Issue 2/2016
Employee and business partner magazine
www.ensinger-online.com

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Dear Reader,

Getting out and about is part of my job. During many years spent travelling, I have gained the sense that the world is inevitably growing closer together. Products and services are becoming more global. People today find their way around the Black Forest with their nose in a Google map. Trees on a ranch in Texas are cut down using a German Stihl power saw manufactured in Asia. And because all of mankind has similar needs, most people enjoy swapping experiences. People raise their tankards at Oktoberfests around the world, sushi is eaten everywhere, and children in Halloween costumes demand treats at every front door. For many people, encountering the unknown is motivation to find out more. But in recent times, I am increasingly noticing another side to the experience of encountering the unknown: The presence of fear. Is the world still growing closer? Late- ly, walls and borders seem to be gaining in significance once again. They are dominating the political developments of our times. Planned trade agreements are no longer pursued, and existing ones are at risk of being revoked. The dangers inherent in free movement are viewed as outweighing the opportunities. It is only natural that migration and an influx of refugees will give rise to concern and fears, this is understandable. We all want to further improve or at least maintain our quality of life. But for all that, customs and borders diminish the scope for export, and people will miss opportunities to venture into new territory. Does an isolationist policy really help us maintain our quality of life?

The publication in front of you is designed to literally provide the impetus to turn this direction around. We are talking here about courage. Entrepreneurial courage. Courage to venture into the unknown. Courage to open branches and the confidence to invest in people whose language we don’t speak and whose culture we don’t understand. Wilfried Ensinger spent his life overcoming barriers. He welcomed the unknown with open arms. All of us at Ensinger are the beneficiaries of this courageous attitude. Our company has so much in common across borders: our products, but our values too. Much of this extra-long edition of our employee and customer magazine is dedicated to this year’s jubilee celebrations. On the last page, you will find a link to a short film about Ensinger. One of the topics featured in the film is about coming together, about how people in a globally active family firm join forces to work alongside each other. I wish you every enjoyment looking back at our 50 year company jubilee, and hope that this retrospective inspires you to draw courage for the future. Last but not least I wish you and your families a relaxing Christmas break and a good start into a happy New Year.

Yours,

Roland Reber

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**Relocation in Texas**

Ensinger Special Polymers now has a new location in Houston/Texas. The new building with its production area of 6,000 square meters, offers three times the capacity of the old factory hall. Ensinger Special Polymers supplies primarily the oil and gas industry with semi-finished products and technical components capable of withstanding high levels of stress, which are manufactured using the compression moulding method.

The new address details:

Ensinger Special Polymers, Inc.
12331 Cutten Road
Houston, TX 77066, U.S.A.
Tel. +1 281-580-3600 ; Fax -3608

Some members of the trade fair team (left to right): Tanja Bröning, Frank Hermle and Claudia Müller (HR Officer) and Achim Lehman, Head of Legal and HR, talked to visitors at the recruitment fair about career opportunities at Ensinger.

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**Questions, suggestions, different opinions? Write to us at impulseredaktion@de.ensinger-online.com**

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**In touch with up-and-coming talent**

Ensinger exhibited for the first time at the “Karrieretag Familienunternehmen” recruitment fair specifically for family-managed firms. 
- by Tanja Bröning, Frank Hermle and Claudia Müller (RHR)

The company Festo in Esslingen, was the scene of bustling business activity in mid-June this year, when it hosted around 650 university graduates and experienced professionals from all areas of expertise, taking part in the “Karrieretag Familienunternehmen” recruitment fair. Young talent gathered to make the most of this opportunity, hoping to build links with HR representatives of medium-sized companies from right across Germany. Ensinger was present for the first time this year with its own stand. The HR Team from Nufringen and Cham received valuable support from colleagues representing different fields of expertise at the stand. Andreas Schmid, Head of Technical Compounds, and Gertraud Schatz, Team Leader for Insulbar Production and Project Management, were available to answer questions relating to all aspects of our products and technologies. Ahead of the fair, all the companies taking part were provided with an overview of the candidates. Interview lounges could be reserved to hold talks with potential applicants. Plenty of initial contacts were also established at the stand itself, where it was possible to talk about career openings at Ensinger in a relaxed atmosphere. The company presentation attracted other potential candidates to the stand. Some of the visitors commented that they were keen to get to know an international family firm which takes this approach to its employees. After the fair, which provoked a gratifying degree of interest and gave rise to some interesting discussions, there was a general consensus: The careers day clearly indicated the potential opened up if one gets to know an international family firm which takes this approach to its employees. On the other hand, it gives our family firm the chance to make itself known as an attractive employer in the recruitment market. Pleasingly, we received our first speculative applications within just a few days of the fair.
Family firm Ensinger looks back on half a century of company history. Reason enough to come together with colleagues and celebrate this landmark achievement.
The two Managing Directors Klaus Ensinger and Dr. Roland Reber reviewed the company’s history. It all started in a garage...

