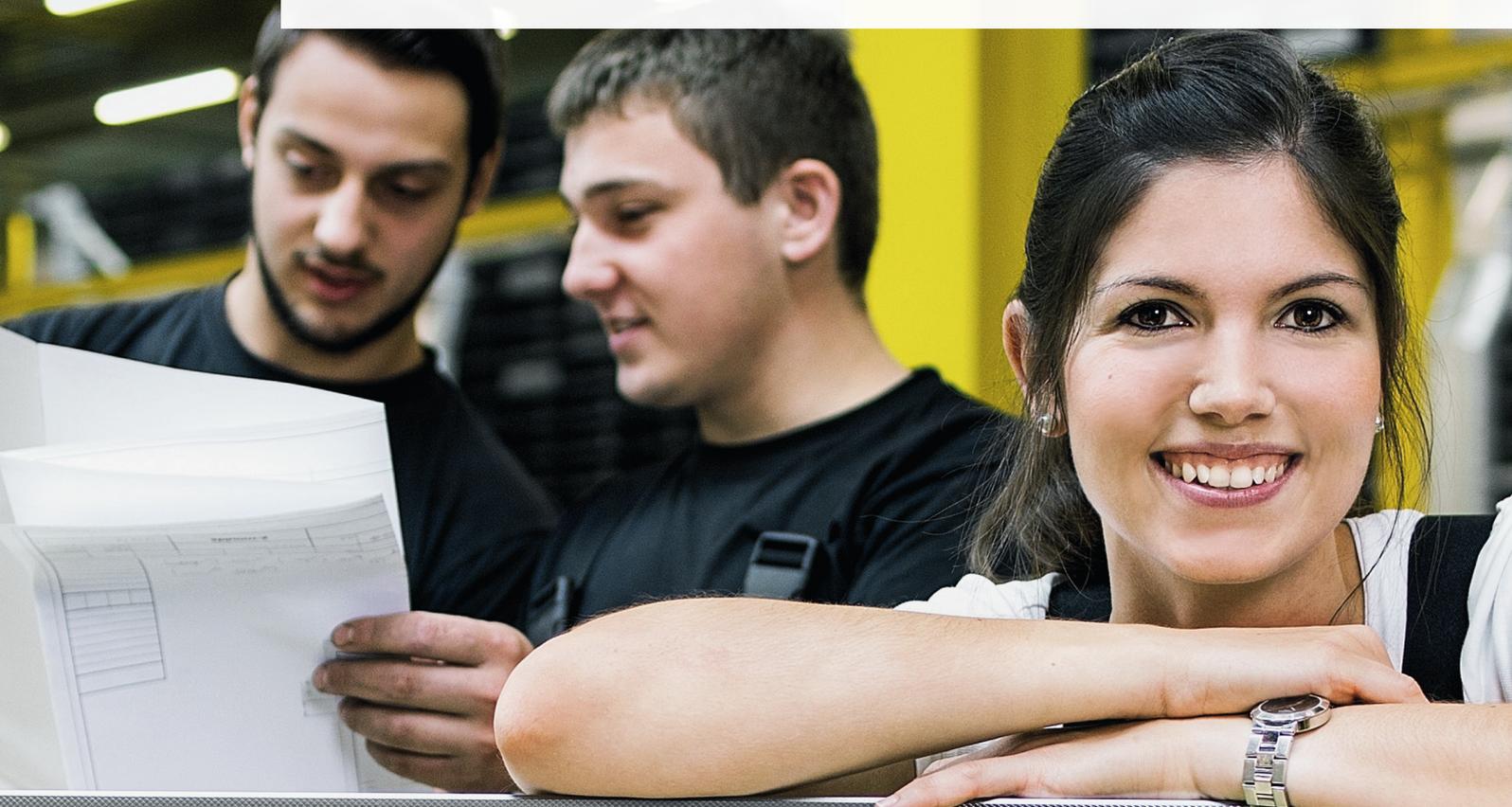


in Forms



CHATting WITH GEORG MEUSBURGER

About yesterday, today and tomorrow (page 8)

WITH THE CLICK OF A MOUSE

The new-style Meusburger web site
(page 12)

WELL PLANNED IS HALF DONE

Everything starts in the design department
(page 22)

50



DEAR CUSTOMERS, PARTNERS AND EMPLOYEES,

2014 is a special year for Meusburger. It is now exactly 50 years ago that my father Georg Meusburger founded his own company. After working for many years as a tool and mould maker, he started specialising in high-precision, fast-availability standard moulds.

From when I was twelve years old I almost always worked at Meusburger during the holidays, deburring plates, cleaning machines and earning 15 Austrian Schillings an hour, which is the equivalent of around 1 euro today.

A great deal has changed since then. Standardisation of components has won through in mould making, and Meusburger was a driving force in this respect. We have also been very successful in the field of punching tool construction for many years and are set to make even more impact in the future.

Currently more than 12,000 customers worldwide show their confidence in our consistently high product quality as well as the permanent availability of all our products, thanks to the world's largest warehouse for standard parts. Trend-setting catalogues in both digital and printed form make ordering processes extremely simple, and a highly qualified workforce ensures the

highest level of competence on all levels. Meusburger has evolved to become a high-performance, reliable partner for the manufacture of tools, moulds, jigs and fixtures.

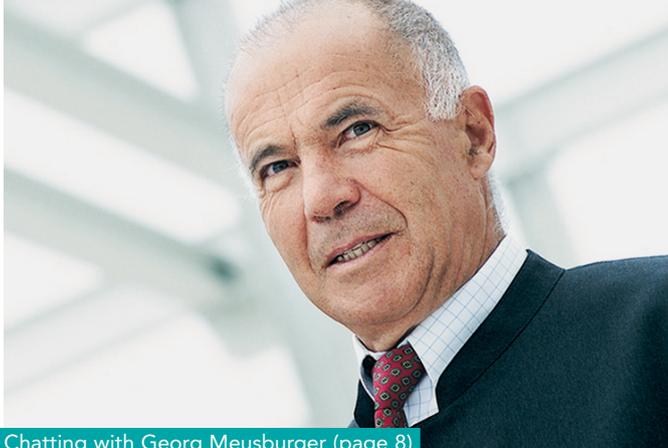
But the journey is not yet at an end. We will continue to do much more for our customers and invest in the expansion of our family-owned company in the future. From our central production and warehouse facilities in Europe we aim to establish standards in tool and mould making on a global scale and to extend our market share. Our product range for workshop equipment is being constantly extended to offer our customers an additional service and even more attentive customer care. With new material grades and manufacturing technologies we will continue to extend our product range and the machining options for machine and jig construction. We will soon be reaping the initial rewards of our training initiative and be able to extend our capacity for customised machining work.

As you can see we still have ambitious plans and I would like to take this opportunity to thank all customers, partners and employees for their many years of trust and confidence in our company.

Enjoy the read! Kind regards,

A handwritten signature in blue ink that reads "G. Meusburger". The signature is fluid and cursive, written in a professional but personal style.

Guntram Meusburger
Managing Director



Chatting with Georg Meusburger (page 8)



With the click of a mouse (page 12)



Well planned is half done (page 22)



Quality needs time (page 26)



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"IN 1964 I FOUNDED MY ONE-MAN BUSINESS AND CALLED IT "MEUSBURGER". BACK THEN I HAD THE IDEA OF ESTABLISHING A SMALL MOULD MAKING BUSINESS WITH APPROXIMATELY 7 OR 8 PEOPLE."

Georg Meusburger

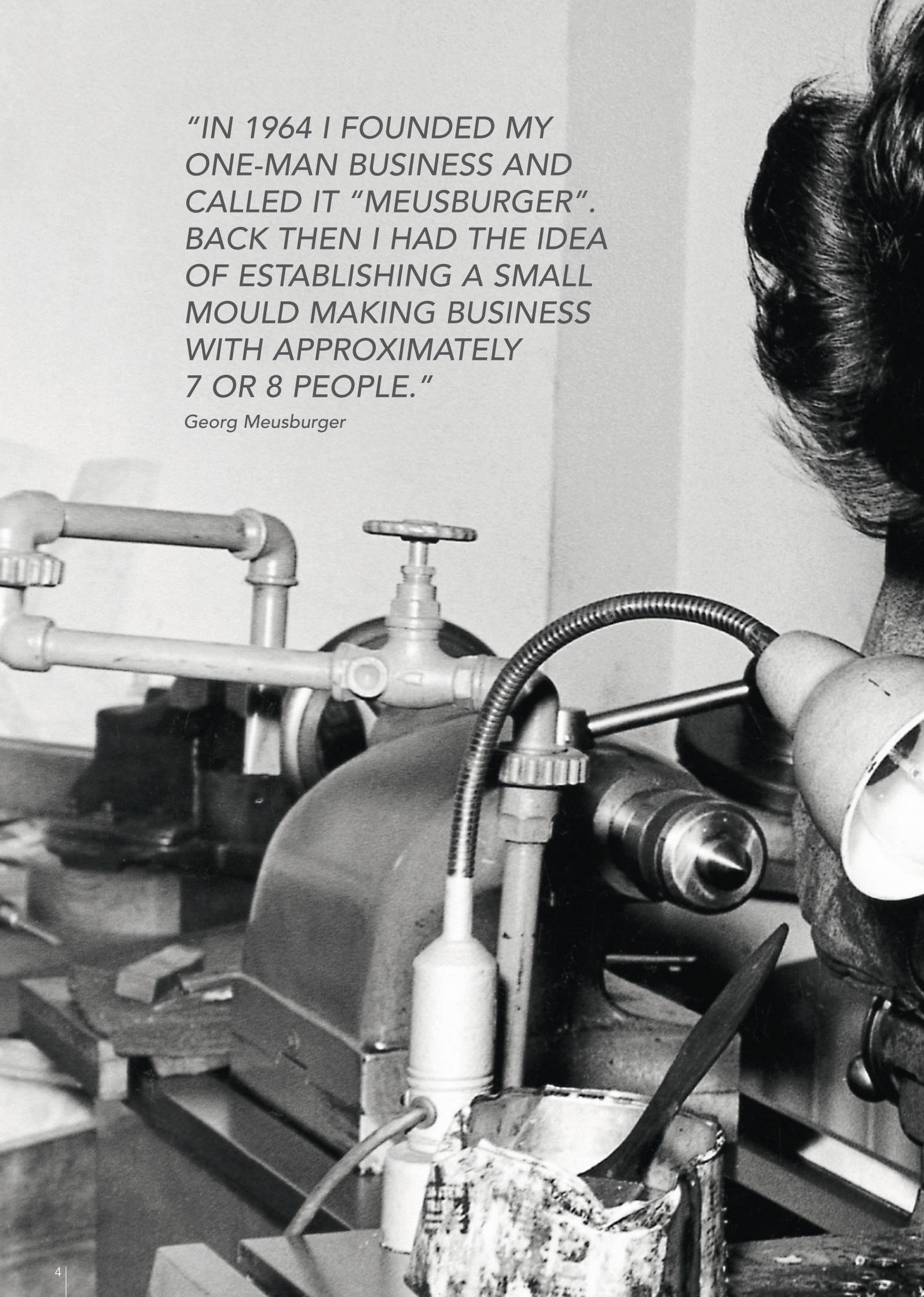




Photo: Georg Meusburger taking his Master's examination in 1956

MEUSBURGER – 50 YEARS YOUNG

FROM THEN 'TIL NOW

In the 50 years of the company's history, Meusburger has evolved from a one-man business to the market leader in the standard mould business. Over this period additional business segments have developed from this main area of expertise. The family-owned company now employs a workforce of around 800 and provides goods and services to more than 12,000 renowned customers around the world.

