

# *informs*

17<sup>TH</sup> ISSUE, OCTOBER 2019



**meusburger**



neusburger®

# Hello,

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*When I come into contact with a company, good support is important to me. It's probably the same for you. That's why Meusburger greatly values personal contact. This creates partnerships that enable us to achieve our goals together.*

Are you wondering what exactly is behind this? It's actually very simple. We have many employees on-site and at our headquarters in Wolfurt happy to answer your questions and solve your problems personally. Our large team, from product service to development and logistics to application engineers and production staff, works daily to guarantee the high quality of our products and to give you the best all-round service.

Personal support is particularly important in this day and age, as mould and die making is undergoing a process of change. Together we can handle the upcoming challenges, such as the advancing digitalisation of our industry.

We already offer you various digital options to make your work easier. In addition to our website and web shop, our configurators, wizards, and selection guides offer added value – for example, try our new configurator for hot runner moulds. This is the result of excellent cooperation between Meusburger and PSG.

One of our success factors continues to be the structured handling of corporate knowledge. With the WBI Knowledge Management Method and the specially developed software, the resource of knowledge is not only collected, but also shared, further developed and secured. This guarantees that no knowledge is lost and that nothing stands in the way of your success. Since 2018 our range has been extended by the software company Segoni. This enables us to support you in the areas of ERP and PPS and to optimise processes together.

As you can see, for us only the best service is good enough for you. That's why we work every day to further improve it and above all to give you more time – time for new projects, new ideas or simply more leisure time.

*I hope you enjoy the read!*



M. Eng. Guntram Meusburger  
Managing Director



# Come on in...

...and check out exciting news from the world of Meusburger. In addition to information on Meusburger, PSG, WBI, and Segoni, there are many other articles worth reading which focus on the service we offer.

Everything revolves around our large team who are at work for you daily all over the world, the digital tools that make your daily work easier, and our popular events where you can maintain existing contacts and make new ones.



## Meusburger



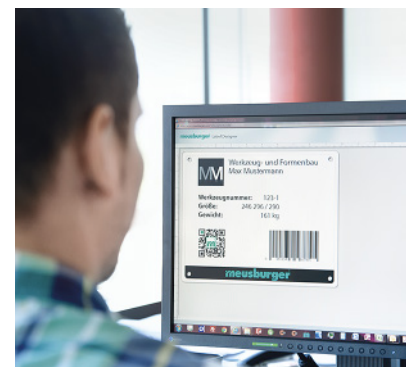
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## Tip



A visit to the Meusburger headquarters in Wolfurt, Austria gives you the opportunity to see the high quality of our manufacturing processes with a company tour.

Afterwards we recommend that you spend a few days in Vorarlberg on holiday. Read about all there is to see on **page 48**.



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**meusburger**



# Stronger together

*Have you ever wondered what advantages we offer you as a corporate group? Yes? – then here's the answer.*

It all started in 1964 – when Georg Meusburger founded Georg Meusburger GmbH as a one-man business. Specialisation in the production of standardised mould bases followed in 1978. At that time, nobody could have guessed that 55 years after the company was founded, there would be over 1,700 employees at Meusburger, PSG, WBI and Segoni ensuring that approximately 21,000 customers worldwide receive the best service. So what does this mean for you? Let us explain.

## *Everything from one source*

Meusburger, PSG, WBI, and Segoni work and grow together for the same target group – mould, die, and jigs and fixtures construction. This allows expertise to be passed on internally in order to optimise processes and products together. In addition, we respond to the needs of the market by continually expanding our range of products. This makes Meusburger your full-range supplier.

## *Security and innovation*

Just as the cooperation with Meusburger results in synergies as well as numerous advantages for PSG customers, the integration into the corporate group is also worthwhile for WBI and Segoni. With over 55 years of experience in the industry, Meusburger supports these very young companies with developments and innovations as well as with the resulting growth. In turn, Meusburger also profits from the ideas and products of PSG, WBI and Segoni. The result of this cooperation is an expansion of technological competence with advantages for all members of the group and therefore also for you.

## *Standard is standard with us*

Another advantage which you benefit directly from is our high degree of standardisation. Standardisation has long been a guiding principle at Meusburger and is also being introduced step by step at PSG. At the same time, PSG continues to distinguish itself through individual customised projects.

The biggest advantage of standardisation is a shortened lead time. This saves you not only valuable time but also costs.

Does that answer your questions about the advantages of the close cooperation within Meusburger for you as a customer? Not quite yet? Then we are sure that you will find further exciting information and informative answers on the following pages.



## *Did you know that...*



*...our over 1,700 employees are at work for you every day?*



*...we supply 81 countries worldwide?*







*Guntram Meusburger, Managing Director of Meusburger, is optimistic about the future. And rightly so – thanks to the excellent cooperation between Meusburger, PSG, WBI and Segoni.*

# *Keeping up with the times*

***Mr Meusburger, after economically strong years the international economic forecast for 2019 has been revised to go downwards. Has Meusburger also noticed this trend and what have you done to counteract this?***

No matter what the economic situation is, we greatly value improving and further developing ourselves – so we have not specifically reacted to this worsened prediction. In addition to our products, we have been working on expanding our personal service for customers on-site for some time now. This enables us to react quickly and directly to possible challenges. We also continue to invest in expanding our online offers. This year a highlight was the introduction of the configurator for hot runner moulds, which is the result of intensive cooperation between Meusburger and PSG.

***You mentioned good cooperation. What concrete advantages does the customer have from the group?***

The biggest advantage is definitely that the four companies Meusburger, PSG, WBI and Segoni have the same target group – mould, die, and jigs and fixtures construction. This combines competencies and expertise. In addition, the concept of standardisation, which has long been used daily at Meusburger, is gradually being integrated into other companies. This is also demonstrated with the hot runner mould including configurator that I already mentioned. Based on feedback from the market, many customers wanted a simple and ideal product range with transparent pricing and data from one supplier. With our configurator for hot runner moulds, the complete mould base including hot runner manifold can be individually created with just a few mouse clicks and promptly shipped as just one order in the usual high quality. Despite the expanded standardisation in this project, PSG continues to impress customers primarily with customised projects.

