highlight, the “inner life” as well as the concept should confirm to visitors ENSINGER’s position in the Czech Republic. The basic concept was the “plastic pyramid”. Clarity and “stylistic” cleanliness from the outside, and the cosy “home atmosphere” inside were waiting for the visitors from Monday morning. The “inner life”, however, contained a lot more know-how as well. A stainless steel pyramid, on which the individual material groups were lit up in colour in the semi-darkness, and on top of the pyramid, a piece of polycarbonate, bathed in blue light. All that was accompanied by “Dark Side of the Moon”, a classic Pink Floyd work, which also makes use of pyramids.

For Thursday, another treat was in store: for two hours, a local folk group was hired, who performed wonderful well-known Moravian folk songs for the visitors. The lovely songs, the coziness and happy atmosphere attracted others, who would usually have just walked past, deep in the usual “trade fair stress”.

That customers were not only satisfied, but also enthusiastic, was shown not only by their reactions, but also by the “AURA” committee. Aura is a competition for “successful participation in trade fairs”. Two candidates from each of five trade fairs held during the year go forward to the final round, and ENSINGER has done it, as they did last year. Many thanks to the great team, who led us to success once again.

Richard Sulkó

Enbridge

The picture shows Tanja Kollmann, Works Director Andreas Alsfasser, and ENSINGER representatives Johann Hecht, Janine Zangl and Alexandra Vollammert.

(1) As part of the 25th anniversary celebrations in Cham, there was also a prize draw in aid of KUNO, the project to build a university children’s hospital for Eastern Bavaria. Excited by the valuable tombola prizes provided by the company, the guests eagerly bought tickets, raising a grand total of over 1750 Euro, which was topped up to 2000 Euro by company management. The cheque was presented a short while ago in the ENSINGER offices. Johann Hecht, who works at the hospital and is on the Kuno Project committee, accepted the donation.

Andreas Alsfasser summed things up: “We are pleased that our contribution will go a little way towards achieving the goal ‘We are building our university children’s hospital ourselves’.”

Creative new trade fair stand concept

ENSINGER’s Czech firm at the largest engineering trade fair, in Brno

ENSINGER donates 2000 Euro

ENSINGER is a member of the Baden-Württemberg aerospace forum

ENSINGER GmbH is a member of the LBWB – the Baden-Württemberg aerospace forum, which works closely with many different companies to develop innovative applications and oversees development projects. Many well-known companies are represented in this forum, which offers an excellent platform for ENSINGER as a manufacturer and vendor of high-performance plastics.

At the first general meeting in October, which was also the formal inauguration, the Minister for Economic Affairs, Pfister, was among those who praised the creation of the forum and the close interaction between science, industry and politics it offers as an increase in the industrial-political strength of Baden-Württemberg.

In the second part of the meeting, some of the members presented their companies and products.

Rainer Gottschalk, the ENSINGER Industrial Manager, presented the new material “TECAMAX”. “The presentation was very popular. We made valuable contacts following on from the talk, and we laid down solid foundations for interesting future projects,” he summed up.

ENSINGER plastics are first choice for specialised aerospace technology, when weight reduction, high performance and safety are all important considerations. An ideal alternative to lightweight metallic construction materials, aluminium and glass, they have impressive qualities: low densities, optical transparency, are self-extinguishing and can be easily shaped and coloured.

Further information on the forum at: www.lbwb.de

Impression

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ENSINGER on tour

[|Karl] ENSINGER has been working with the logistics company Diehl for some years, ensuring reliable delivery of products to customers. Every day, the logistics company transports several tonnes of plastic goods from ENSINGER in Nufringen to their depot in Esslingen, from where they despatch the goods all over Germany and Europe. As a way of demonstrating their excellent business relationship, Diehl offered ENSINGER the tarpaulins of two lorry trailers. Since September, Diehl’s large lorries can be seen daily around the Stuttgart region, with ENSINGER advertising on the sides.