1964

- » Establishment of the one-man company by Georg Meusburger
- » Total floor space: 130 m²



1978

- » Production of standard moulds
- » Publication of first catalogue

1980



- » New building and relocation to Wolfurt (Austria)
- » Total floor space: 3,230 m²
- » 35 members of staff

1983

First sales representative

1992

- » Construction of first high-bay warehouse
- » Total floor space: 5,860 m²



1999

- » Guntram Meusburger joins the company
- » Turnover: EUR 28 million
- » 125 members of staff

2002

- » Establishment of a company training workshop
- » Construction of the second high-bay warehouse

2003

- » Construction of new office building
- » Total floor space: 26,100 m²



2007

- » Guntram Meusburger becomes Managing Director
- » 260 members of staff
- » Turnover: EUR 73 million



- » Punching tools are added to the production portfolio
- » Total floor space: 34,500 m²
- » 380 members of staff

2010

2011

- » Market leader in the field of standard moulds
- » More than 8,000 customers
- » 500 members of staff
- » Turnover: EUR 129 million



2013

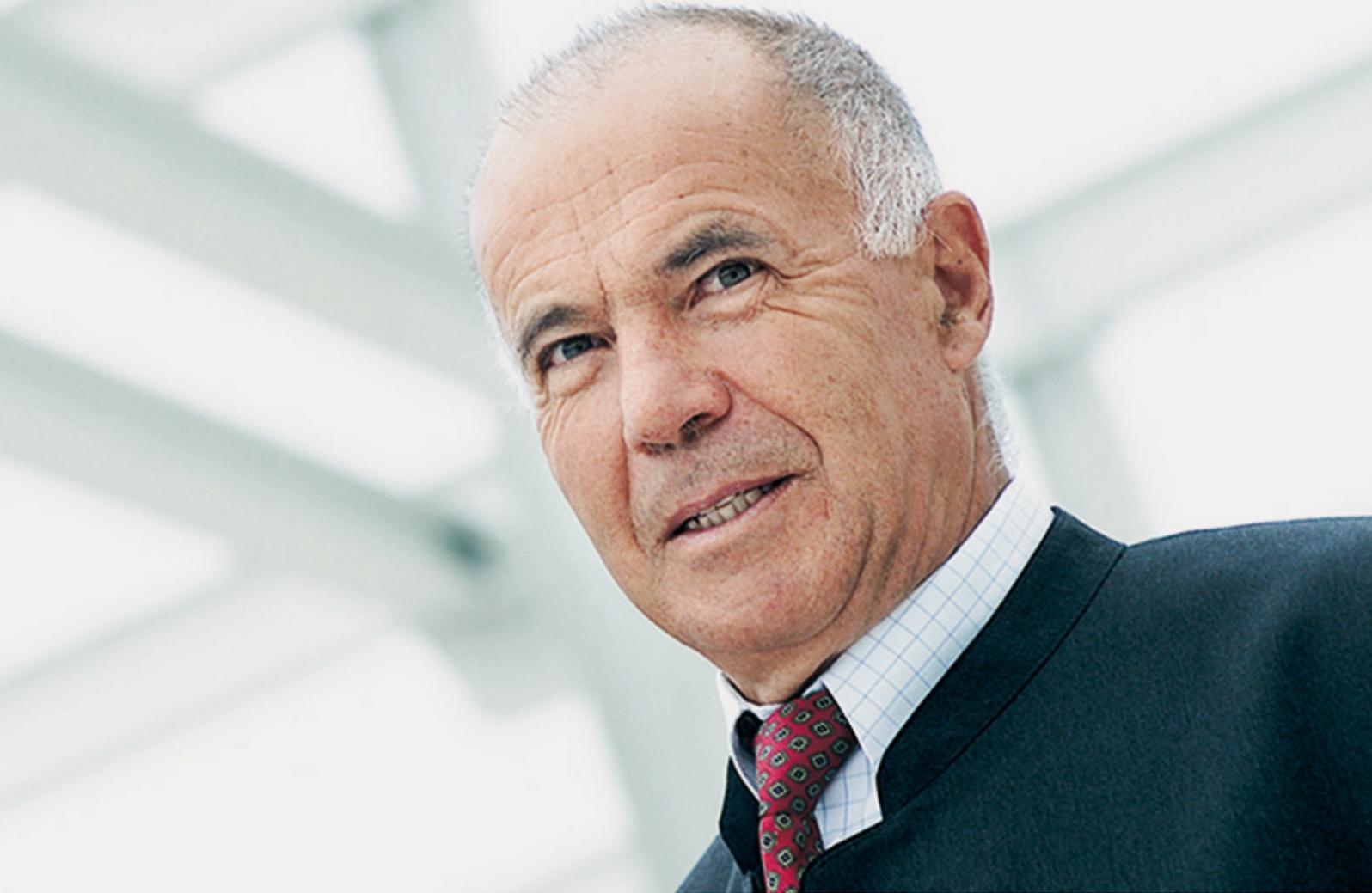
- » The largest building extension in the company's history
- » Total floor space: ~ 50,000 m²
- » New catalogue *Workshop Equipment*
- » 700 members of staff
- » Turnover: EUR 160 million



2014

- » Meusburger's 50th anniversary
- » More than 12,000 customers around the world
- » 800 members of staff





CHATTING WITH GEORG MEUSBURGER

ABOUT YESTERDAY, TODAY AND TOMORROW

160 million euro turnover in 2013, 800 members of staff and more than 12,000 customers – these are the impressive Meusburger figures 50 years after it was founded. Georg Meusburger started his one-man business as a tool and mould maker in 1964. In an interview he told us how everything began and about the role that was played by 12 cows.

inForms: *When you were 28 you founded your own company. What was your vision as a young entrepreneur?*

I had already seen a lot of the world as I had spent five years working as a toolmaker for different companies in the United States and also travelled through South America for eight months. I first wanted to set up shop in San Francisco, but then I listened to my father's advice and decided to stay on home ground. Looking back that was the right decision. At that time I had the idea of establishing a small mould making business with around 7 or 8 people.

inForms: *Your father was a farmer and played an important role at various times in your life – he supported you during your apprenticeship as a metalworker, and although he could have done with your help on the farm he helped you train at the Technical College.*

Yes, that's right. I was already fascinated by machinery as a child and my father supported me. Although he would have preferred me to go on to study, school wasn't really one of my passions. As a young company owner I was able to invest in new machines with his financial assistance, as he acted as my guarantor. When he found out that a new conventional lathe cost 120,000 Austrian Schillings – now 8,700 euros – he said: "What? That's the price of twelve cows – a whole barn full! Son, are you sure that this will all work out?" But I already knew that it would.

inForms: *And it did! Six weeks later you were able to hire the first six members of staff and your company became an insider's tip in the industry. How did you come to specialise in standard components?*

Yes, I'm still really proud of what we achieved back then. I'm also

really happy that some of the original workers are still with us, and that I was recently able to congratulate them on their retirement. But to come back to your question: Until 1978 we produced injection moulds, punching tools, machine components and so on but still focused on made-to-order production. So then I thought that it would be much more productive if the tools were standardised. At the time the market was also looking for precisely machined standard moulds with fast lead times. I recognised this as a definite trend and for this reason we decided to specialise. We standardised our products, filled our warehouses and set up an agency network. This time of transition was definitely the most difficult phase in our company's history, but this restructuring process turned out to be a landmark event.

inForms: *As the company in Dornbirn was bursting at the seams, you moved to a greenfield site in Wolfurt in 1980 with a workforce of 30. Why did you decide to relocate? Wouldn't it have been easier to extend the existing premises in Dornbirn?* In the short term it would probably have been simpler but I recognised the potential that the mould making market offered and looked for a site that provided enough space for continuous expansion – and found it in Wolfurt. I am still very grateful to the former mayor Hubert Waibel in this respect – he supported us and offered us excellent framework conditions in Wolfurt.

inForms: *Seven years ago you passed on the company's sceptre to your son Guntram. How was that for you?* I'm very happy that Guntram has taken over management of the company. Since then a lot has happened – 800 members of staff, the extension in Wolfurt, the distinction of being voted the most popular employer in Vorarlberg, several awards for outstanding training facilities, the planned second production site in Lingenau and more than 12,000 satisfied customers around the world. Today we are the market leader for standard moulds. The fact that we have achieved all this makes me a very proud businessman and father.

inForms: *The success of the company and the Meusburger family seems to be continuing. So where will the future take you?*

The 2014 business year already looks very positive and we are once more expecting a record turnover. However, with all our international success we have never forgotten where we came from: We are a family-owned company that has evolved over the years and we keep our feet firmly on the ground. This is why it is important for Guntram and myself to invest in training young people and in expanding our plant. If we continue on this path, we will continue to enjoy a rewarding and successful future together with our workforce.

"I'm very happy that Guntram has taken over management of the company."



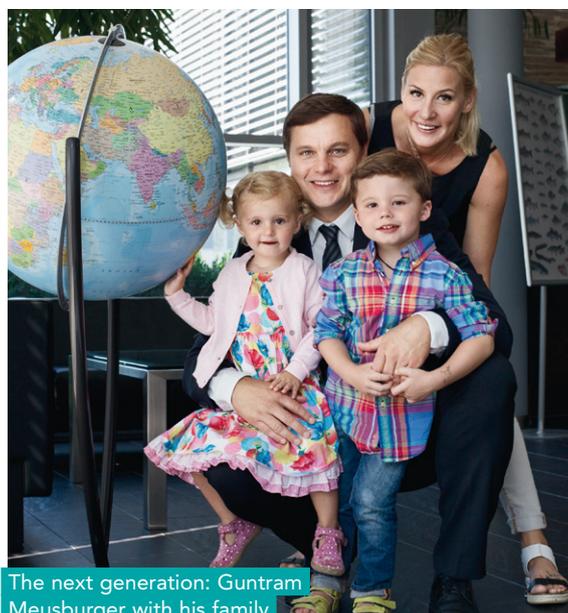
Georg Meusburger (front right) with his classmates in his working uniform



Long-term employee Helmut Sohm (now retired) on the SIP



Guntram Meusburger becomes Managing Director in 2007



The next generation: Guntram Meusburger with his family



meusburger®

*"I HOPE THAT THE CURRENT TREND
CONTINUES – UPWARDS."*

Ferdinand Hörburger (Production)





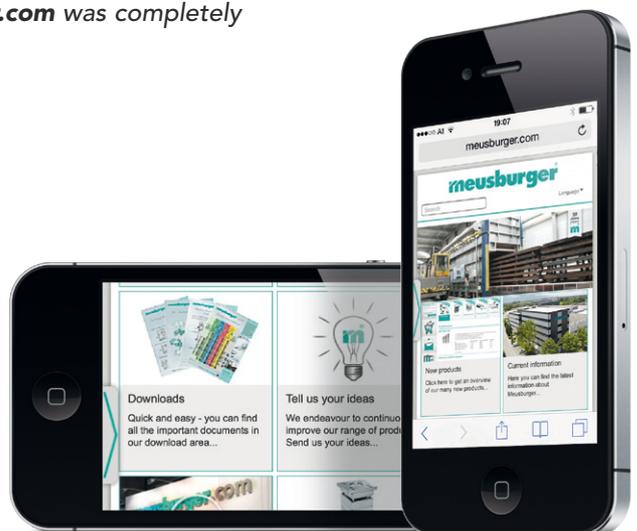
WITH THE CLICK OF A MOUSE

THE NEW-STYLE MEUSBURGER WEB SITE

A growing number of products and services, a wide range of languages and changes in user requirements: To do justice to these changes, the web site at www.meusburger.com was completely revamped. The results are outstanding.

The main aim when designing the Meusburger web site was to help users find the information they are looking for with a few clicks of a mouse. With the extension of the product range it was absolutely necessary to restructure the design. The appearance and structure of the pages is now clearer and more user-friendly. In particular visitors can find the products they are looking for more quickly and the online catalogue is more easily accessible.