***Besides what you have already mentioned, are there any other aspects you are focusing on for 2019?***

Input on the current developments on the market enable us to develop new products for our customers again and again and to expand our product range in individual product groups, especially in terms of scope. For example, thanks to the good partnership with Bihler another exciting project was realised for customers in the middle of this year: new standardised stamping and forming die sets. This leads to enormous savings in time and cost for our customers. We are also proud of the fact that the service level for components is now at 100 per cent thanks to the automated small parts warehouse built in 2017.

***Since 2016, Meusburger has been organising the Die and Mould Making Days. Why does die and mould making have its own special day?***

To be successful in the long term, it is important to maintain existing partnerships within the branch and make new contacts – because opportunities and developments arise again and again. With many exciting lectures and exhibitors, the Die and Mould Making Days are the highlight of our events calendar. Our industry meetings, designer meetings, the PSG hot runner day, the WBI network day, and the many trade fairs we participate in are also perfect platforms for us and especially our customers to maintain contacts and expand their network.

***A central aspect for the success of Meusburger is the structured handling of employee knowledge. How exactly does knowledge management work in everyday business?***

In addition to the three classic factors labour, land and capital, knowledge is becoming increasingly important as the fourth production factor. The resource of knowledge is the only one that multiplies when it is shared. That is why it is worthwhile not to just protect the company-wide know-how but to actively manage it.

At Meusburger, valuable knowledge is collected and made accessible to all. This way, development is facilitated, employees are adequately informed and errors are decreased as a result.

***In your opinion, what is the main problem in securing knowledge in companies and how does the WBI Knowledge Management Method counteract these problems?***

Every company already has methods of securing knowledge. The main problem is often that the individual employees and companies are not aware of the great importance of knowledge. A lot of information is stored on drives and is not easy for everyone to find. It is important to recognise the value of these documents and to use the resulting potential. WBI's specially developed and easy-to-use software offers the ideal method for this purpose, so that once knowledge is acquired it does not get lost but can be further developed and made accessible to all employees.

***It is well known that employees are the foundation of economic success. What does Meusburger do to find and retain highly qualified specialists?***

Of course, the success of a company depends on the quality and motivation of its employees. For this reason, we greatly value good teamwork – because only employees who feel comfortable at work can work successfully. Parallel to organising many internal events, we pay special attention to training our employees. For example, in Wolfurt, around 140 apprentices are currently being trained in nine occupations, and internal and external training courses are held on an ongoing basis as part of the Meusburger Academy, which was introduced in 2018. This targeted advancement of our employees guarantees not only further professional training but also their personal development – and long-term sustainable success for the company.

***Thank you very much for speaking with us, Mr Meusburger.***

# Hot standard

*A world first has resulted from the excellent cooperation between Meusburger and PSG. With the hot runner mould and the corresponding configurator, the two companies have taken a further successful step towards standardisation in the hot runner section.*



In this fast-moving day and age, do you really have time to wait for tedious calculations and designs for your hot runner? We offer you the ideal solution. With the exclusive FH hot runner mould, Meusburger, in cooperation with PSG, has found an opportunity to complement their customised solutions. While Meusburger contributes the know-how for the standardisation, PSG contributes the expertise from the hot runner area. In addition to the standard range offered by Meusburger, PSG continues to offer you customised solutions.

We have expanded our established and popular configurators and wizards with a new tool – the FH configurator. This allows individual selection of the hot runner manifold as well as flexible positioning of the nozzles and the entire manifold in the manifold plate. After manually entering the various parameters, the configurator automatically calculates the thickness of the FH 63 Manifold plate and the nozzle length. The rest of the base can then be configured as usual with the help of the mould base wizard. At the end of the process, the 3D data is created and is immediately available for download. In addition, the price is calculated and displayed directly. The required components



*Close cooperation complements and furthers project-related business.*

Guntram Meusburger, Managing Director

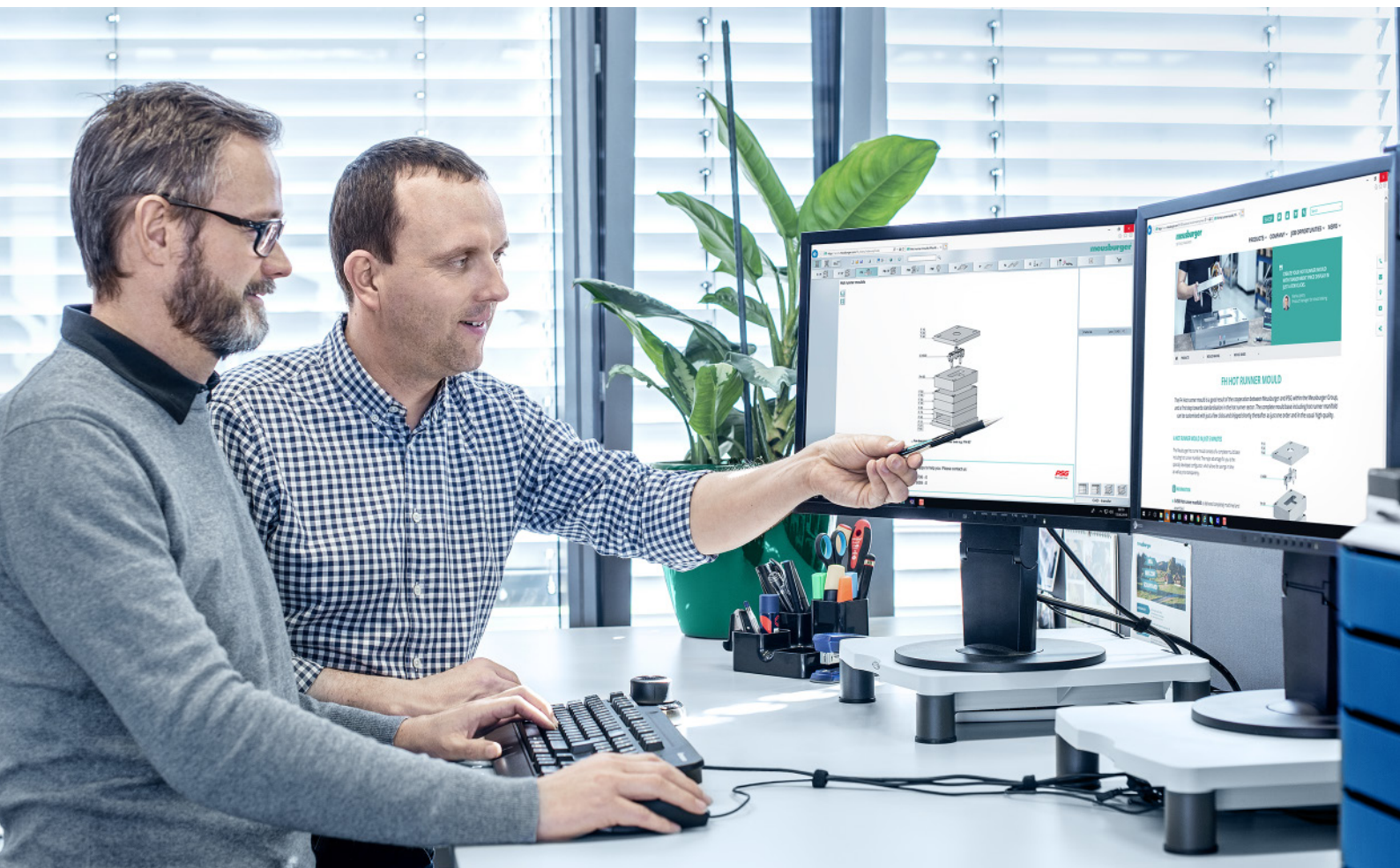
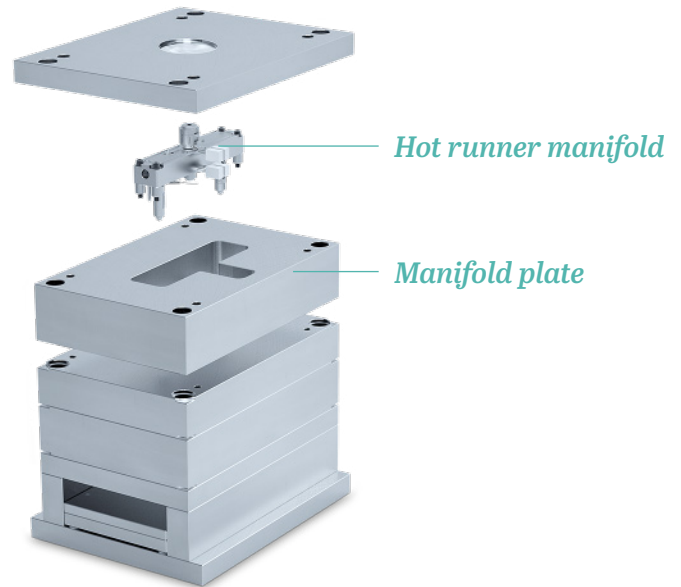
and matching accessories can also be ordered directly from Meusburger. This way you receive everything from just one source and with only one order.