Former German President Professor Dr. Horst Köhler voiced his praise for the company’s excellent development.

Professor Dr. Berthold Leibinger, former Chief Executive of the Trumpf Group, shares Wilfried Ensinger’s conviction that ownership creates an obligation to work for the common good.

Acclaimed for his life’s work: Wilfried Ensinger, founder of the Ensinger company and charitable foundation

“Martha and Wilfried Ensinger have created a great lifetime achievement.”

Prof. Dr. Berthold Leibinger

Following the early days working from a garage in Ehningen, over the next half century, Wilfried Ensinger was to turn the small business into an international company group. Today, Ensinger is represented with production sites and sales offices in all important economic regions of the world. Joining with employees from home and abroad, long-term customers and suppliers as well as an array of honoured guests from the world of politics and business, the family firm celebrated its 50th company anniversary on June 17 with a ceremony in Böblingen’s Kongresshalle.

The evening program for 500 guests, was preceded by an entertaining address by Klaus Ensinger and Dr. Roland Reber, enriched by anecdotes and a generous dose of self-irony. In dialogue, the two Managing Directors took a retrospective look back at the company’s history: They described the beginnings during the sixties, when Wilfried Ensinger would regularly put in a night shift after a long and arduous working day testing new methods or manufacturing semi-finished products. The first two home-built production plants, were installed in a garage which was hardly long enough to extrude engineering plastics into rods. Before an extruded length reached the other side of the road, it was cut off using a tenon saw. In the beginning year, Wilfried Ensinger’s wife Martha took the finished products to the station in the pram – until one fine day it collapsed under the weight! His father, according to Klaus Ensinger, read that as a good omen at the time. “Things are on the way up!”

Optimistic outlook

Klaus Ensinger and Roland Reber recalled other successes which Ensinger has been able to notch up over the past five decades: “Consistent growth achieved, never a single loss registered in any year, hollow chamber profiles made possible, successful diversification with new product lines, and finally, the launch of the first extrusion process in Asia”. But the pair were
“Wilfried Ensinger has succeeded in forming an exceptionally skilled workforce.”

Prof. Dr. Horst Köhler

anxious not to leave out less successful ventures either: ‘The leap over the pond only took off on the second attempt following one failed joint venture in the USA. Wounds which took a long time to heal, include purchased production plants which later had to be closed, and separation from the employees and management.’

Today, the markets are hotly contested and margins are narrow. This, they emphasized, made it all the more important to take a critical look at the company’s activity and question strategic decisions. Overall, the Management Board takes an optimistic view of the future, with ever closer cooperation between company divisions playing a key role, as well as digitalization and more training and education. “We work together and we treat each other with fairness”, emphasized Roland Reber. Klaus Ensinger was also keen to highlight the feeling of community within the company: “It is precisely this spirit which has made us what we are today. Our culture is here to stay, as are our values. We will remain a family firm.”

“Achievement for Society”
The first guest speech of the evening delivered by Professor Dr. Berthold Leibinger was delightfully framed by enjoyable musical contributions from the prize-winning New Chamber Choir of Heidenheim and the Symphony Orchestra of the Albert-Einstein School of Böblingen. The former Chief Executive of the Trumpf Group, called Wilfried Ensinger an “almost archetypal founding entrepreneur”. Leibinger recalled the shortage of capital and labour in the seventies. And later on - in the same way as Ensinger - he had always been on the lookout for gaps and new challenges. An entrepreneur regularly asks himself the question: “Can I take the next step? Can I open a branch plant or will I be overreaching myself?” Wilfried Ensinger, according to Berthold Leibinger, stands as a “leading light of the...”
Employees from Germany and abroad toasted the founding couple Wilfried and Martha Ensinger. The biggest employee party to date saw 1,300 guests make the journey to Rottenburg-Ergenzingen. The two Managing Directors Dr. Roland Reber and Klaus Ensinger announced the program. The varied supporting program contained something for everyone, young and old. The mood among the colleagues was tremendous.