The new web site has been online in 18 languages since 11 August 2014 – with an enhanced design for faster access and a greater reliability. An additional mobile version was also



Fast and easy access, also on the road:
The new Meusburger web site

meusburger Catalogues Newsletter Job opportunities Language

Publicity Products The company Trade fairs & events Download Contact

50 Jahre years

NEU | NEW

Ejector set lock
The fully automatic ejector set lock inhibits unwanted movement of the ejector set...

Fast location of the required product: Direct access to the online catalogue

Download
You can find more content in your Meusburger Portal.

Select category: Training material

Training material

- Animation - Round latch lock E 1840
Animation_E1840_EN.swf 106 K g type E 1860
- Animation - Two-stage ejector trailing type E 1870
- Animation - Two-stage single-stroke ejector E1865
- E-Accessories
- Poster FW-Change Moulds
- Poster Injection Moulding
- Poster Material grades
- Poster Sliding core moulds
- Poster Standard moulds
- Poster System compression springs
- Product Visualisation
- Sample of detailed and dimensioned drawing
- What is a die set?

Meusburger Portal
E-mail Address
Password
Stay logged in
Help Login
Lost Password Register

Special, personalised customer service in the "Meusburger Portal"

Faster results: Clearly-structured download area with filter option

created in response to the fact that Meusburger customers increasingly use their smartphones or tablets to access the web site.

The functions were also optimised. The download area is now much more clearly structured and has an integrated filter option. In the "Meusburger portal" registered users are able to make use of specific services such as delivery status tracking or ordering trade fair tickets.

Always worth a visit:
www.meusburger.com



Since 2010 the new Meusburger sales office has been doing successful business in China (Wuxi)

IN THE LAND OF THE RISING SUN

MEUSBURGER IS EXPANDING ITS SALES OFFICE IN CHINA

Over the past 30 years the People's Republic of China has experienced unprecedented growth with an increase in the gross domestic product of an average 9.5 per cent per year over this entire period. Since 2010 Meusburger has been represented in the land of the rising sun with a sales office for its local customers.

China offers top economic conditions alongside a very strong culture and language. In 2010 Meusburger ventured out to the Far East with two employees. The sales office has already been extended this year. Due to its relocation to a new building, the new office now has space for the current 14 members of staff and future additions to the team. In addition the new rooms have space for an exhibition area. With this extension the Meusburger customers in China can expect more flexibility and even better service. To meet the growing demand, a standard component warehouse for ancillaries is also planned.



Customers in China can now expect even more efficient service from the Meusburger team in their new offices

DO'S AND DONT'S IN CHINA

In order to ensure you are taken seriously in a foreign country, you should respect the local people's traditions and etiquette.



Meusburger staff in China enjoying a meal together

PRESENTS

Don't: Give the host a clock (excluding a watch) because this pronounced in Chinese "Song Zhong", means his time is over.

Do: Bring small decorative presents rather than functional ones. BEST PRACTICE: Two-part presents are believed to bring about good luck and generosity. Exception: family members or long-standing friends.

TABLE MANNERS

Don't: Blow your nose in the presence of your host – this is a definite no-go!

Do: If you absolutely need to blow your nose, turn away from your host and just dab your nose. BEST PRACTICE: Excuse yourself, go to the toilet and blow your nose there.

LUCKY AND UNLUCKY NUMBERS

In China, numbers are believed to be 'lucky' if they sound similar to a word which has a positive meaning. Chinese people try to use as many 'lucky numbers' as possible, e.g. for phone numbers or hotel room numbers.

8 is the 'luckiest' number of all due to the fact that, in most Chinese dialects, it's pronounced 'fa' meaning 'to accumulate wealth'.

On the other hand, the number 4 (pronounced 'si' or 'shi' and sounding similar to the Chinese word for death) should be avoided.

When making an invitation for an important event, it is better to invite an even number of guests. Although uneven numbers are not really believed to bring about bad luck, even numbers are considered to be more harmonious. As standard practice, Chinese people try to avoid 'unlucky numbers', especially when dealing with important occasions such as the establishment of a new company or the signing of contracts.

IMPORTANT FOR DOING BUSINESS: "GUANXI"

There is not really a translation for the word "Guanxi" outside China. *Relationship* is only a small part of the meaning. Only the people who live in China and are close to the Chinese can understand the special philosophy behind it.

ACT LOCAL – THINK GLOBAL MEUSBURGER WORLDWIDE

The Meusburger sales offices in China, Turkey and the United States were already extended shortly after being opened. As a result it was possible to develop the markets selectively and extend the global availability of the products.

SALES OFFICE IN CHINA (WUXI)

Founded in: 2010 with 2 members of staff
Relocation to a new office: 2014 with 14 members of staff
Floor space: 800 m², offices, exhibition area, standard components warehouse in preparation

SALES OFFICE IN TURKEY (ISTANBUL)

Founded in: 2011 with 2 members of staff
Relocation to a new office: 2014 with 6 members of staff
Floor space: 250 m², offices, exhibition area

SALES OFFICE IN THE USA (CHARLOTTE)

Founded in: 2012 with 2 members of staff
Relocation to a new office: 2014 with 5 members of staff
Floor space: 150 m²

Since 2012 Meusburger has also had its own Sales Manager in India, and since 2013 in Mexico.

For further information please visit www.meusburger.com/locations

MEUSBURGER CATALOGUES

ALSO POPULAR AT COLLEGE

At the end of May Meusburger invited vocational college teachers from the Thüringen area of Germany to Wolfurt on a three-day visit. The guests were offered an exciting programme of events and were able to take a look behind the scenes at Meusburger.

The specialists of tomorrow also secure the future of the steel industry. The vocational college teachers offer the best possible preparation for the working world, and linking practice with theory is very important. In his presentation Daniel Kessler (Meusburger) informed the teachers about the use of the correct materials for mould making. The visiting teachers were particularly interested in the configuration of standard moulds and the die sets with the aid of the Meusburger CD catalogue. During the subsequent works tour through the production shop and warehouses, Meusburger gave them exclusive insights into the manufacturing processes. The generously equipped training workshop made a particularly lasting impression on the visitors.

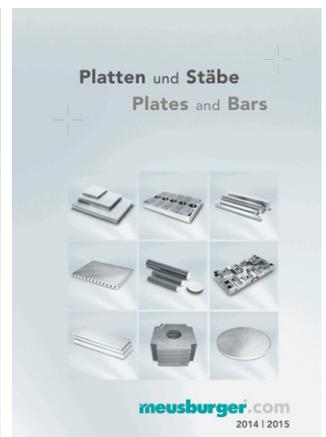
"It's really important for us as vocational college teachers to know our way around in the industry. This only works in close collaboration with companies. I really like to use the Meusburger CD catalogues for teaching. They show our students very effectively how a finished tool is produced with standard components.



Uwe Kirschberg, Gotha vocational college

"I use the Meusburger catalogues a lot in the classroom. They contain all-round, concise and compact information in one book. The first few pages focus on material science, material grades, steel types and their special features, strengths and applications – literally in the same way as a textbook. Meusburger generously supplies us with a set of catalogues every year that our students can use in their studies at the college.

Gerold Fritz, Hildburghausen vocational college



The Meusburger catalogues are very popular as a teaching aid. They provide practical know-how for the students.



The Bregenzerwald with a view towards Egg

Photo: Popp & Hackner/Vorarlberg Tourism Archive

TRADITIONAL CRAFTSMANSHIP

A PORTRAIT FROM THE BREGENZERWALD

Georg Meusburger, the founder of the company, was born in the Bregenzerwald – a region that is famous for its traditions but also because of its contemporary values. Real craftsmanship and precision are still very important today.

Mountains, meadows, forests and 22 picturesque villages – thoughts of a “typical Alpine region” may spring to mind. However, travellers through the Bregenzerwald experience and learn something surprising straight away – the area is a veritable fountain of ideas. Inspiring, beautiful designs and well thought out solutions can be admired in many places. The exciting combination of ancient and modern wooden architecture, the innovative craftsmanship, the cuisine and the cultural calendar are the visible and palpable expression of a very special atmosphere.

The *Werkraum Haus* in Andelsbuch provides interesting insights into creative craftsmanship. Its internationally renowned archi-



Photo: Peter Löwy – Werkraum Bregenzerwald

The new *Werkraum Haus* in Andelsbuch is a showcase for the craftsmanship culture in the Bregenzerwald

CULINARY TIP

The traditional restaurant Gasthof Adler in Schwarzenberg is the perfect place to round off an eventful day in the Bregenzerwald. The historic building with its light, regional cuisine is renowned far beyond the borders of the Bregenzerwald and offers its guests a very special culinary experience.



Restaurant Gasthof Adler
6867 Schwarzenberg, Austria
Phone + 43 (0) 55 12/29 66
adler.schwarzenberg@aon.at
www.adler-schwarzenberg.at

tecture is from Peter Zumthor from Switzerland, who has close ties to various trades. On the one hand the building serves as a meeting place and on the other as a large showcase – as a shop window for the craft culture of the Bregenzerwald. This concept is expressed in an overhanging wooden roof and a glass façade. The separation between the indoors and outdoors is banished, the landscape flows through the building. In addition the *Werkraum Haus* is the venue for temporary exhibitions, a shop and a restaurant.

For further information on the Vorarlberg holiday region visit www.vorarlberg.travel



USING KNOWLEDGE SUCCESSFULLY

20 YEARS OF KNOWLEDGE MANAGEMENT AT MEUSBURGER

For the past 20 years Meusburger has placed great importance on knowledge as a resource. Knowledge is one of the few things that increases when it is shared. This form of knowledge management originated at the Meusburger works on one of Georg Meusburger's daily rounds.

He made a few handwritten notes on the machines and began to collect them. These notes were about the experiences of various members of staff and therefore important knowledge about the machines and processes as well as possible solutions to problems. This knowledge was initially only recorded in print, and subsequently stored in a digital knowledge database. Since then these documents have often been revised, updated and developed further. Efficient and effective handling of knowledge as a resource has been a key factor in the economic success of the company, especially during periods of fast expansion – and it still is today.

HOW DOES MEUSBURGER USE THIS KNOWLEDGE?

The intranet contains around 3,000 knowledge documents (WiDocs) on various topics. These include check lists, analyses, reports, price lists, instructions, tips, regulations, conversation guides, forms, templates, presentations and many other relevant documents. Around five per cent of the members of staff are responsible for around 80 per cent of these documents. Almost

all these WiDocs are based on the knowledge of employees and managers gained over the last 20 years. Knowledge management at Meusburger has become an important element of its corporate culture.

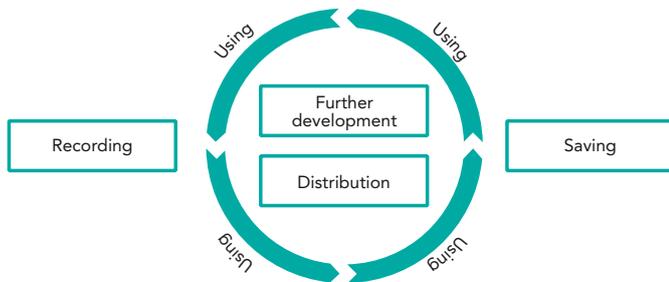


“With our knowledge database we want to give all members of staff the information that they need to master their tasks efficiently.”

Guntram Meusburger, Managing Director

HOW IS A KNOWLEDGE DOCUMENT CREATED?

Let's assume that a member of staff from the marketing department is thinking about creating a check list for the Open Day. She compiles a list of tasks and saves the document in the knowledge database so that other colleagues can also use it. After the event the team collects ideas and suggestions for improvement. The marketing team member then revises her check list, adds to it and the following year is able to work with the improved list and make use of the new knowledge. In this way what was simply an idea becomes valuable knowledge for the company. The process involves recording, distributing, using, developing and saving.