### Successful cooperation

After the hot runner mould has been created using the configurator, the order can be placed via the web shop or offline shop. Meusburger immediately takes care of the production of the FH 63 Manifold plate as well as all other standard parts included in the order. PSG carries out the assembly of the hot runner manifold as well as a quality and function test.

Finally the delivery takes place either as a complete package or on request as a partial delivery. While you receive the hot runner manifold fully assembled, the mould base for the hot runner mould is not pre-assembled when shipped. This saves having to take it apart and means that the components are immediately ready for subsequent machining.

The combination of the core competences of Meusburger and PSG enables fast and simple construction of the hot runner mould. Take this further step towards standardisation in the hot runner sector with us and save valuable time.



# In the best hands

*At PSG, in addition to the high quality of our products, one thing is particularly important to us: service. That's why we have redoubled our efforts and support you both online and directly on-site.*

## **Hot runner systems – with a personal touch**

Our numerous application engineers are at work every day throughout Europe. But of course a larger team is also working for you behind the scenes. Not only have we expanded our internal sales department, but also our design department and our service department. This guarantees you even faster and more intensive support.

It is particularly important for us to accompany you throughout the entire process chain – starting with professional and customer-specific consulting to ensure process reliability and the quality of the components, through to the prompt provision of data and documentation to personal consulting for initial sampling and deviations.

## **Control systems – with online convenience**

Everyone is familiar with it – intensive support is often needed when installing a new product. With PSG the process is simple. You can contact our support team directly with your questions on control systems. The digital system is entirely uncomplicated and works regardless of location. Quick online control systems support requires nothing more than an internet connection, a functioning data connection of the controller to the PC – via RS485, TTY, CAN or Ethernet – and the software tool PSG Quick-support. This tool for Windows can be downloaded free of charge directly from the PSG homepage. Installation on the computer is not necessary. A brief call to us is all that is needed so that we can connect to your PC with the access data.

Now we're almost finished. By looking together at the application on your monitor, our team can provide you with real-time support. Once the service is complete, you can easily disconnect by closing the PSG Quick Support tool. Our recommendation: if you leave the tool on the computer, it will be immediately available if support is required again.



**For further information please visit:**

[www.psg-online.de/en](http://www.psg-online.de/en)



*Whether personally on-site or digitally over a great distance – our entire team provides the best support for our customers on a daily basis.*

# Increase knowledge

*The proper handling of knowledge has long been the basis for success at Meusburger. Like many others, you can also benefit from WBI Knowledge Management.*

Many companies in mould and die making already know that employees' knowledge has special value and can make a substantial contribution to the success of the company if it is properly secured. Many, however, do not know how good knowledge management works exactly. This is where our tried and trusted WBI Knowledge Management Method, which has proven itself at Meusburger for many years, comes in – with lasting success.

## **Hermann Hauff GmbH & Co. KG**

'With WBI Knowledge Management, we were able to bring more structure to the documents in which our corporate knowledge is kept, making sure there is always someone responsible for the content and keeping it up-to-date. The WBI Method guarantees our employees easy retrieval of information and prevents the same information from being stored more than once. The integration of WBI Knowledge Management was quick and easy thanks to the easy-to-use software.'

Andrea Hauff,  
Managing Director



## **No knowledge lost**

Knowledge management has become essential in mould and die making. Especially in the design, there is often no possibility to centrally store important documents and guidelines in order to have them available immediately and always up-to-date. Project knowledge disappears into conventional folders and is thus forgotten. This makes an optimal exchange of information between design and production much more difficult. The time-consuming training of new employees and the loss of valuable knowledge due to employee departures also have a negative influence on the productivity of the company in mould and die making.

This is prevented from the start with WBI because this is where our knowledge management comes in: all employees have immediate access to corporate knowledge relevant to them – from the managing director or owner to the department heads and the employees.