“‘I am overwhelmed, ecstatic – and speechless.’”

Wilfried Ensinger

medium-sized enterprise culture”, who like himself firmly believes in the social market economy and shares the underlying conviction that ownership creates an obligation to work for the common good. “Through further development of the company and by setting up the Wilfried Ensinger Foundation, you have achieved something for society.” Berthold Leibinger also emphasized the importance of Wilfried Ensinger’s wife in building up the business. From the very beginning, she encouraged and supported his endeavours. “Without Martha Ensinger the company would not be what it is today”, emphasized Leibinger. “Together, they have succeeded in creating an exceptional lifetime achievement!”

Success model of a family firm

In his speech, the former German President Professor Dr. Horst Köhler, who has been a friend of the Ensinger family for many years, congratulated “all those who have contributed towards this success story. “Wilfried Ensinger has succeeded, he went on, in “forming an exceptionally skilled workforce”, also on an international level. “Innovation, quality focus, and team spirit are what have made this company great.”

“I had not had the courage ...”

On behalf of the workforce and the two younger generations of the family, bringing the evening to an end, Klaus Ensinger thanked his parents. “If you had not had the courage 50 years ago to establish this company, we would all not be standing here today”. The founder, who turned 80 in May, interrupted the rapturous applause and said: “I am overwhelmed, ecstatic – and speechless.”

success and social cohesion, as they ensure prosperity and offer training, work and an income to millions of people.” Köhler wishes there were a return to the spirit of entrepreneurship and a greater appreciation of small and medium sized businesses. He sees Wilfried Ensinger, who as President of the Regional Chamber of Commerce, had also voiced a call for businesses to embrace entrepreneurial risk, as a shining example of a businessman with the will to live a life of self-determination and so achieve benefit not only for the family but for the greater good.

“‘I was overwhelmed, ecstatic – and speechless.’”

Wilfried Ensinger

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Employee party with international football tournament

The next day saw the second part of the Jubilee celebrations in Rottenburg-Ergenzingen. The biggest employee party ever thrown since the company was founded, was attended by over 1,300 guests from around the world: alongside the German employees and their families, employees from the subsidiaries were also on the guest list. The traditional football tournament kicked off the proceedings. The final game for the "Ensinger Cup" was won by Ensinger Italia against the Nufringen team with a penalty shoot-out. The Jubilee celebrations continued on into the evening in a marquee, and when the cover rock band "Madison Bow" took to the stage, there was no stopping the party-goers. Whole departments were up dancing on the tables already by the second song. The party went on until late into the night. After all, a company only turns 50 once!

Ioannis Argiriadis, Chair of the Overall Works Council and co-organizer of the employee party.

“The employee party was a resounding success!”
Ioannis Argiriadis

To mark the 50-year company Jubilee, our apprentices produced a video about what training is like at Ensinger. We take a glimpse behind the scenes.

There was a general consensus that the congratulatory card from the apprentices to mark the company’s 50-year jubilee should be something special – this much was clear. “None of us had anticipated that our video would be such a bull’s eye”, says a delighted Miriam Fiedler. It was the Head of Personal Development and Training who came up with the idea for a congratulatory message on film. “All 37 trainees were fired with enthusiasm straight away, and everyone got involved”, she reports. “I was available in case there were questions, but the apprentices took care of everything else themselves.” A core team of organizers delegated tasks, tracked down former employees and training staff to interview, and procured the necessary equipment. The group was busy writing the script, shooting scenes and cutting the video for over three months.

Melanie Gruidl, training to be an industrial clerk, was amazed at how smoothly it all worked. “I was really impressed that so many colleagues were willing to get in front of the camera”, she reports. “It was also important to keep everything closely under wraps, as the film was meant to be a surprise, after all.” Ahead of the big jubilee party, the team presented the film to the Managing Board. Alongside general facts about training possibilities at Ensinger, the video has plenty of surprises to offer: including dancing interludes, interviews with colleagues about the company climate, and some mild leg-pulling about their tutors. “Sensational! I’m completely speechless”, was the enthusiastic response from Managing Director Dr. Roland Reber. Klaus Ensinger was touched by the commitment and hard work the apprentices had invested: “The video has a really professional feel. Congratulations on creating the perfect surprise!”

The apprentices presented the whole breadth of different training vocations at Ensinger in turn.