WHAT ARE THE BENEFITS OF KNOWLEDGE MANAGEMENT?

- » Up-to-date, high-quality content and information
- » Time savings in the event of recurring questions
- » Faster retrieval of information and knowledge
- » Preventing the duplication of work in different departments
- » Faster, higher-quality decisions
- » Faster common basis through the analysis of the current situation

- » Knowledge as the basis for innovation
- » Protection of knowledge and prevention of the loss of information
- » Shorter training time for new members of staff

WHAT ARE THE ADVANTAGES FOR MEMBERS OF STAFF?

- » Fewer questions and disturbances at work
- » Faster, more efficient work
- » No redundant data and information
- » Easier for members of staff standing in for colleagues who are sick, on holiday or maternity leave, retiring or leaving the company
- » Higher level of staff competence

The use of a knowledge database has great advantages for the members of staff, as the knowledge documents make their work that much easier. Management and maintenance of the knowledge documents also require a great deal of discipline and energy. Knowledge documents on the intranet should be checked and updated at least once a year so that the knowledge they contain is always up to date and correct.

The Meusburger knowledge database is never static – the documents as well as the infrastructure are constantly updated and developed further. There are plans to switch the system over to the current version of Microsoft SharePoint in the spring of 2015. In the future it will therefore include an improved search function, staff profiles as well as a number of practical new features.

For further information on the topic of knowledge management you can send an e-mail to:

wissensmanagement@meusburger.com



Our success is based on the collective knowledge of the Meusburger workforce



*"TO ACHIEVE SUCCESS OF
COURSE EACH INDIVIDUAL
HAS TO MAKE THEIR
OWN CONTRIBUTION.
WE NEVER STAND STILL."*

Arnold Sohm (Head of the Tool Store)





WELL PLANNED IS HALF DONE

EVERYTHING STARTS IN THE DESIGN DEPARTMENT

The world is getting smaller – both logistically and economically. Globalisation increases the competitive pressure on tool and mould makers, but also offers the chance to profit from orders in fast-growing markets. At the same time the innovation wheel is turning at an increasingly faster speed, which requires adaptability and flexibility from companies. The high costs and time pressures force companies to make sure that they constantly focus on improving their efficiency. A high degree of standardisation over the entire process chain – from the pre-calculation of a tool or a mould through to design and to series production – offers an excellent opportunity to drastically lower the costs and shorten the completion time of projects.

A PRACTICAL EXAMPLE FROM THE PUNCHING TOOL CONSTRUCTION SECTOR

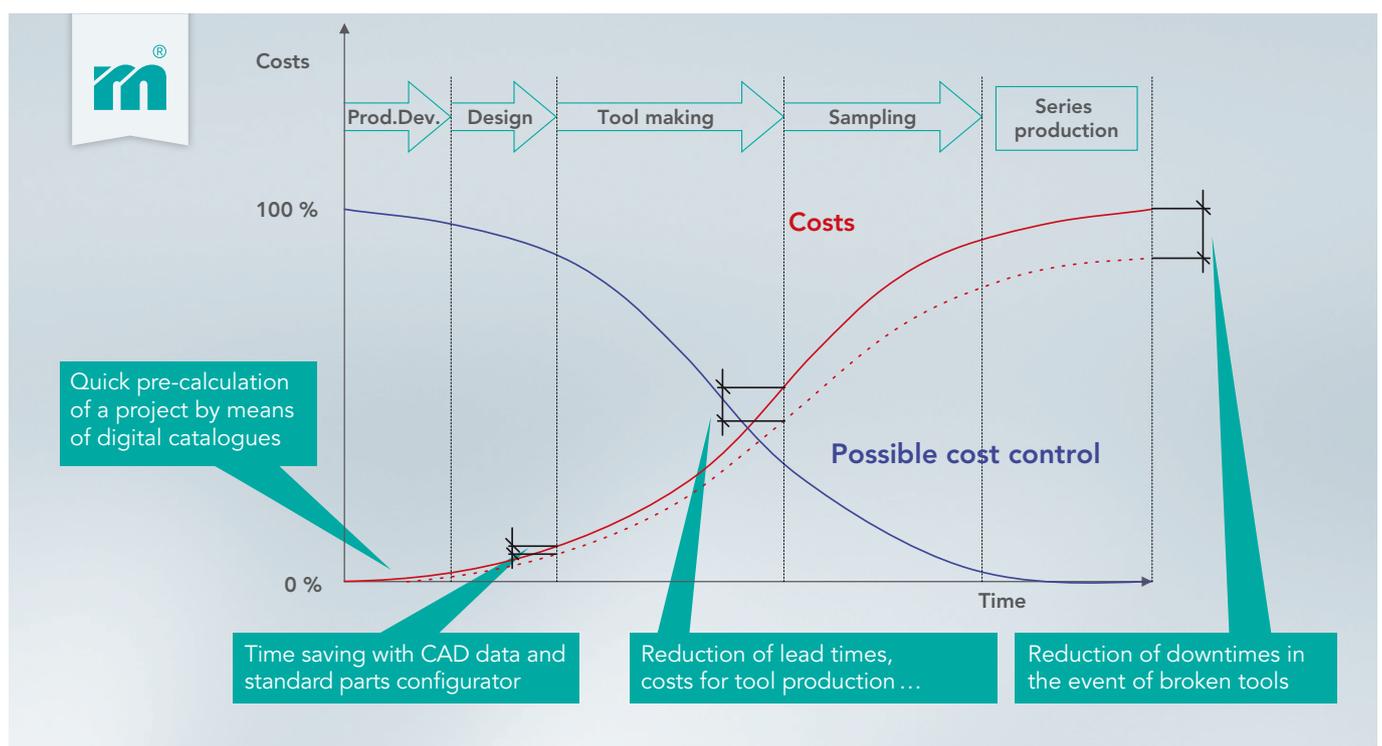
The costs of a tool can be most effectively influenced during the project development or design phase. The possibility to influence costs thereafter constantly decreases, as it is no longer possible to change the cutting and bending sequence and the configuration of a progressive die, for example. For this reason it is essential that standardisation guidelines are already specified in the design phase.

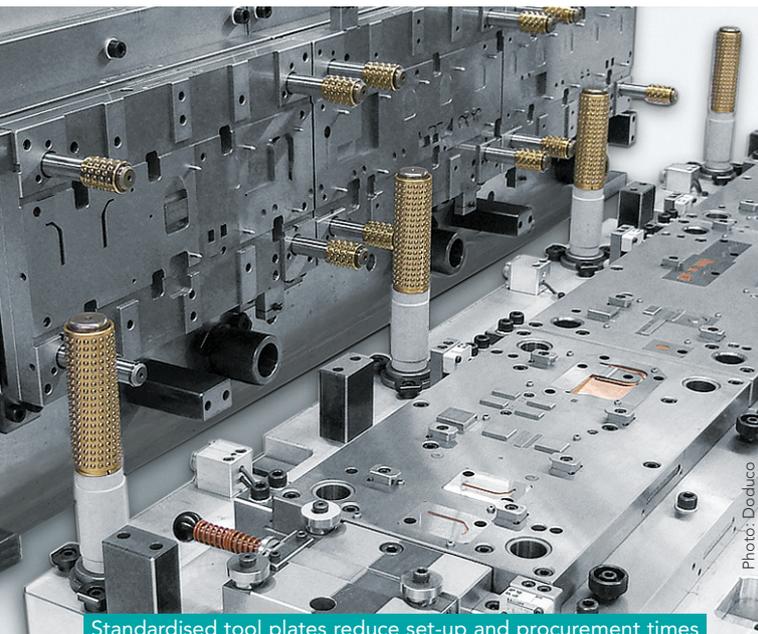


The design engineers of a company should, for example, work in accordance with a set of specifications with design guidelines, take defined machining regulations into account when designing products and should always try to use standardised die sets, plates and bars. Meusburger provides a die set wizard to make selection simpler. This makes it easier and quicker to compile a set of suitable standard components. The wizard is already used in the calculation phase of a tool, which enables exact and fast fixed price calculation of almost complete tools. With the CAD interface the data can be transferred with a few clicks of a mouse to all conventional CAD systems either as an assembly or as individual components, which means considerable time savings. Design engineers therefore have more time for working out creative solutions and for tackling the key issues presented

by a certain tool. The advantages for tool design continue in tool making. The basic concept of standard components is the production of large numbers of individual components which results in a considerable reduction in costs for the tool parts. As the standard components can be delivered quickly, the machining equipment can be planned more flexibly and the project completion times can be shortened considerably. Compilation of internal machining instructions for the standardisation of installation spaces of the accessories, tolerances, coordinates, surface quality etc. makes CNC machine programming simpler and also reduces the number of machining tools required. Furthermore, routine processes are created which result in a considerable increase in process reliability.

COSTS OVER THE PRODUCTION LIFE CYCLE OF A TOOL





Standardised tool plates reduce set-up and procurement times

Photo: Döduco

Customers also profit from standardisation in series production, as the waiting times after tool breakage are shortened due to the fast availability of interchangeable standard components. Due to the standardisation of belt inlet heights and tool dimensions, taking the standardised tool plates into account, set-up and procurement costs can be reduced.

Successful implementation of the standardisation measures, however, means that these must be carried out on a cross-departmental basis. The greatest multiplication factor is achieved when the measures are implemented throughout the entire process chain. The best time for putting this into practice is quite simply – now! Times of economic success are exactly the right time for making preparations for the future.



Gerhard Krammel
Product Manager for
Punching Tool Construction

“MAKE OR BUY – LOOKING FOR THE CORE COMPETENCE”



m- verlag
moderne industrie
erfolgsmedien für experten

Richard Pergler,
Editor in chief of *Moderne Industrie*
publishing house

They can still be found – toolmakers who artfully and carefully mill their standard moulds or hot runner manifolds themselves. Lone fighters who believe in what they do: They say that every tool is unique – as unique as the requirements of customers. And if you want a job done correctly – then you have to do it yourself. For this reason they reinvent the wheel for each individual project.

This is not the best solution. Although the products of each customer are unique, only a few components make up a distinctive tool for the manufactured parts. The core cavity of an injection mould. The exact geometry of cutting punches. The special surface of the cleanly machined forming die plate. Perhaps even exact cooling or the cleverly designed ejection mechanisms. These components, that are decisive for the customer’s product, incorporate creativity and a great deal of the core competences of a toolmaker. The machinery of a profitable company is calculated accordingly, because money is to be made where the unique tool making know-how is needed.

Although the “trappings” are no less important, it doesn’t make much sense, for example, to have a cavity plate milled from solid blanks by hand by a highly-paid specialist – this is simply too expensive, and especially when order books are full, human capacity can obviously be used in a more effective manner. This is true, of course, if you have a partner who can supply the parts that do not belong to your core competences quickly, reliably and with a high level of quality – a partner who can produce economically, as they have specialised in such machining operations. Who has both the right machinery as well as the correct employees and also the right specialised know-how. And who makes sure that technical innovations and best practice are also driven forward in these fields and are made available to toolmakers.

It is of the utmost strategic importance what a company decides, with regard to what its own core competence actually is. Everything that is not part of this should be critically examined – make or buy? What others can do less expensively and also better should not be included in the company’s own production processes. Not even as a gap filler. Make or buy – this is ultimately a decision that affects a company’s economic success.

If a company can rely on its partner for products and services that round off its own core competencies, it can free up capacities and concentrate on what the company is best at doing itself. On what makes it different from the other players on the market. On what is the technically best and most economical, the optimum solution for its customers.