## **KWS Kölle GmbH Werk- zeugbau-Sonderfertigung**

'As a medium-sized company with the highest quality standards for our products, securing our knowledge is of immense importance. The launch of WBI Knowledge Management

enables us to structure and continuously develop knowledge.'

Specialist technical know-how remains the most important resource in our company. Through fast processes, effective communication and consistent further development of knowledge and know-how, we remain competitive and can continue to provide our customers with technically flawless and high-quality results in the future.'

Christian Streit,  
Managing Director





## Everything taken care of

WBI Knowledge Management offers a field-tested complete package with which knowledge is collected, distributed, further developed and secured. Numerous companies have already recognised the advantages of the WBI Method and now benefit from it. Do you want to benefit as well? No worries – it's easy to implement in your company, too. Our experts come to you and inform you in detail about the implementation of WBI in your personal working environment. We accompany you in all phases so that your knowledge management is sustainable. The minimal amount of administration effort for the WBI software enables a smooth start. In addition sample documents are provided which are a useful inspiration for all employees, and ensure that something can be found in the database right from the start. Parallel to ongoing sales in Germany, Austria and Switzerland, the company is already working hard to expand its activities in other countries.

As you can see – it is worthwhile not to just protect the company-wide know-how but also to manage it in a targeted manner. Once knowledge has been secured, it can only be expanded upon and no longer lost. Follow those companies who have already introduced WBI into a successful future.



## Book tip:

(Currently only available in German.)

2

In Guntram Meusburger's second book, learn how knowledge management works in practice.

p.

Read about how WBI is lived and implemented on 200 pages.

@

Order by sending an email to [office@wbi.at](mailto:office@wbi.at) or get in touch with your personal contact.



## E.L.T. Kunststofftechnik & Werkzeugbau GmbH

'Transparent knowledge within an organisation is extremely important and saves time, capacity and money. A while ago, it was decided internally to integrate a new system for our knowledge management. Today we use WBI and can report positively about it.'

This knowledge database is extremely user-friendly and self-explanatory, so that individual adaptation to any type of organisation can be guaranteed. The service and training were flexible, uncomplicated and professional. I can only recommend WBI!

Esther Lang,  
Managing Director / CFO



# Simply optimised

*At Segoni, we develop strategies for focusing and optimising your production together with you. This benefits your customers as well as your employees and management.*

Would you like to know what can be optimised in your company from production control and manufacturing processes to hourly rates? No problem! We are happy to show you the opportunities that arise from working with us.

We believe in our software and would of course be pleased if you choose to make a purchase and take the next steps together with us – because our service helps your customers, employees, and managers. How, exactly? Let us take you through it.

### *For your customers*

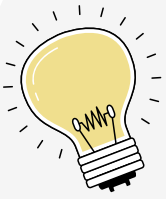
With the help of the Segoni software, your customers will get an offer faster – and in high quality. Through memos which for example are noted on orders, every employee knows what has already been discussed at any time. This and the feedback from the workers on their daily activities allow you to provide your customers with detailed information on the status of the order. In addition, it is much easier to track who produced what and when.

**SEGONI.PPMS**  
**SOFTWARE HAS AROUND**  
**13,750 USERS**

### *For your employees*

SEGONI.PPMS links all areas from sales, purchasing and production to controlling. This means that all production and administration employees are informed about the current status at all times and all necessary data is immediately available. Clearly structured work processes, a simple schedule overview and schedule control as well as the independent creation of text modules ensure error-free work. Segoni also offers a number of configurable and programmable interfaces to many third-party systems. These include leading ERP software (such as WinCarat or SAP) as well as payroll accounting and accounting software (for example DATEV).





## Did you know that...

%

...96% of the approx. 5,000 enquiries per year are handled within 24 hours?

~

...Segoni currently has around 25 employees and 250 customers? And it keeps growing!



Tasks that can be linked to enquiries, quotations, or orders and prioritised immediately also eliminate annoying queries and an excess of incoming mails – an ideal work process within the software is thus guaranteed.

### **For management**

Not only do customers and employees benefit from Segoni, but also executives and management. This is because the simultaneous calculation ensures full cost transparency at all times. The target/actual comparison of rough and fine calculation as well as the current state with evaluations for each order status gives you optimal overview. In addition, detailed evaluations of machines and production times can reduce down times and prevent them in the long term.

What is the fastest way to benefit from these advantages? It's easy: Contact us at [info@segoni.at](mailto:info@segoni.at) and our experts will come to you to get an idea of your previous production processes, working methods, ways and procedures on-site. Together we then develop strategies for focusing and optimising your production. Through our training, consulting, and seminars we make sure that you and your employees have the necessary knowledge to use our software SEGONI.PPMS without great effort, and to achieve continuous and long-term improvement with the results.

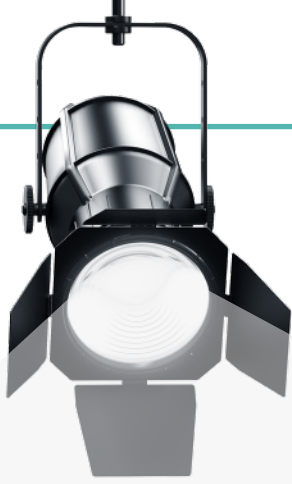


Visit our new website:  
[www.segoni.at](http://www.segoni.at)

”

*Our integrated classification system combines personal consultation with our SEGONI.PPMS software – for effective work on all levels.*

Alexander Koblinger, Segoni Executive Board



# Spotlight on!

*You are the expert in your field and you know exactly what you need. Would you rather configure and buy with just a few mouse clicks? Or do you prefer to be advised on-site? Either way, you want a solution when you need it the most – without too many detours.*

Standardisation is our passion. Above all we love to help you become more efficient. As your partner, we look forward to assisting you with special challenges as well. That's why we keep our product range and our service always up to date.

In order to achieve this, a large team worldwide works daily in 21 languages to find the perfect answer to your requirements. Sales territories are optimised for you to ensure that every customer has a set Meusburger expert from the region at their disposal. This personal on-site relationship is very important to us. Through it we receive valuable feedback from the market, with which we can constantly further develop our products and thereby show you new ideas.