The apprentices spoofs their trainer Sven Birk, comparing him to Superman. Hats off to Sven for donning a super hero costume and being filmed riding on a skateboard.

The training staff joined in the fun: Sven Birk, Janine Schulz, Miriam Fiedler and Heinz Lehmann (left to right).

The makers have kept a recording of the funniest outtakes showing slips of the tongue and other mishaps.

Employees

Fotografie Bernhard Krause; Ensinger

Apprentices take to the silver screen
A warm welcome!

Employees who have joined Ensinger:

Nufringen
- Industrial Electrics
  - Adam Gruschka
- Compounds
  - Matthias Egler
  - Manuel Graf
  - Joachim Reidenbach
  - Sinan Tunar
- Controlling
  - Manuel Luippold
- Purchasing
  - Simone Kimmich
- Marketing
  - Ralf Richter
- Shapes
  - Philipp Baitinger
  - Hüseyin Baytaş
  - Roland Böhmer
  - Osman Gökgurt
  - Elvis Halkic
  - Michael Hefterich
  - Jürgen Herbig
  - Denis Herdt
  - Jure Karamatic
  - Lukas Kern
  - Hans Löcher
  - Luca Saur
  - Andreas Schober
  - Kevin Sladkowski
- Downtown
  - andreas Vogl

Ergenzingen
- TECSINT
  - Axel Reinheimer
- Apprenticeship
  - Injection Moulding
    - Petra Belser
    - Patrick Breitmaier
    - Thomas Hellstern
    - Marvin Kopp
    - Erika Kuzz
    - Mario Milazzo
    - Stefan Schimmels
    - Andrea Schumann
    - Svetlana Simsek
    - Andre Staas
    - Bohan Stankovic
    - Angelika Steinle
    - Hubert Treba
    - Rene Ugozino
    - Silas Waap
    - Nicolaj Weimer
    - Oscar Ziendel
  - Process mechanics
    - Marcel Kovaci
    - Maurice Spidel
    - Dennis Herkmann
  - Tooling mechanics
    - Philipp Beck
    - Manuel Binder
    - Benjamin Saur
  - Bachelor programme
    - Mechanical engineering
      - Robin Drechsel
  - Bachelor programme
    - Industrial engineering
      - Dilara Yüce

Cham
- Industrial Electrics
  - Daniel Lehmann
- insulbar®
  - Josef Breu
  - Jonas Bricha
  - Torsten Meier
  - Vladimir Möhrenko
  - Markus Rama
  - Markus Sch€chlbauer
  - Tobias Steiner
  - Robert Winkler
  - Joshua Zahn
- Shapes/Cast Nylon
  - Anastasiya Möhrenko
- Process engineering
  - Johannes Dietl

Ravensburg
- Tool Making
  - Thomas Dendler
- Administration
  - Maria Schwendemann
- Machining
  - Jonas Baur
  - Thomas Schneider
  - Andreas Vogl
- Apprenticeships
  - Process mechanics
    - Josef Dencil
    - Karolin Neubig
    - Lukas Prinelt
    - Sebastian Schröpfer
- Apprenticeships
  - Machining mechanics
    - Tim Brähmer
    - Luisa Breu
    - Markus Riederer
    - Dominik Sporrer
    - Alexander Zwicknagl

Awards for training achievements

At the end of August, cutting service team member in the Stock Shapes Division Willi Wörner, celebrated 40 years of service in the company. When he joined Ensinger in 1976, he was just 16 years old. Willi Wörner was unsure if he would be able to meet the requirements and be accepted despite due to a disability. But the local lad from Nufringen was given a chance, and quickly impressed his superiors and colleagues with his performance, despite the tough working conditions and overtime that were part of the normal work routine at the time.

Today, Willi Wörner works in the plastics machining department, primarily operating grinding machines used for surface finishing of plates and rods. At weekends, he enjoys getting out and about on his e-bike or scooter in the Black Forest. As an avid football fan, he is keeping his fingers crossed for a resurgence of VfB Stuttgart.

Top marks all round

The Wilfried Ensinger Prize for the best final thesis of his year has gone to Tobias Röhm. The topic he chose for his Master’s thesis at the Institute of Chemical Process Engineering (ICVT) at the University of Stuttgart, deals with determination of the extensional viscosity of polymers. Immediately after completing his degree in mechanical engineering, Tobias Röhm launched his career at Ensinger. His specialist knowledge in product and process development is deployed in Nufringen.