STANDARD COMPONENTS WIN THROUGH

SUCCESSFUL STANDARDISATION IN PUNCHING TOOL CONSTRUCTION

*From mould making to punching tool construction:
Meusburger has also been supplying punching tool constructors
with high-accuracy standard components since 2010.*

One of the company's aims was to offer customers a number of advantages by using standard components for their punching tools. After a development phase during which market requirements and in particular customer wishes were incorporated on a large scale, Meusburger launched the new product range at the Euroblech 2010 in Hanover. The modular concept of the standard die sets turned out to be revolutionary and in the meantime has become a market benchmark. Due to the time savings, designers especially appreciate the systematic structure of the catalogue and the die set wizard.

Currently more than 2,000 customers from the punching industry rely on Meusburger's service and competence. Due to positive responses, the product portfolio is constantly extended. For example two-pillar die sets, hardened blocks for eroding as well as compact guiding systems and standard parts for modular concepts were incorporated into the product range. Currently more than 40,000 items are featured in the punching tool construction catalogue and can be supplied within a very short time – and the trend is still on the rise.

2008

» Decision to supply punching tool constructors with the innovative Meusburger products.

2009

» Development of the die sets with interchangeable guidings

2010

» Punching tools are successfully added to the production portfolio

2014

» More than 2,000 customers and more than 40,000 items in the punching tool construction catalogue





QUALITY NEEDS TIME

THE METICULOUS STRESS-RELIEVING HEAT TREATMENT PROCESS

At Meusburger all steel types are heat treated for stress relief. As a result the existing tension in the material is minimised and customers are guaranteed distortion-free subsequent machining.

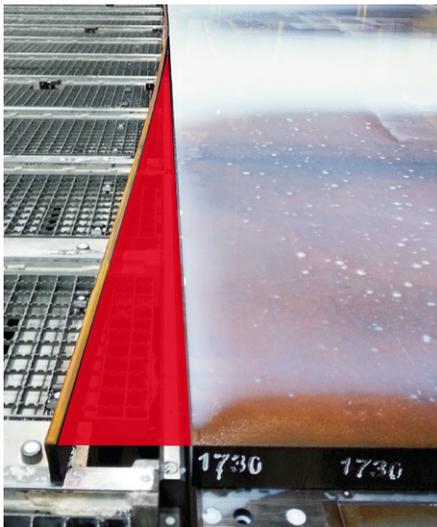
THREE FURNACES FOR 240 TONNES OF STEEL

When steel plates are produced, resulting tensions are formed in the material due to the various machining processes – often caused, for example, by the effect of irregular temperature influences.

After the incoming goods inspections at Meusburger, all steel plates are heat treated for stress relief in one of the three furnaces at approximately 580°C for 24 hours. The daily capacity is 240 tonnes.

LOWERING TENSION

With stress-relieving heat treatment, the tension in the material is minimised without changes to the microstructure or strength. This is a great advantage during subsequent machining. If there was still tension in the material, this would cause



Left: Warping of a sawn strip if the plate is not heat treated for stress relief; Right: Optimum behaviour of a plate during sawing that has been heat treated for stress relief.

distortion during sawing or milling, for example. During stress-relieving it is important to heat the plates slowly and consistently and then maintain at this level for six hours. This guarantees that thick plates are also heated through to the core.

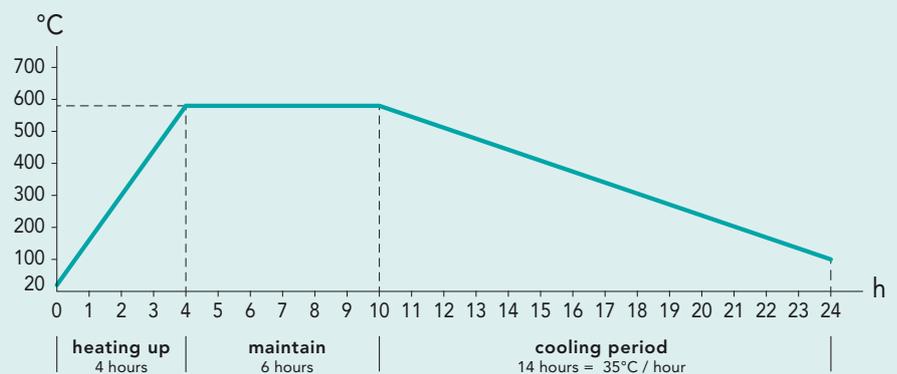
COOLING FOR 14 HOURS

The subsequent slow, regular cooling phase of 14 hours in the furnace is even more important. Here the plates are cooled by approximately 35°C per hour. If they are cooled more quickly, tension could once more occur in the material. With stress-relieving Meusburger guarantees its customers distortion-free subsequent machining without any additional work or processes.

ANNEALING COLOURS

Dark brown	550°C
Brownish red	630°C
Dark red	680°C
Dark cherry red	740°C
Cherry red	780°C
Light cherry red	810°C
Light red	850°C
Orange red	900°C
Yellowish red	950°C
Light yellow red	1,000°C
Yellow	1,100°C
Light yellow	1,200°C
Yellowish white	>1,300°C

HEAT-TREATMENT GRAPHIC



⌞ The optimum heat-treatment graphic: Slow heating, a holding time of six hours as well as the slow and regular cooling phase of 14 hours

⌞ Stress-relieving heat treatment is in the brown range at approximately 580°C. The steel is slowly heated and gradually cooled. This process does not affect the strength and tension is reduced to a minimum.



The Meusburger raw material stock contains 30,000 tonnes of steel in 23 different grades

NEWS FROM THE STEEL RANGE

THE SELECTION OF THE RIGHT MATERIAL PLAYS AN IMPORTANT ROLE

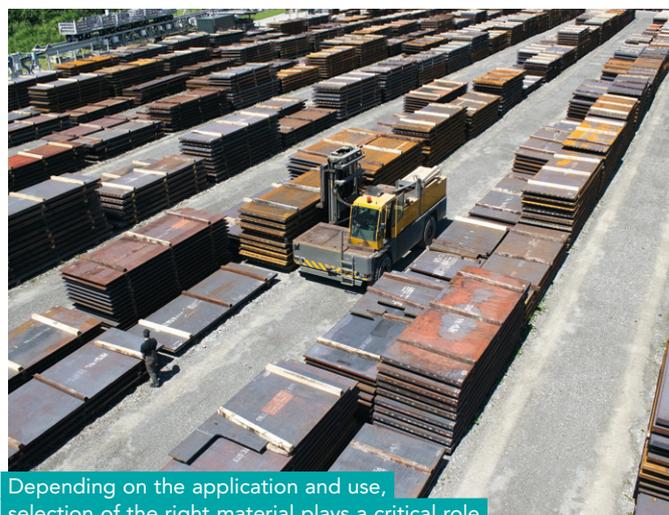
30,000 tonnes of steel of different grades are available from the Meusburger raw material storage for daily production. Every day 120 tonnes of steel are machined, and this trend is increasing. At the moment the range contains 23 steel grades. In addition customers can obtain two aluminium qualities as well as copper and graphite for EDM within 24 hours. Depending on application and use, the selection of the right material plays a critical role.

WHEN TIME IS OF THE ESSENCE

Time is money and in today's consumer society it already plays an important role during production. For this reason the hot-work steel grade 1.2714HH is also often used for fast solutions. In spite of its hardness it is very suitable for machining, gun drilling and thread cutting.

HOT-WORK STEEL IN MATERIAL 1.2714HH

- » The strength of 1.350 N/mm² corresponds to a hardness of ~43 HRC
- » The material grade 1.2714HH has a high temperature resistance and good impact resistance
- » Ideal for the quick production of inserts and slides – no further heat treatment required
- » No special tools required; gun drilling is also possible



Depending on the application and use, selection of the right material plays a critical role

WHEN QUALITY IS A PRIORITY

For tool and mould makers, the prepared blocks for eroding are an important factor in ensuring prompt order handling. For this reason Meusburger has extended the range of blocks for eroding with the new grade 1.3344 PM.

BLOCKS FOR ERODING IN MATERIAL

1.3344 PM (PM 23)

- » Powder metallurgy, high-speed steel with a very high wear resistance
- » Durable edges and high resistance to fracture due to the fine, homogeneous carbide structure
- » High wear resistance makes large quantities possible
- » Very good machinability



Blocks for eroding made of grade 1.3344 PM have an impressive edge durability and a high abrasion resistance



Essential for tool and mould making:
Blocks for eroding in grade 1.2379

WHEN BOTH TIME AND QUALITY ARE REQUIRED

When producing cutting punches and mould cores, speed and quality both play a very important role. For this reason we recommend blocks for eroding in the grades 1.2343, 1.2767 and 1.2379. Grade 1.2379 is essential for contemporary tool and mould making.

BLOCKS FOR ERODING MADE OF MATERIAL GRADE 1.2379

- » Secondary hardened for maximum temperature resistance
- » After hardening also deep frozen for maximum dimensional accuracy
- » With arrow marks indicating the vertical rolling direction
- » Also available directly from stock in an unhardened condition

MEUSBURGER VISITS STEEL WORKS

Meusburger only works with quality suppliers and promotes the competence of its personnel with regular visits to their works. Meusburger recently visited the Dillinger Steel Works in Saarland, Germany. Around 40 Meusburger employees were able to take a peek over the shoulder of Europe's leading sheet manufacturer during steel production. They were able to view the entire process from raw material supply through to production of the crude iron and manufacture of the sheets that Meusburger uses in various steel grades. The Meusburger visitors from headquarters and their agencies were particularly impressed when the crude iron was tapped from the blast furnace as well as by the impressive rolling mill that is installed in a 1.2 km long hall.



EVEN MORE "GRIPPING" SOLUTIONS

H 1000 – THE ORIGINAL BY MEUSBURGER

The multifunctional Meusburger H 1000 clamping system has revolutionised the manufacturing processes in mould making and stands for high efficiency. The system enables clamping of plates with repeat precision in the μ range. A total of six new sizes allows clamping of all plates up to size 796 996. Since October 2014 it has also been possible to clamp NF inserts.

PRECISE REPEAT CLAMPING

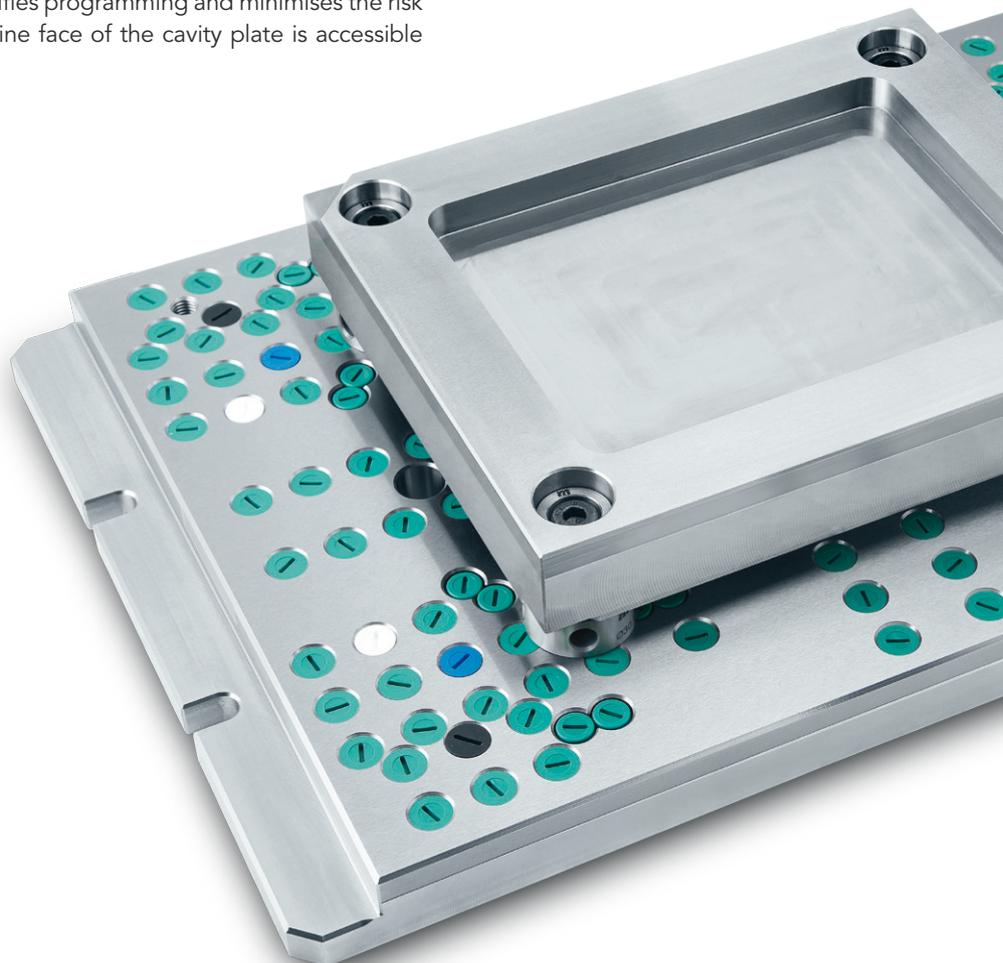
Due to very tight tolerances for positioning the plates, the Meusburger H 1000 clamping system makes it possible to machine F standard components with precision on all repeats. This saves a lot of time and money in production, so that the H 1000 clamping plate will 'break even' after just a few moulds. In addition, set-up times are substantially reduced by using the multifunctional clamping system.