We have also had application engineers for quite some time. Why? Quite simply, because these experts have years of experience in specialist areas and know even more about the application in question. They work with you to find the best solutions – directly on-site in the workshop and at the machine.

You will also find a personal contact to assist you in your language at our headquarters in Wolfurt. In addition, we share the knowledge of our technical experts from the respective departments.

Our development team for the wizards and configurators is directly available by telephone with advice and support for digital matters. Our product managers are also happy to call you if you need detailed information about a product.

**MEUSBURGER SUPPORTS  
AROUND 21,000  
CUSTOMERS WORLDWIDE**

As you can see, the focus is on you as our customer, and you are in the spotlight not just at trade fairs and events but year round in all areas.



**Our sales team is at your service:**  
[www.meusburger.com/contact](http://www.meusburger.com/contact)

*In addition to the large team at our headquarters in Wolfurt, our field sales representatives also ensure that you are well supported on a daily basis – and directly on-site.*



*What happens backstage...*



# Backstage...

*We also work hard behind the scenes. In addition to the numerous field sales representatives available for you directly on-site and your personal contact in internal sales, a large team works daily behind the scenes to support you in the best way possible. In order to put together the ideal overall package, a few more parts need to fall in place. You can see exactly which ones in this brief overview.*





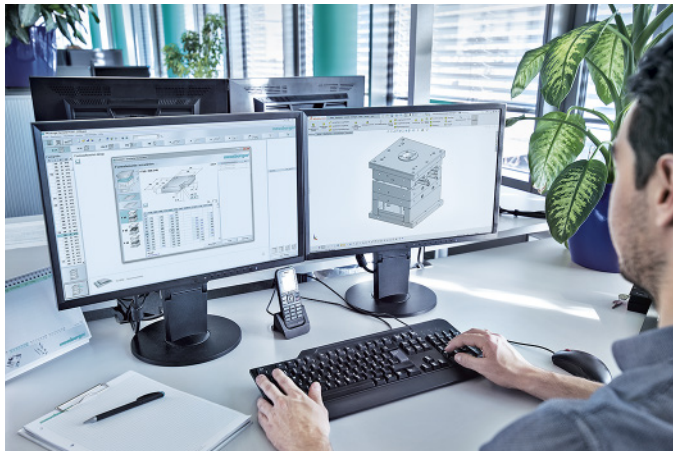
## Everything from one source

We offer you all the solutions that support you throughout the entire value chain.



## From experts for experts

Our specialists from the product department are also available for very special requests concerning our products.



## We lend a hand

Not only in sales, but also directly in the workshop, our application engineers work with you to find the best solution.



## Did you know that...

21

...our internal and field sales representatives speak a total of 21 languages?

@

...our customers are kept up to date with various newsletters relevant to their interests? In total we write 40 newsletters per year!



...our web shop is organised the same way as our catalogues? So that you can quickly find your way around.

## Reach your goal with just a few clicks

Our digital wizards save you time and money. Our development team also provides personal assistance for digital challenges.

## Informed 24/7

Throughout the year we have numerous special offers and new products. To make sure that you don't miss a thing, we do everything we can to keep you up to date online.

## We lend a hand

Not only in sales, but also directly in the workshop, our application engineers work with you to find the best solution.









”

*OUR HIGH-QUALITY  
PRODUCTS ALSO FORM  
A RELIABLE BASIS FOR  
YOUR WORK IN THE FIELD  
OF MACHINE AND JIG  
CONSTRUCTION.*

# Teamwork

*'Continuous availability' is not an empty promise at Meusburger. 97% of around 93,000 items are immediately available from stock and thus promptly delivered to your doorstep shortly after placing the order. In order for this to run smoothly, a large team is on duty for you every day. Let's take a look behind the scenes and follow Rupert Natter, Head of Plate Order Picking, for one day to learn about the processes in the Meusburger warehouse.*

## The day begins...

### 07:00 a.m.

After Rupert arrives to Wolfurt in the company bus, he first completes the orders that are already started. In order to avoid errors, the units were booked to buffer positions the previous day using scanners and bar codes. This ensures that the locations of all units can be retrieved at any time and that nothing gets lost.



### 09:00 a.m.

After the first orders have been completed, the team meets for a daily briefing. The previous day is evaluated to determine positive developments and to find solutions for emerging challenges. Since all team members are involved, important topics aren't forgotten about.



# 10:30 a.m.

*In the course of the morning, same-day customer orders are entered into the system and are prioritised and completed according to departure times. At the same time, complaints are processed and closely examined to determine whether processes or packaging can be further optimised.*



# 12:00 p.m.

*At noon, it's off to the company cafeteria where there is a daily choice of three different menus. Rupert also likes to use the break to organise the annual Meusburger mountain bike weekend.*



# 01:00 – 03:30 p.m.

*After picking and consolidating the customer's orders, the plates are properly packed for delivery. At 3:30 p.m. most of the forwarding agents set off on their way to our customers with fully loaded trucks.*



# 04:00 – 06:00 p.m.

*After passing on important information to coworkers, preparations for the next day are made and orders received early are already picked. At the same time, numerous parcels continue to leave the warehouse until 6 p.m.*



## Did you know that...

**t.** ...Meusburger processes 45,000 tonnes of steel per year?

**%** ...the availability of our range of components is at 100%?

**m<sup>2</sup>** ...Meusburger has the world's largest central finished goods warehouse with 18,000 m<sup>2</sup>?



## lighting

See what's important.

## polishing

Bring back the shine.

## protection

For your health.

# We have it all

*Imagine the following situation: you need different items for your daily requirements in the workshop and find all of the products that you need from just one supplier. Sound good? We think so too. That's why we have put together an ideal selection for you from the vast range on the market.*



Visit our web shop now:

[www.meusburger.com/workshop-equipment](http://www.meusburger.com/workshop-equipment)



## lubrication

Keep your tools ready for use at all times.

## measuring

The smallest details count.

## installation

Practical, universal, securely mounted.

## lifting

Safe transport in any position.

The range of items for workshop equipment is almost infinite. A comparison of countless suppliers and the selection of the right products take a lot of time and money. This is exactly where we support you. Thanks to our 55 years of experience in the industry, we have put together a selection perfectly suited to mould and die making that is constantly being expanded and supplemented. When selecting our suppliers, we rely exclusively on manufacturers who also meet our own high standards. Only those products that prove themselves in our own production every day make it into our workshop equipment range.