Tobias Röhm (right) was presented with the Wilfried Ensinger Prize for his Grade 1 Master’s thesis at the University of Stuttgart. He was congratulated by Dr. Christoph Krohmer (left), Head of Service Center Product and Process Development.

In Cham, the excellent achievements of Jonas Baur (left) and Thomas Schneider (right) were rewarded with presentation of the Wilfried Ensinger Prize. Both former apprentices are now working in their chosen vocations as Machining Mechanics.
Perfectly networked

We don’t need to reinvent the wheel, say Ensinger’s Personal Assistants. Their new network demonstrates that cross-location team cooperation works.

What can PAs do to share information and knowledge to help them in their daily work? This is the question deliberated by 17 colleagues taking part in an EVI workshop. The outcome of those deliberations: a cross-location PA network. A newly created SharePoint workroom contains lists of hotels and restaurants, catering addresses, checklists, and an overview of the meeting rooms available to book across the three German producing locations. The PAs have also made their planning tasks easier with an overarching Ensinger events calendar. All the relevant events can now be found on a shared platform, from customer training days through to trade fairs and department meetings in which colleagues from other branches are involved. Another idea produced by the workshop was for new PAs to be assigned a mentor to help settle them into their new role. Alongside exchange through the SharePoint workroom, workshop quarterly video conferences have also been held in which the PAs share news and drive forward the international expansion of their network. One of the initiators, Julia Lorch, says: “We are learning an enormous amount from each other. Networking makes our job easier and means that cross-location cooperation is far more efficient. This exchange also generates synergy effects for Ensinger”. In July, the PAs took part in a communication training event in Nufringen. Elke Maier, also one of the organizers, says: “This seminar not only gives us the opportunity to swap information on our daily challenges, such as how to deal with disruptions, conflicts and imprecise information, it also gives us valuable ideas for more successful communication”. The PAs intend to go on taking part in the virtual workroom and also keep up to date by getting together in person.

Ensinger supports international work camp

Students take part in a project on the concentration camp memorial

Covered in ivy and choked by undergrowth, they have been lying hidden for more than 70 years: the remains of an aircraft repair hangar near the former concentration camp outpost in Hailfingen-Taüfingen. This is set to change in the summer. The ruins of the listed site, which was built during World War Two by forced labourers and prisoners of war, will now be brought back into the public eye and restored as a memorial. As part of a work camp, nine youngsters from around the world have revealed the foundations and a dry stone wall, which formed part of the aircraft hangar. “We’ve learned a lot about history, loads of things I hadn’t realized. I’m so glad to have been part of it”, says student Idil. Equally positive were the impressions summed up by the other participants from France, Italy, Russia, Spain, South Korea and Turkey, making up the working party organized jointly by the Concentration Camp Memorial and the community service charity IBG (Internationale Begegnung in Gemeinschaftsdiensten). Ensinger provided funding for this project together with other sponsors. Four students of technical subjects were also given the opportunity to visit the injection moulding factory in Rottenburg-Ergenzingen.

Out in full force for the Böblingen fun run

The Ensinger team lined up at the start of the 4.8 kilometre course to take part in the big fun run for the second time this year, totalling 19 men and 15 women. Christian Sabo (Shapes Production Planner) runs towards the setting sun. A total of 2500 participants turned out to make the most of a perfect late summer evening.


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What’s special about IT at Ensinger?
We all know that IT stands for information technology – something we shouldn’t lose sight of. After all, the technical infrastructure has to be right, and the software has to run like clockwork. We are here to take care of that. But first and foremost, I see our role as that of information managers. In other words, we design need-driven, process-oriented information flows using structured master data on a solid basis of a homogenous, standardized software landscape and secured operation.

How is this transformation taking place in concrete terms?
Up until three years ago, the IT Department in Nufringen was located in confined rented premises. We felt a little bit like the poor relations. If something wasn’t working, the phone would ring and there would be a frustrated voice at the other end saying: “The email program is playing up – can you sort it?” Or one of the divisions would contact us to ask if we could program a software solution for a specific program. We were quite often the last ones to find out that some sort of special software had been purchased. To sum up: Our work was largely reactive rather than proactive. We used to be called in like you would call in a workman to sort out your plumbing or build you an extension. Today, I would class our role as rather that of the architect. We work together with all the divisions and service centers to design the processes, master data and software used at Ensinger. We see ourselves as partners working at eye level with clients. Another difference now is that at one time, there was no international cooperation with our IT colleagues in other countries. We hardly knew anything about each other, even though the cross-border collaboration between the “big” divisions is growing all the time.