SIMPLE AND EFFICIENT

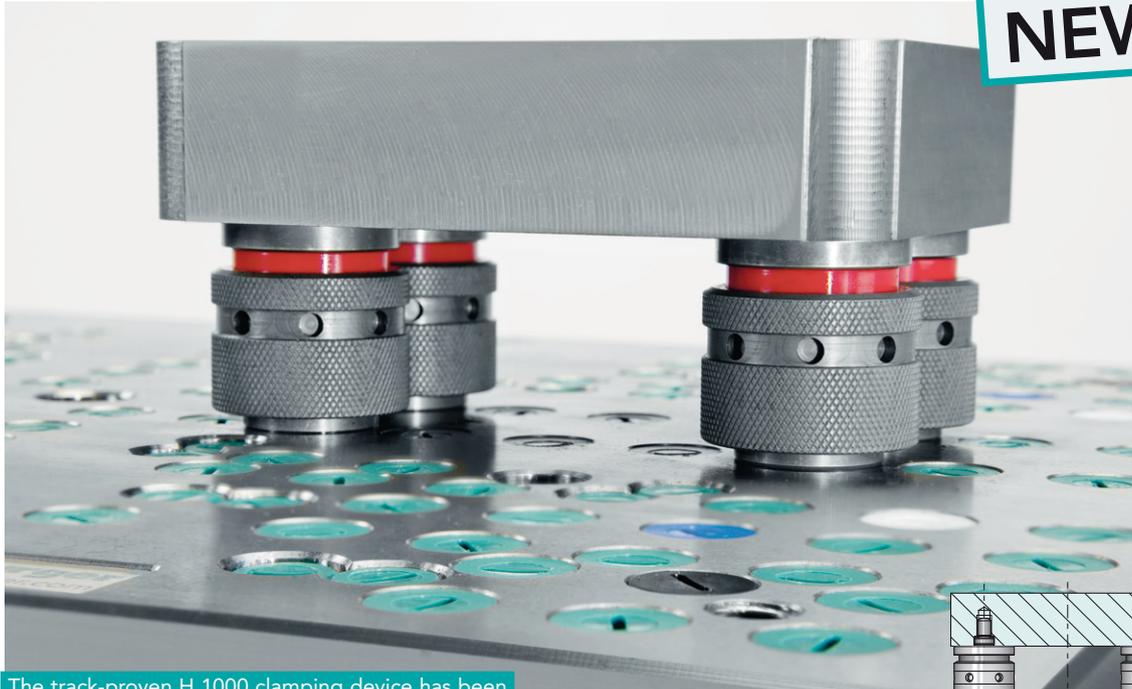
How it works: The F plates are set using the guide holes and thereby positioned and aligned in the centre of the H 1000. It is no longer necessary to align the plates at regular intervals, so the machinist's work is easier and more efficient. When clamping standard F parts with expanding rings the interfering contour is reduced to the contours of the workpiece. This significantly simplifies programming and minimises the risk of a collision. The entire surface of the split line face of the cavity plate is accessible for processing.

HOW YOU BENEFIT – AT A GLANCE

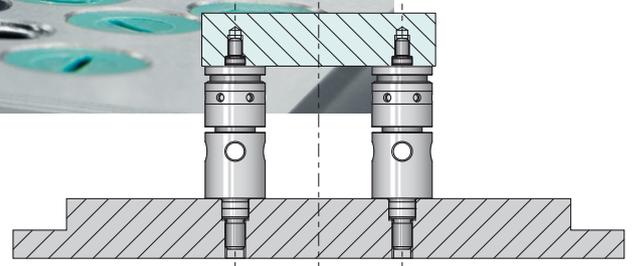
- » Improves the quality of your moulds by precise clamping in the μ range with repeatable accuracy
- » Reduces your processing time by substantially reducing set-up times
- » Minimises the risk of collision by using expansion rings for clamping
- » Clamping plate up to size 796 996
- » Also available in a round version, perfectly adapted to the machine table



NEW



The track-proven H 1000 clamping device has been supplemented by a system for clamping NF inserts



NEW: CLAMPING OF NF INSERTS POSSIBLE

The track-proven H 1000 clamping device has been supplemented by a system for clamping NF inserts. Any number of clamping supports with centring can be fixed into the bores of the H 1000 base plate. In the NF insert the clamping spigots are fitted into integrated fitting diameters with a thread. Clamping spigots with an undersized fitting diameter are available for machining before hardening. Now the insert is simply placed onto the clamping support and tightened with locking sleeves. Five sides of the part remain free from interfering contours. The distance from the base plate can be increased in 40 mm increments in combination with H 1030 centring support extensions. As the clamping supports clamp centrally, repeatability in the μ range is guaranteed.

- » All existing coordinates of the H 1000 can be used for flexible clamping support configuration.
- » Ideal for five-side machining in combination with the H 1030 centring support extensions.
- » Repeatability in the μ range with zero point centring
- » Non-tilting or twisting positioning and removal of the parts
- » The clamping supports can withstand the maximum feed during cutting

For further information please visit
www.meusburger.com

RECOMMENDED BY MEUSBURGER

SPECIAL WORKSHOP EQUIPMENT FOR TOOL AND MOULD MAKING

How is it possible to make use of decades of experience in tool and mould making for the benefit of customers? By giving them access to the resulting know-how. This is just what Meusburger is doing with its latest business segment, the "Workshop Equipment for Tool and Mould Making" division. Tools, measuring instruments and ancillaries that meet the high Meusburger quality requirements have been combined in a clearly structured catalogue which has been available since the end of 2013. Around one year after its launch, every other Meusburger customer has made use of the new service.

Which milling cutters and drills are most suitable for machining? Which measuring instruments satisfy my high demands? Questions which designers and users still ask themselves during tool and mould construction. Searching for the best supplier can take a great deal of time – time that could be used for something more productive. In this respect Meusburger not only regards itself as a supplier, but as a supporting force. Customers have always expected the very highest quality and maximum availabil-

ity of Meusburger products. This naturally means that only the very best tools, materials and equipment are used. With these high standards and its 50 years of experience, Meusburger has compiled a selection and combined them in a new catalogue which was launched with great success at the end of 2013.

NEW IN THE 2014 WORKSHOP EQUIPMENT CATALOGUE: CLAMPING EQUIPMENT FOR TOOL AND MOULD MAKING



CLAMPING CLAWS FOR CUTTING AND PUNCHING TOOLS

- » Clamping claws for fast and infinitely variable clamping, for example of punching tools
- » Designed for very high loads
- » Require little space on the machine table
- » For 12–18 mm T grooves

POWER CLAMPS

- » For clamping injection moulds on injection moulding machines, plates or other parts on the milling centre
- » For threads M12–M18 or T grooves of 14–24 mm
- » Clamping force of 20–25 kN
- » Clamping heights of 0–62 mm possible
- » Various clamping jaws, also for clamping round parts

New catalogue
**Workshop
 equipment for tool
 and mould making**
 – available as of
 Euromold 2014



Cutting tools



Surface finishing technology



Consumables



Measuring equipment



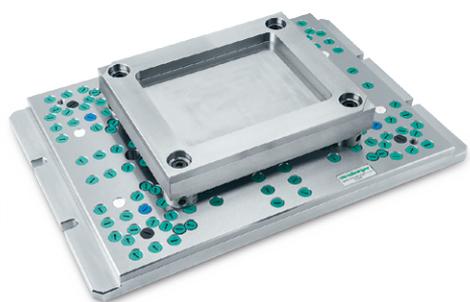
Lifting equipment



Erosion accessories



Assembly equipment



Clamping equipment



A SCREW LOOSE?

There are some simple but extremely useful tricks for the correct gluing of screws.



To the Meusburger Technicaltip video >>



LOTS OF SPACE FOR QUALITY

LARGE WAREHOUSE GUARANTEES FAST LEAD TIMES

Procurement policies and warehousing are important topics in all companies. While there is a global tendency towards decentralisation and minimisation of warehouse footprints, Meusburger has continually invested in increasing the size of its warehouse. Via state-of-the-art production lines and well designed pro-

cesses, the products arrive at the industry's largest warehouse for plates and accessories. The in-house quality assurance ensures consistently high quality of all products. The optimised logistics chain guarantees short lead times of 24 or 48 hours.

18,000 m²

More than 18,000 m² of warehousing space

99 %

High supply reliability of more than 99 per cent

24 h

Lead time for standard parts: DE, AT, CH and IT normally 24 hours, other countries 48 to 96 hours, depending on the region

60

Supplying more than 60 countries around the world

63 M

Stock value of around 63 million euros

RETHINKING – ALSO IN ENGINEERING

THE ADVANTAGES OF USING STANDARD COMPONENTS

Only a small difference in standard component dimensions makes a difference in the decisions of the tool and mould makers. Meusburger has made it its goal to carry the standardisation trend through to the jigs & fixtures sector.

It isn't necessary to do everything yourself – and in fact you shouldn't. This is especially true if standard mechanical engineering parts with a tolerance of up to 3µm can be delivered within 24 hours. The company then has more time to focus on its core competence. Resources are saved, the wear on tools and machines is reduced and therefore once more, time and money are saved.