### *In no time at all*

Of course, it is important not only to offer the right products, but to also ship them quickly. This process begins as soon as you place an order. This is very easy to do via our web shop. Since we have all items from cutting tools, consumables, and measuring equipment to protective equipment and EDM accessories in stock, we can pick them within the shortest possible time and ship them all over the world.

DUE TO STANDARDISATION THE STAMPING  
AND FORMING DIE SETS ARE DIRECTLY  
AVAILABLE FROM STOCK.



# Double the know-how

*The good cooperation between Meusburger and Bihler has resulted in two newly developed stamping and forming die sets for the Bihler presses. Standardisation in particular has numerous advantages – but what exactly are they?*

For over 60 years, the German family company Bihler has stood for cutting-edge technology 'Made in Germany' and is the world's leading system supplier in stamping and forming, welding and assembly equipment. The company is located in the picturesque Allgäu region and employs around 1,000 people in Germany and abroad. Meusburger and Bihler have been in close contact for many years. Thanks to their shared customer needs, the idea of creating a standard for stamping and forming die sets came about. The idea then became a product. The aim was to

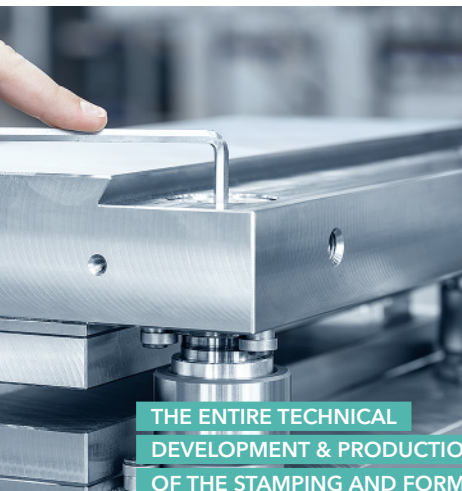
provide customers with the great advantage of standardisation, so that they would no longer have to manufacture the die sets individually in the future.

The standardisation of stamping and forming die sets has further significant advantages: they are much more cost-effective and they are available from stock. The die sets are characterised by the fixing threads in the plates for the attachment of pull handles, eye bolts and spacer discs as well as the vent hole for controlled air escape when sliding guides are used. In addition, a dedicated wizard allows you to configure the stamping and forming die sets yourself with just a few mouse clicks. All further information about the stamping and forming die sets can be found in our new die sets catalogue and on our website.



*With the stamping and forming die set for our LEANTOOL Progressive, we have taken a significant step towards the future together. We are pleased to have Meusburger support us and greatly value our strong partnership.*

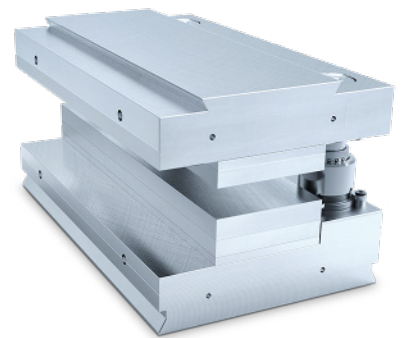
Bernd Haussmann, Managing Director of Machine and System Engineering at Bihler



THE ENTIRE TECHNICAL DEVELOPMENT & PRODUCTION OF THE STAMPING AND FORMING DIE SETS WAS CARRIED OUT BY MEUSBURGER



SBP spring-loaded guiding plate



SBH tunnel cut

**Two companies – one complete package**

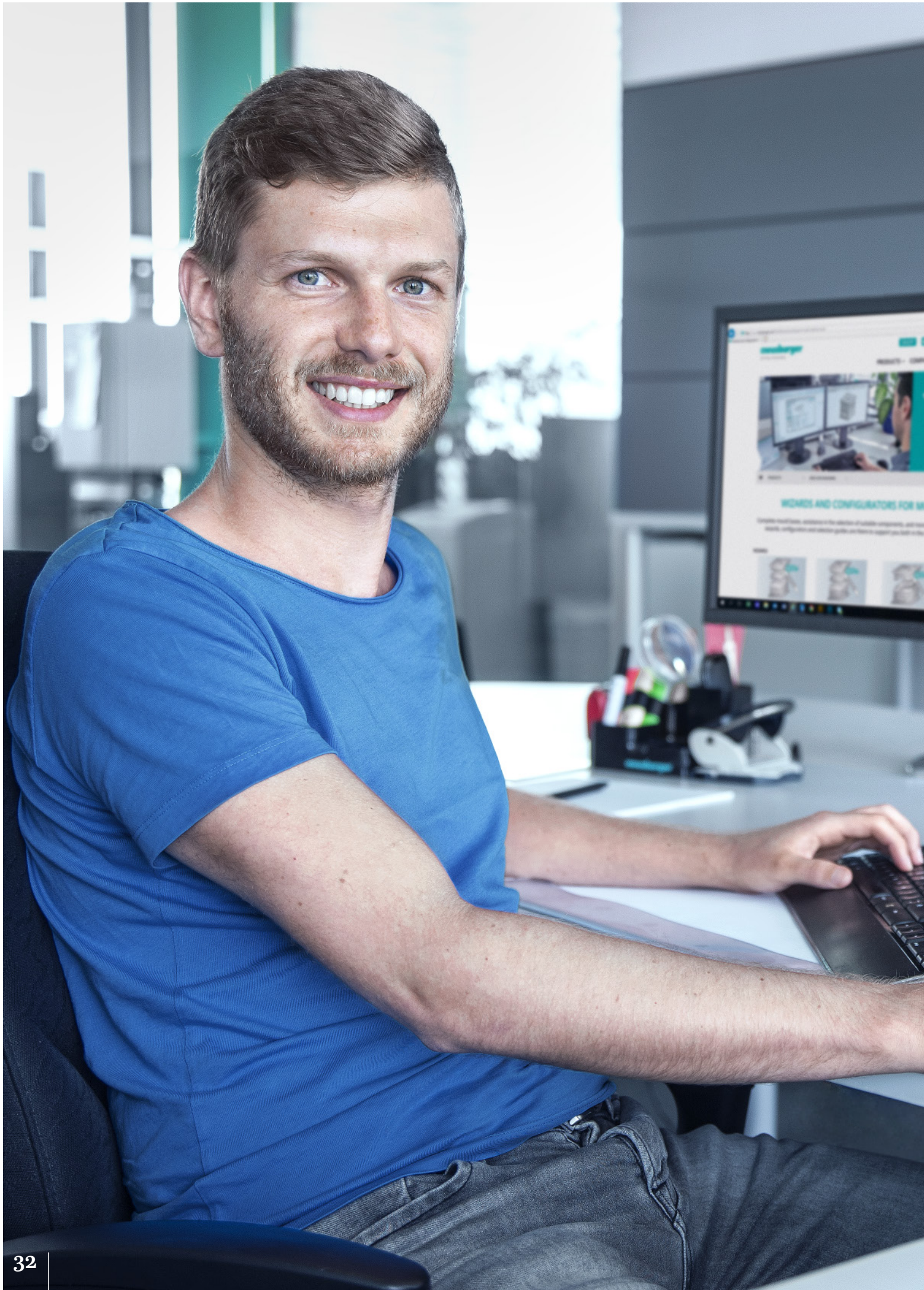
Meusburger carried out the entire technical development and production of the stamping and forming die sets. Only the fixed parameters of the die set were specified so that they could be installed precisely in the presses. Since we sell the exclusive products, customers who already own a Bihler machine can also purchase the stamping and forming die sets from us. When purchasing a new machine, customers are offered a complete package consisting of a machine and stamping and forming die set from Bihler.