How is your collaboration with the different business divisions?
Our aim is for the divisions and service centers to know all about what IT can offer them, and for IT to know what it is our partners want. One of the tools we use to achieve this is the IT Board. This is where we discuss big decisions and new software with the Management Board. I also make sure I meet up with every Head of Division at least once a year. This gives us the chance to discuss where we are heading, and what the key focus points should be. We also carry out a satisfaction survey once a year through the IT Service Desk.

What are the focus points for you at the moment?
Of course, one of our main concerns at the moment is TECAspeed, the introduction of the new ERP system. At Ensinger GmbH, we will be changing over from BaaN to SAP in April 2017, with the international subsidiaries and branches following suit step by step. We are also supporting the TECA sales project, which envisages the introduction of a standardized CRM platform. All our websites worldwide will also soon be operating with a single, uniform content management system. Standardization and internationalization are priority issues for us.

“We used to be called in like workmen to sort out the plumbing. Today, we are the architects.”
Dr. Erwin Schuster

Dr. Erwin Schuster has been CIO with responsibility for IT at Ensinger for just under four years. Over this period, he and his team have engineered a whole host of changes. From Nufringen and Cham, the Service Center IT supports the different company divisions in managing their global activities and business processes. In this interview, Schuster explains the targets he has set himself and what matters most to him.
“There’s more Ensinger in our IT today – and it shows.”

Dr. Erwin Schuster

Ensinger is a global corporation in every sphere. Since 2013, we have organized an IT Summit every year in November, which allows the responsible IT departments from every country to meet up. We discuss issues such as common standards for laptops, standardized email systems or global solutions for video conferencing. Responsibility for the gradual networking of all locations which is currently under way falls to the Infrastructure Team in particular. This year, we’ve moved into a dedicated building in Nürtingen which offers us, the key users and the project teams considerably more space. But much more importantly, we have more IT team members than before in the German locations. However, to give you a realistic picture, it’s important to stress that we have replaced some of the long-term experts who previously worked under contract to us with our own permanently tenured staff. For me, it’s vital that we have our own people with a complete command of key company issues so that we aren’t reliant on outsiders representing external interests. It would be strange if

What changes have there been within IT since you took over management four years ago?

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But once you establish clear boundaries of responsibility coupled with the necessary freedom of movement, everyone can work more effectively. I’ve been really impressed with the result of these changes! But once you establish clear boundaries of responsibility coupled with the necessary freedom of movement, everyone can work more effectively. I’ve been really impressed with the result of these changes!
Why article numbers shouldn’t talk

The new system is the world over.
- by Gerd Johannsen (Head of Master Data Management)

With conversion to the new ERP platform, the internal article number system is also set to change at Ensinger. The “talking” sequences of letters and numbers will be replaced in April 2017 by pure numerical – but unique – article numbers. For many of our long-serving and deserving colleagues who are familiar with the logic of the old system, the benefits of the new article numbers may still be somewhat mystifying. But there are many reasons which pointed to the need for a change, which relate to our objectives of standardization and the worldwide integration of locations. Right from the initial launch of the matrix organization, it became evident that the individual components of the article numbers, lack relevance for some divisions. Assignment to divisions, shapes, drawing numbers, material group assignment or production statuses (raw material, semi-finished part or finished part) appear differently for each business division. For the Compounds Division for instance, compounds produced at Ensinger represent products, which are either marketed or further processed in the company. For a colleague from the Stock Shapes Division, a plate produced from the compound material is a stock shape which is ready for sale. Seen through the eyes of the Machining Division, this same object is a semi-finished product. Seen internationally, this gets even more complex, as the article numbers of stock shape products only start with “H” in German-speaking countries. The old system breaks down completely when organizational changes occur, for instance the merger of two divisions or splitting one division to create a new one. The starting abbreviation no longer fits, but it still appears printed on all the catalogues, price lists, labels or products.

Improvement for customers too

The new article number system offers customers the benefit that they no longer need to carry out any adjustments if Ensinger’s internal organization changes, not even if the market or the law impose new requirements. All the information which was contained in the previous article numbers is currently distributed over several master data fields. Following the change, this information can be reflected in all the national languages represented at Ensinger, and can be adjusted in places as required to local requirements. And a positive piece of news to finish with: Anyone who looks for the familiar article numbers, either out of habit or because asked to do so by a customer, will also find what they are looking for in future: The IT Department will naturally continue to store the former letter/number combinations in the SAP.