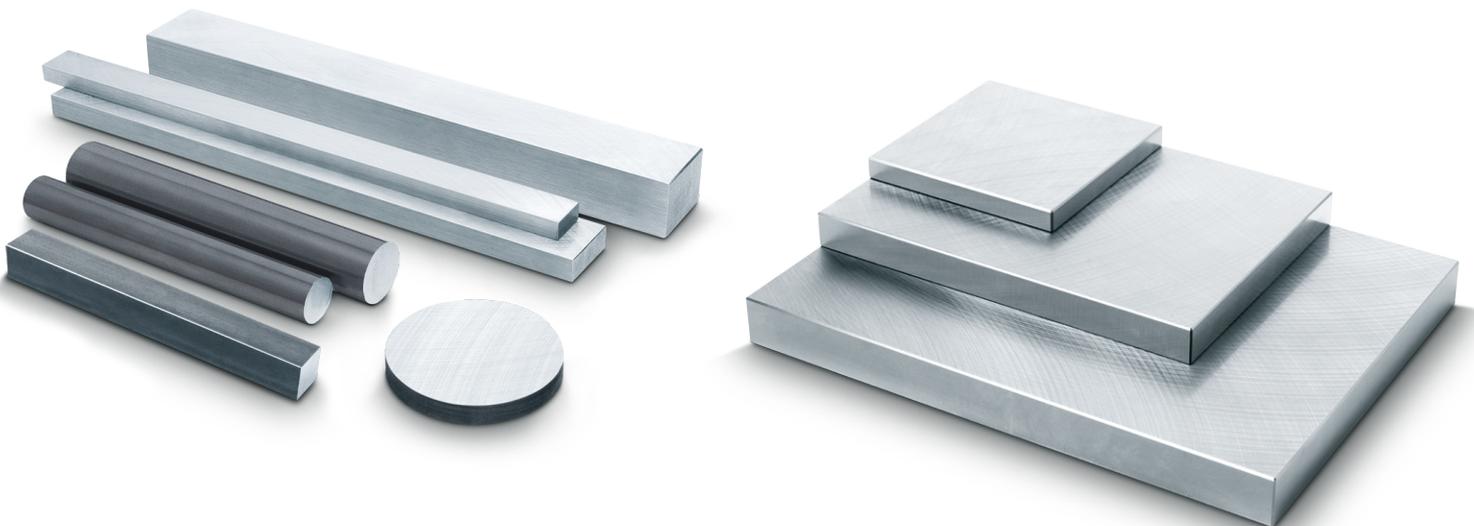
The need for standard components in the jigs & fixtures sector is principally the same as in the tool and mould making sector. The difference is in the customary practice in the jigs & fixtures sector of using round measurements, while in tool and mould making measurements ending in a six are common, for example 500 mm vs. 496 mm. This means a 4 mm difference that can have a great effect on price when selecting the source material.

The clear advantage of easily available, precise standard components is obvious. P – plates and N – bars can also be used in the jigs & fixtures industry for almost all components in a wide range of sizes and shapes. This should already be taken into account at the design stage.

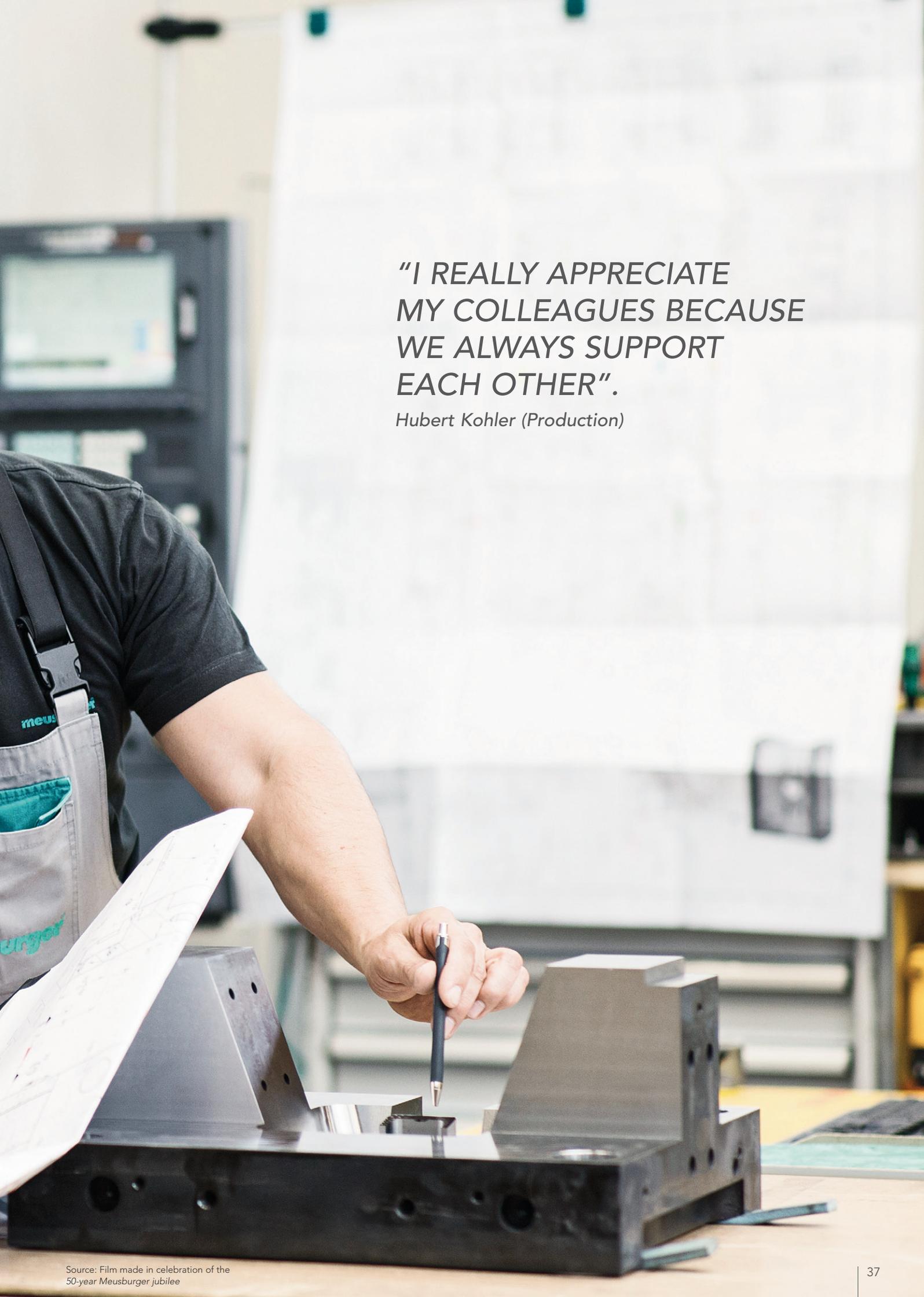


Klaus Stadelmann,
Product Manager Jigs & Fixtures

**Catalogue
Plates and Bars**
165 pages that
help save
time and money!





A close-up photograph of a worker in a dark grey t-shirt and a grey apron with the Meusburger logo. The worker is holding a blue pen and inspecting a small metal component on a large, dark metal workbench. The background is a blurred workshop with whiteboards and technical drawings.

**"I REALLY APPRECIATE
MY COLLEAGUES BECAUSE
WE ALWAYS SUPPORT
EACH OTHER".**

Hubert Kohler (Production)

FOCUSING ON PEOPLE

FITNESS FOR MIND AND BODY

Motivated, competent and healthy employees are of fundamental importance for the success of a company. For this reason every year Meusburger organises a range of different workshops and seminars on the topics of health, safety and further training.

ERGONOMICS

The annual "Ergonomics and Prevention" project is aimed at preventing fatigue, physical strain and accidents and boosting productivity. In the office all workplaces have been inspected by the work physician Dr. Robert Spiegel, modified according to findings and the necessary auxiliaries provided where necessary. In the production facilities requirements have been determined by means of questionnaires with the assistance of the physiotherapist Alida Orbourg, and the corresponding measures such as exercises and tips have been the focus of different workshops.



Ergonomics workshop for production staff



FIRST AID

First aid courses were held in November 2013 for the Meusburger first-aiders. Apprentices were also offered the opportunity to take part in a basic course. It was therefore possible to increase the number of first-aiders within the company.



First aid courses for first-aiders and apprentices.

The company workforce is supplied with fresh fruit throughout the year. A total of eleven tonnes of apples from regional suppliers are consumed annually.

SAFETY

To guarantee safety in production, forklift truck and crane operators are given regular safety training sessions as well as general safety courses.



Fitness training for the first and second year apprentices



Work physician Dr. Robert Spiegel can be consulted every Monday from 3 p.m. to 4 p.m. at the company. He has also carried out various inoculation campaigns, eye tests, apprentices examinations etc.

SPORT TRAINING

Physical fitness is a prerequisite for achieving good results at school and work. For this reason the company organised weekly sport sessions for the first and second year apprentices with the karate world champion Daniel Devigili, starting in March 2014.

PREVENTION

In January 2014 the Meusburger apprentices were also offered the chance to participate in a joint prevention workshop with apprentices from Inhaus entitled "Drink responsibly – a positive approach to alcohol".

MANAGER WORKSHOP

At a kick-off workshop around 45 heads of department were given extra training on their management assignments by an external instruction team.

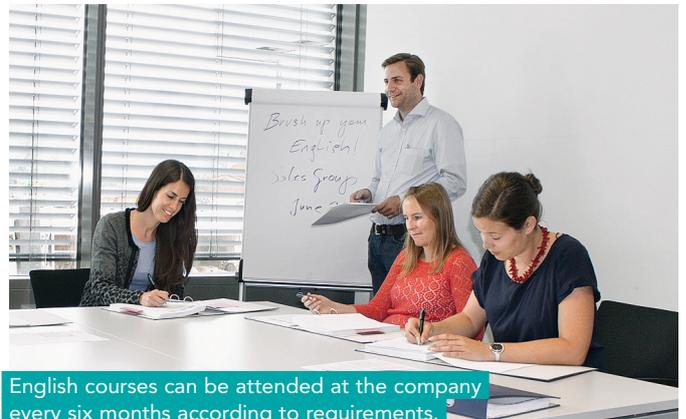
Meusburger organises and funds regular internal and external training courses in a wide range of fields.

MOTIVATIONAL LECTURE FOR MANAGERS

On 25 March 2014 all managers were invited to attend a motivational lecture on the topic of "Management in times of change" by the external speaker Manfred Zumtobel.

FIT FOR INTERNATIONAL ORIENTATION

Courses are offered every six months to all members of staff wishing to improve or refresh their English skills.



English courses can be attended at the company every six months according to requirements.

» APPRENTICES EXCHANGE PROGRAMME «

In the spring of 2014 three Meusburger apprentices were offered the opportunity to take part in an exchange programme organised in collaboration with Bihler. For three weeks they were able to take in the atmosphere at the workshop in Bavaria, and Meusburger was pleased to welcome three exchange apprentices from the German Allgäu region. The Meusburger apprentices Lukas Kohler, Clemens Mennel and Lukas Schlitzer wrote about their experiences in the Meusburger apprentice blog which can be viewed online at: www.lehre-bei-meusburger.com/eventberichte





THE WORKFORCE HAS VOTED

MEUSBURGER IS THE BEST EMPLOYER IN VORARLBERG

For the first time the Vorarlberg Chamber of Labour (Arbeiterkammer) and *vol.at* (the local news) set out to find the best employer in Vorarlberg. In the category for companies with more than 300 employees, Meusburger was the 2013 winner. Over a period of five weeks staff from all local companies were invited to complete an anonymous questionnaire and assess their own employer. The nominated companies were Meusburger, Omicron, Getzner Textil, Hirschmann Automotive and Mondelez. A total of 97 companies took part in the competition.

“Being mentioned in the same breath as such illustrious companies and then being crowned the winner is something we are very proud of, especially because our employees were the people who reached this decision.”

Roman Giesinger, Human Resources Manager



Roman Giesinger (Head of Human Resources, on the left of the photo) with Edgar Sohm from Carini Etiketten

AUSTRIA'S LEADING COMPANIES 2013

Public Award for Meusburger

The results were announced at the end of November – Meusburger is the most popular company in Vorarlberg. The Wolfurt family-owned enterprise was presented with the coveted Public Award at the “Austria’s Leading Companies 2013” (ALC) award ceremony at the Bregenz Festival Hall.

For 15 years the “Wirtschaftsblatt” daily newspaper together with KSV1870 and PwC have been giving awards to Austria’s most successful and financially stable companies. The ALC competition assesses the performance of a company over the past three years by means of a comprehensive key performance system. In 2013 more than 350 companies in Vorarlberg competed.