In addition, both companies benefit from the good cooperation at various events. Meusburger experts are represented at the annual Bihler user meetings where they give lectures on current topics. Likewise, lecturers from the German company pass on their know-how at the Meusburger Die and Mould Making Days and the die

making industry meetings. As a result the shared customer base is well informed. In addition, an apprentice exchange takes place once a year, during which apprentices are given a three-week look into the other company. This exchange of expertise helps to further strengthen cooperation.

**What does the future hold?**

The two family companies have even more in common. Both greatly value openness, mutual respect and their good relationship. This is the cornerstone for their uncomplicated and successful cooperation, which will be continued in the future. You can certainly look forward to the interesting projects that are still to come and what future developments will bring to standardisation.







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*DIGITALISATION HAS  
LONG SINCE REACHED  
MOULD AND DIE MAKING.  
WITH OUR NUMEROUS  
OFFERS, WE ARE  
DEFINITELY EQUIPPED  
FOR THE FUTURE.*

# Digital? Of course!

*Do you wish that you could turn on your PC and get the job done as quickly and easily as possible? We get it and see the great potential of digitalisation. 'That's what they all say', you might think. The difference is that we put our words into practice. We invest a lot of effort into the further development of our web presence and the various features that save you time and money.*



Check out our page for designers:  
[www.meusburger.com/designers](http://www.meusburger.com/designers)

*Special search fields  
and overview pages  
help you to quickly reach  
the desired result.*



Let's start with the fact that you have a dedicated wizard at your disposal for the creation of a mould base or a die set. In numerous areas of the web shop, a magic wand shows you the fastest way to your goal. All you have to do is enter the dimensions and you instantly see whether the desired items are in stock or still need to be manufactured to order. But don't worry – our employees are professionals and can quickly take care of your order.

That was just one example from our web shop. It has a lot to offer. Configure ejectors and cutting punches in no time at all, export CAD data and even see the final price immediately. You can also design your own personal label. This is routine for us – and a huge time saver for you. We are proud of each new development and look forward to adding new features online. We have created overviews for you with all wizards, configurators and selection guides on our website.

### *Our website is always evolving*

Speaking of the website – so much has happened in the 30 years since the beginning of the internet. Our website is constantly being updated and expanded. New pages and overviews are created, existing ones are revised and additional areas are set up. Under 'Media & Downloads' you will find numerous data sheets, flyers, posters and videos – use the filter options here to easily access the information that is relevant to you. Our website has grown steadily in the past years, so much so that you might even lose track of all the new content. But you will always quickly find what you are looking for via the search field.

### *Well connected*

Digitalisation is not only an important topic for Meusburger, but also for PSG, WBI and Segoni. From the 'Media & downloads' area and configurators for hot runner systems at PSG, through to the sample data bank and special software solutions at WBI all the way to Segoni's ERP/PPS software for efficient company control, everything that you need is offered.



## *Your opinion...*



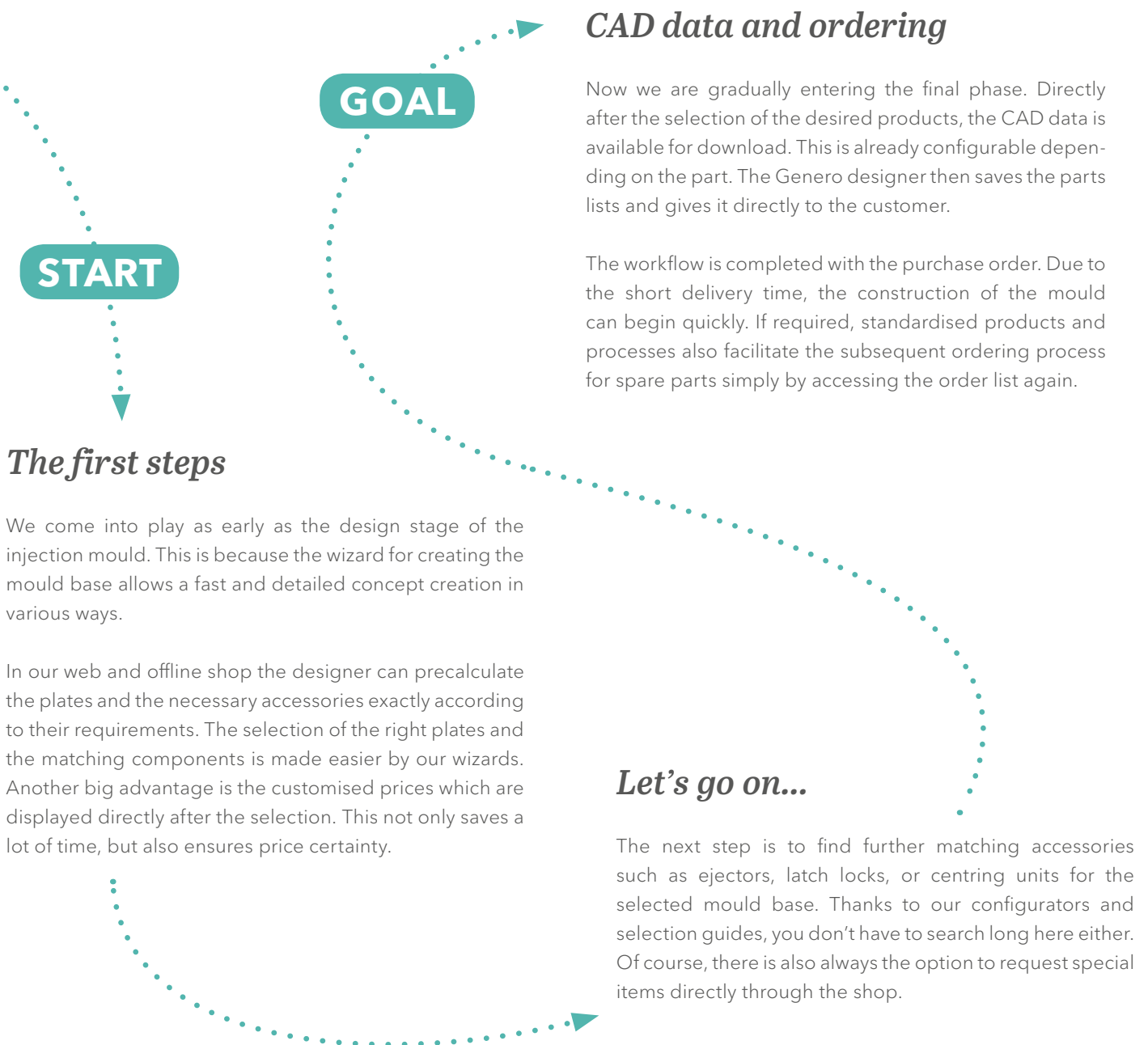
*...is important to us. We would be happy to receive your feedback and ideas for improvement.*