A new face

Logo for Environment, Occupational Safety and Energy Management
- by Markus Schroth (Energy Management Representative, Ensinger GmbH)

The Integrated Management System at Ensinger is being given a brand new face. For years, the three management systems Environmental, Occupational Safety and Energy Management have worked hand in hand, and in practice have often been difficult to separate out. In order to depict the integrated approach in all publications, the Quality Management Service Center has teamed up with Central Marketing to design a new logo. The picture composition which illustrates the interaction of the three management systems, will be proudly displayed in future in production and office areas around the company. One of the upcoming issues of “impulse” will include a practical example of how the interaction of the management systems works at Ensinger.

Sought? Found!

Quickly finding the right insulating profile.

Given the wide-ranging demands made on contemporary metal windows, doors and facades, the development of a new system is time-consuming and complex. As far as the most suitable thermal separation is concerned, designers can now rely on support from the insulbar Finder. The product selector guides users step by step to the right product from the extensive range of standard insulbar profiles. And there is more than one way to reach your end target, for example by providing information on the planned system cross-section of a window. If users opt to use this search method, they first have to decide on an opening method. The next step is to narrow down the frame values, such as the Uf value and various dimensions. The selection process is completed by providing information on the window itself. Other points of entry for searching, are parameters relating to the geometry or if available, the article number of the required profile. No matter which route customers choose, in the end they will be given all the technical information about the selected profile. Registered users simply download it. A mouse click sends the selection direct to the Ensinger sales team with an enquiry. For Matthias Rothfuss, Project Manager for insulbar Development & Application Technology, the new selection tool is an invaluable aid: “Using the insulbar Finder we can provide our customers with support right from the earliest development stage – irrespective of the time or place. By deciding in favour of an existing insulating profile, they will be faster to market with their systems. In addition, this means eliminating any costs for specially required tools.”

The insulbar Finder guides users online step by step to the most suitable insulating profile. For example by providing information on the planned system cross-section of the window.

Once the right profiles have been placed in the shopping basket, the user can place an enquiry directly with the insulbar sales advisors.

More information: www.insulbar-finder.co.uk
Lively interest at the K Fair

Every three years, the K Fair in Düsseldorf showcases innovations and trends from across the plastics industry. This October, the positive future outlook was reflected in an upbeat mood among the exhibitors. The organizers of the international lead fair registered a new record with 232,000 visitors. Our two stands in Halls 5 (Ensinger Group) and 6 (Compounds) enjoyed a lively stream of visitors on the eight days of the fair, which was due to the fact that the international subsidiaries and branches took the opportunity to meet important customers and potential clients at the K. As always, alongside the Shapes Division, the smaller company divisions were also represented in Düsseldorf, keen to showcase their performance spectrum and forge new contacts. Of the innovative portfolio of products on show, we are presenting two product lines here which are already meeting with a lively degree of interest in the market.

TECACOMP EMI – New shielding plastic housing material

The Compounds Division presented new products for plastic housings with a shielding function at the K 2016. By incorporating absorbent fillers, Ensinger has succeeded in smoothing out room resonances and thereby significantly minimising drops in shielding effectiveness.

Electromagnetic compatibility is a must

Current technologies require more and more electronics in a small installation space, while the output densities and frequencies of electrical components are increasing. Developers are faced with the challenge of designing components in such a way that devices do not interfere with each other through electromagnetic waves. With metal and metal-coated housings, and likewise with plastics designed to be conductive, there is the risk of multiple reflections. These room resonances result in drops in shielding effectiveness at different frequencies, and may lead to malfunctions or jeopardise operational safety. The new TECACOMP EMI compounds avoid drops in shielding effectiveness; this is achieved by absorbent additives in the plastic preventing the penetrating waves from being reflected back again. All electrical and electronic devices must be tested for electromagnetic compatibility (EMC) before operation in order to receive a CE mark. The new compounds from Ensinger make it easier to pass the CE test thanks to greater operational safety, also at higher frequencies.

Advantages over previous solutions

With TECACOMP EMI, users benefit from a novel material for housing technology which has additional advantages compared to metal housings or metal-coated, plastic housings. Thanks to the injection moulding process there is complete freedom with regard to the design, complex structural shapes are also possible. The shielding function is present directly after the injection moulding - no additional work steps are required to apply a shielding layer. In addition, no post-treatments such as deburring or the application of bosses are needed. The injection moulding process also makes it possible to produce large quantities economically.