Meusburger has initiated a number of measures that make a perceptible contribution to environmental protection

KLIMAAKTIV MOBIL PROJECT PARTNER

Working together for the environment

On 6 March 2014 Meusburger once more won an award as a project partner of *klimaaktiv mobil*, an Austrian Climate Initiative. The company has a number of measures in place that make a perceptible contribution to the protection of our environment. For example, the 33 works buses save around 159,000 litres of fuel, more than two million kilometres on the road and therefore around 376 tonnes of CO₂ every year. Around 230 members of staff use the Meusburger buses to travel to work and home again every day. This also minimises the amount of traffic and the noise pollution in the surrounding communities.



THE BEST MACHINING TECHNICIANS

Excellent results at the “met” competition

The Meusburger apprentices finished 2013 with a resounding success: At the national “Metal-Electrical-Technology Competition” (met), staged in December at the WIFI Institute of Economic Development Dornbirn, they secured the first four places. Therefore the best machining technicians in Vorarlberg once more come from the family-owned company from Wolfurt.

- 1st: Patrick Dalberto (3rd from left)
- 2nd: Benno Schneider (2nd from right)
- 2nd: Michael Egger (3rd from right)
- 3rd: Dominik Vonach (1st from right)
- 6th: Yolanda Wegrzyn (1st from left)
- 8th: Henrik Jehle (2nd from left)

“We are really thrilled that our apprentices occupied the first four places. But this excellent result is well deserved – the apprentices all work very hard and show great interest in their professions.”

Peter Nußbaumer, Head of Apprentice Training



MARTIAL ARTS AS A LIFE SKILL

PROFITING AT WORK FROM SPORTING AMBITION

Karate, which means "empty hand", is a weapon-free, Asian form of martial arts that relies on speed and mobility. From a Central European viewpoint this is a relatively exotic type of sport. In spite of this, in Jean-Marc Mayer, the Meusburger workforce has a colleague in its ranks who is among the best not only in Europe but in the world in this sport. Today he works as a Meusburger Area Sales Manager for South West Europe.

INTERNATIONAL SUCCESS

Twelve times Austrian national champion, any number of medals at various European cup competitions as well as being a quarter finalist at the 2008 World Championships in Tokyo – this is only a snapshot from the long list of successes from Jean-Marc Mayer. Jean-Marc, who is a black belt (third Dan), and who has been a karateka since 1991, looks back to when he took up the sport: "I first wanted to start judo, but by accident started with karate instead." This was the beginning of a long and successful career. The first international success was winning the 2001 European Cup in Vienna, which was followed by a number of top rankings in the years to follow.

CAREER AT MEUSBURGER

In 2010 Jean-Marc retired from active competitive sport (he is still an acting instructor and official). A year later he started his career at Meusburger. As an Area Sales Manager he is responsible for the markets in Spain, Portugal and Malta. When asked which elements of karate he can make use of in his work today, he replied "Ambition, resilience, ability to concentrate – but especially respect and self-confidence." Today he is married and has a family, and enjoys communicating in different languages and facing the challenges posed by the international orientation of the company. He used to regard winning a competition as an



Jean-Marc Mayer (right) at the Moldplas in Portugal

achievement, and now he is motivated by implementing ideas, mastering challenges and the positive development of markets and the members of staff.

Jean-Marc Mayer in action at the World University Championships in Podgorica (Montenegro) in 2010



SUCCESSES

- » Black belt (3rd Dan)
- » Twelve times Austrian National Champion
- » Gold at the 2001 European Cup in Vienna
- » Bronze at the 2002 World University Championships in Mexico
- » Gold at the 2002 European Cup in Cyprus
- » Silver at the 2003 US Open in Las Vegas
- » Gold at the 2006 Austrian Open
- » Bronze at the 2006 European Cup in Lucerne
- » Quarter-finalist at the 2008 World Championships in Tokyo
- » Bronze at the 2009 European Cup in Berne
- » Silver at the 2010 European Cup in Koblenz





REGIONAL NEWS

A GLASS OF THE FINEST FROM KURT

Kurt Vonach's hobby is the distillation of schnapps with all its varied facets. He has been a loyal Meusburger employee for more than 30 years. He works in the Process Planning division, handling the special orders of customers and prepares the CAD data for production. He devotes a lot of his free time to his own schnapps distillery.

This has been a tradition in his family for over 40 years. Kurt's father Edgar passed on his skills to his son, who went on to take over the family's own distillery.

VARIETY FROM THE FAMILY ORCHARDS

The very best fruit is an essential requirement for producing aromatic, high-quality products. For this reason Kurt Vonach has his own orchard with around 400 trees. The fruit trees and refining the home-grown fruit are his great passions. A wide range of different varieties – apples, pears, damsons, cherries, quince, raspberries etc. guarantee a wide variety of spirits, liqueurs, fruit and herb schnapps.

AWARD-WINNING PRODUCTS

Every year Kurt Vonach submits his products to the Agricultural Chamber of Vorarlberg that gives awards to distilled products. A number of medals are evidence of the hard work of this ambitious and innovative distiller. In 2012 he was awarded the title "Distiller of the Year".

MEUSBURGER FRUIT SCHNAPPS

Meusburger is also one of Kurt's loyal customers. The specially commissioned "Meusburger Schnapps" – a real Vorarlberg fruit schnapps with an alcohol content of 42 vol. %, is a popular choice as a gift for special occasions or as a souvenir from the region. As for Meusburger, regionality is also very important to the Vonach distillery. Its products stand for the highest quality, tradition and active craftsmanship.

More information is available from Kurt Vonach's web site at www.vonachbrand.at

DISTILLATION

Distillation is a thermal process. The fermented mash is heated and alcoholic vapours are routed into the condenser. Here the vapours are cooled and liquefied, and the distilled product is drained through the receiver. This process is repeated twice. The product can then be classified as double distilled.



The best fruit is essential to produce an aromatic product



AWAY FROM EVERYDAY WORK

A YEAR FULL OF EVENTS/ACTIVITIES

Meusburger places great emphasis on internal cohesion and solidarity. For this reason the "Meuser" family meets regularly for a wide range of different internal and external events. Here is a selection of the company activities of last year.



SOCIAL



CHRISTMAS PARTY
20/12/2013

CARD GAME EVENT
08/11/2013





ON SNOW AND ICE

ICE HOCKEY 
16/11/2013 in Hohenems

 **CROSS-COUNTRY SKIING**
18/01/2014 in Sulzberg



« **SKIING COMPETITION** 
08/02/2014 in Sibratsgfäll

SKIING DAY » 
22/02/2014 in Warth



A GOOD CATCH

 **FISHING DAY**
02/08/2014
at the Lünersee





ENDURANCE



JANNERSEE TRIATHLON

17/08/2013 in Lauterach



BREGENZERWALD RUN

21/06/2014 in Mellau/Schoppernau



ON TWO WHEELS



BIKING WEEKEND

29/05/14–01/06/2014 in South Tyrol



MOTORBIKE TOUR

27–29/06/2014
in Western Austria



ANNOUNCEMENTS

BIRTHS

Anika, 22/09/2013
Daughter of Oliver Stockhaus and Judith Köb

Levi, 06/10/2013
Son of Stefan Scholtes and Kim Giesinger

Elisa Amina, 17/10/2013
Daughter of Anita and Martin Wohlgenannt

Sarah, 26/10/2013
Daughter of Stefan and Bettina Schneider

Coralin, 28/11/2013
Daughter of Thomas and Jacqueline Eller

Julian, 02/12/2013
Son of Stephanie Kitzberger and Clemens Hofer

Samuel, 05/12/2013
Son of Rainer and Stephanie Stadelmann

Linda, 09/12/2013
Daughter of Daniel Lenz and Evelyne Müller

Isabella, 27/12/2013
Daughter of Franz Berchtold and Manuela Zangerle

Alessia, 31/12/2013
Daughter of Daniel and Anita Fink

Mayla, 27/01/2014
Daughter of Jennifer Röggle and Timo Langer

Lorenz, 29/01/2014
Son of Katharina and Christian Moosbrugger

Laura Vitória, 30/01/2014
Daughter of Oldimir and Papiani Krack

Mounia and Zoe, 03/02/2014
Daughter of David Wendland and Janine Banko

Siana, 04/02/2014
Daughter of Kosta Stefanov and Elena Konova

Moritz, 05/02/2014
Son of Daniel and Manuela Fuchs

Leni Marleen, 25/02/2014
Daughter of Christian and Mirjam Ludwig

Raphael, 28/02/2014
Son of Ronald and Susanne Bauer

Lionel, 08/03/2014
Son of Gabriele Huber and Daniel Goller

Beril, 11/03/2014
Daughter of Coskun and Buket Öztürk Gök

Lena Marie, 15/03/2014
Daughter of Dietmar and Simone Engl

Nikitha, 22/03/2014
Daughter of Kumar and Jisha Sujith

Alexander, 10/04/2014
Son of Isadora and Michael Amann

Magdalena, 10/04/2014
Daughter of Sabine and Thomas Metzler

Jodok, 11/04/2014
Son of Alexander Hammerer and Magdalena Kolb

Melina, 12/04/2014
Daughter of Matthias Pacher and Daniela Bereuter

Maximilian, 13/04/2014
Son of Christoph and Tanja König

Laura, 20/04/2014
Daughter of Dominik Willi and Veronika Bereuter

Leonie, 15/05/2014
Daughter of Markus and Sandra Steurer

Armin Christian, 19/05/2014
Son of Mihai and Roxana Corina Giurgiu

Natalija, 21/05/2014
Daughter of Mirosljub and Jelena Markovic

Noel, 09/06/2014
Son of Uwe Eienkel and Jacqueline Fetz

Finja, 23/06/2014
Daughter of Sebastian König and Michèle Weichert

Emma, 20/08/2014
Daughter of Peter and Sonja Dorn

Leonie, 25/08/2014
Daughter of Madeleine and Michael Messmer

WEDDINGS

Madeleine Kitzberger and Michael Messmer, September 2013

Markus Schedler and Sandra Violand, October 2013

Bayram Ceper and Tugba Gürkeskin, December 2013

Sabine Ritter and Thomas Metzler, January 2014

Martin Hammerer and Sabrina Schwarz, May 2014

Ceyda Nalbant and Dogus Özkan, May 2014

Michael Pohl and Julia Schleif, May 2014

Markus Steurer and Sandra Bentele, May 2014

Reiner Philbert and Anja Prechtel, June 2014

Nadine Schlatter and Bernhard Nagele, June 2014

Eva Schneider and Matthias Nester, August 2014

LENGTH OF SERVICE CELEBRATIONS

Peter Zachari, Head of Programming, 35 years

Martin Berchtold, Grinding, 25 years

Jurgen Pirsch, Control, 25 years

Enrico Steinlechner, Forklift Operator, 25 years

Franz Kohler, Head of Product Development, 25 years

Maria Willi, Accounting, 10 years

Guido Josef Mott, Sales Manager, Central Germany, 10 years

Mathias Hammerer, Head of Acc. Assistance, 10 years

Dietmar Troy, Maintenance, 10 years

Anton Kruijen, Head of Administration, 10 years

Wolfram Hager, Milling, 10 years

Nicole Raid, In-house Sales assistant, 10 years

Andreas Vogel, Head of Sales, 10 years

Wolfgang Hörburger, Process Planning, 10 years

Thomas Läßer, Milling, 10 years

Stefan Muxel, Head of Milling, 10 years

Martin Staggl, Programming, 10 years

Fredi Wagner, Grinding, 10 years

Karin Fetz, Purchasing, 10 years

RETIREMENTS

Kurt Ellensohn, retired on 30/09/2013

BEREAVEMENTS

Mark Ludington, Sales Manager USA | Canada
* 01/06/1952 – † 04/01/2014

50
years



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