Protection from electrostatic discharge (ESD) is provided by the material as a whole, not only by a metal-coated surface. Compared with metal housings, plastic housings made from shielding compounds also generate significant weight savings.

High-performance plastics for additive manufacturing

3D printing or additive manufacturing is currently among the plastic industry’s particularly dynamic fields. Reports of new materials and printer solutions are coming in thick and fast. In this up-and-coming growth market, Ensinger is working with a range of different methods, focusing predominantly on Fused Filament Fabrication (FFF). This technology offers particularly promising perspectives for high-performance thermoplastics.

Working in collaboration with a number of different partners, Ensinger covers the entire value chain, starting with the raw materials, which can be modified in line with customer requirements. Filament product rests at Ensinger on the solid foundation of 50 years of experience in the field of extrusion technology. The Industrial Profiles and Tubes Division produces the filaments from engineering and high temperature plastics to an exemplary standard of precision. The products are then carefully tested and packaged.

Ensinger showcased eight different materials for additive manufacturing at the K Fair, with products ranging from anti-static TECAFORM AH 5D, to TECASON S, to TECAPEEK. The exhibition was rounded off by components manufactured on 3D printers.

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Filament spools. Ensinger presented eight different engineering and high-temperature plastics for 3D printing at the K Fair.
The proven and the new

This landmark jubilee year at Ensinger is drawing to a close. The second part of this short pictorial chronicle starts at the end of the nineties. Diversification and internationalization were continued, also after the change of management generation. New product lines were added, and with introduction of the division structure, the business fields were gradually set up on a global basis. Today, Ensinger is represented in all the major industrial regions with production plants and sales branches. In future, the degree of networking is set to increase further, as the market demands even closer international cooperation between the Divisions and Service Centers.

Art made of plastic: Otmar Alt’s “Little Non-Conformist” comprises 42 individual elements.

Improving structures and processes. The launch of the CIP program “EVI” (standing in German for Ensinger Improvement Instrument) falls victim to the financial and economic crisis.

The Brazilian team in front of the factory in Sao Leopoldo. Ensinger do Brasil sells semi-finished products and components across the entire South American continent.

Factory opening in Shanghai. Since 2007, Ensinger has been manufacturing machined finished parts in China.

The Wilfried Ensinger Foundation supports social, cultural and science projects.

Joint Managing Directors since 2002: Klaus Ensinger and Dr. Roland Reber.

The Thermix product line is integrated by acquisition into the Ensinger Group.

A change of logo and corporate design, but with blue remaining as the characteristic colour.

Spacers for insulation glass: The Thermix® product line is integrated by acquisition into the Ensinger Group.

Full screen simulation is now routine in the design of injection mouldings.

Heavy investment in the parent plant: Automated intralogistics and expanded production.

In Nufringen, a new factory hall was opened in 2009 for the Compounds Division which was founded two years previously.

The Royal Family honours John Speirs for his achievements as the long-term Managing Director of Ensinger Ltd.

With the injection moulding factory in Rottenburg-Ergenzingen, a third production base was established in Germany in 2009.

The Wilfried Ensinger Foundation supports social, cultural and science projects.

Engineering plastics in a new dimension. The running wheels of this piste caterpillar are stabilized at the side by wheel guides made of TECARIM.

Joining a change of logo and corporate design, but with blue remaining as the characteristic colour.

With the injection moulding factory in Rottenburg-Ergenzingen, a third production base was established in Germany in 2009.

Improving structures and processes. The launch of the CIP program “EVI” (standing in German for Ensinger Improvement Instrument) falls victim to the financial and economic crisis.

The Brazilian team in front of the factory in Sao Leopoldo. Ensinger do Brasil sells semi-finished products and components across the entire South American continent.
Film roll!

Everything was on the move in the sixties. New materials were conquering the market, and Wilfried Ensinger was experimenting in his garage on new ways of producing high-quality semi-finished parts and elements for machines from engineering plastics. He succeeded, soon growing beyond the confines of the garage. New sectors and applications were added, and the global expansion of the company began. But the essential question has remained: What material is the future made of? Working with Bär Tiger Wolf (Tübingen), we have packed 50 full years of our successful family firm into a concise video clip. Judge for yourself if you think we’ve succeeded!