**» [productidea@meusburger.com](mailto:productidea@meusburger.com)**

# Simplification

*Our wizards and configurators as well as the numerous selection guides make life easier – especially for the designers. We will show you exactly how you can benefit from this in a design process at the Genero design office in Kronach, Germany.*

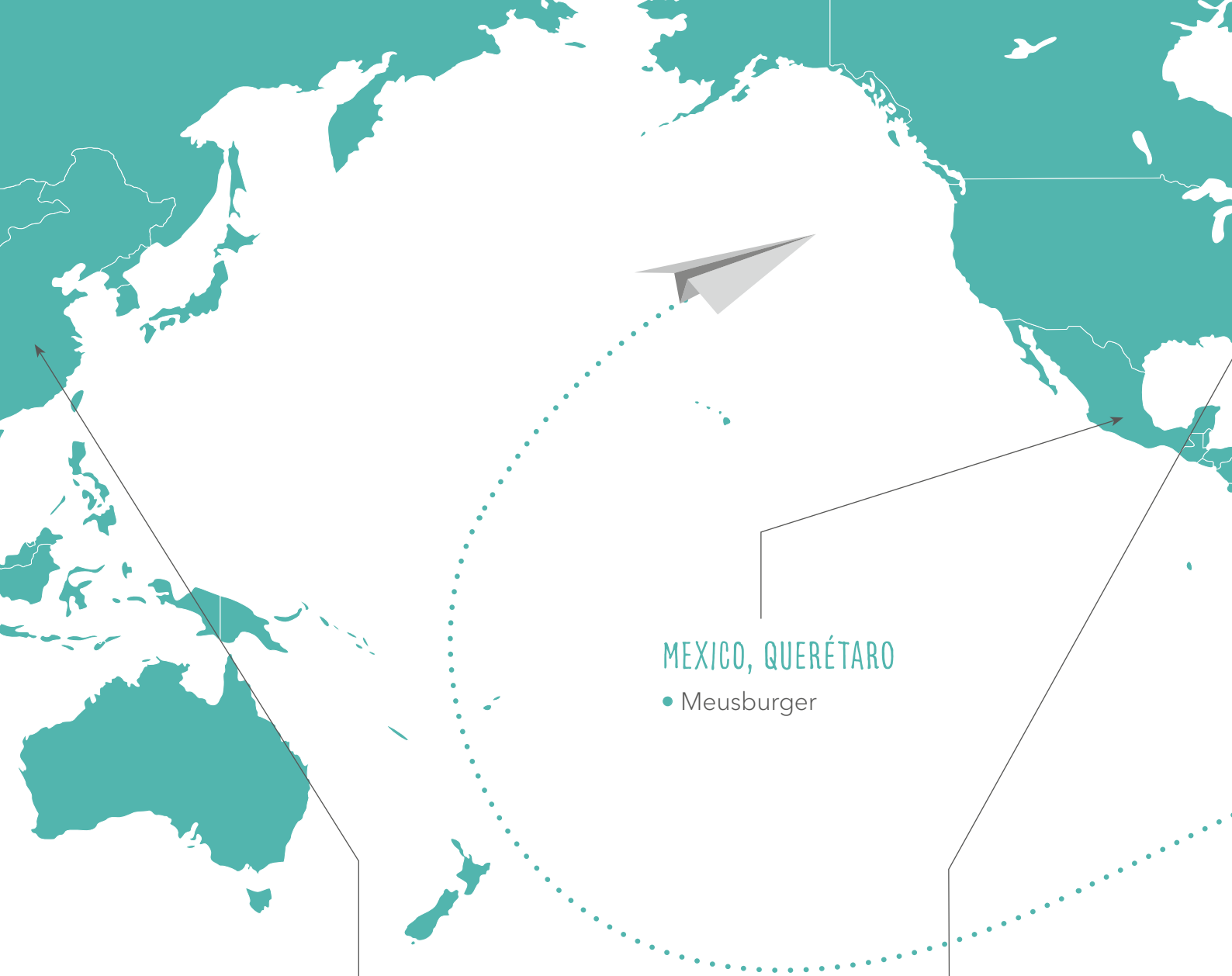
At the Genero design office, founded in 2003 and based in Kronach, Germany, twelve designers work daily to find the best solutions for customers. We are a large part of the process chain with our many wizards, selection guides and configurators.





*We particularly appreciate the configurable CAD data which gives us the actual fitting dimensions as a result.*

Bernd Emmrich,  
Managing Director and Designer at Genero



MEXICO, QUERÉTARO  
● Meusburger

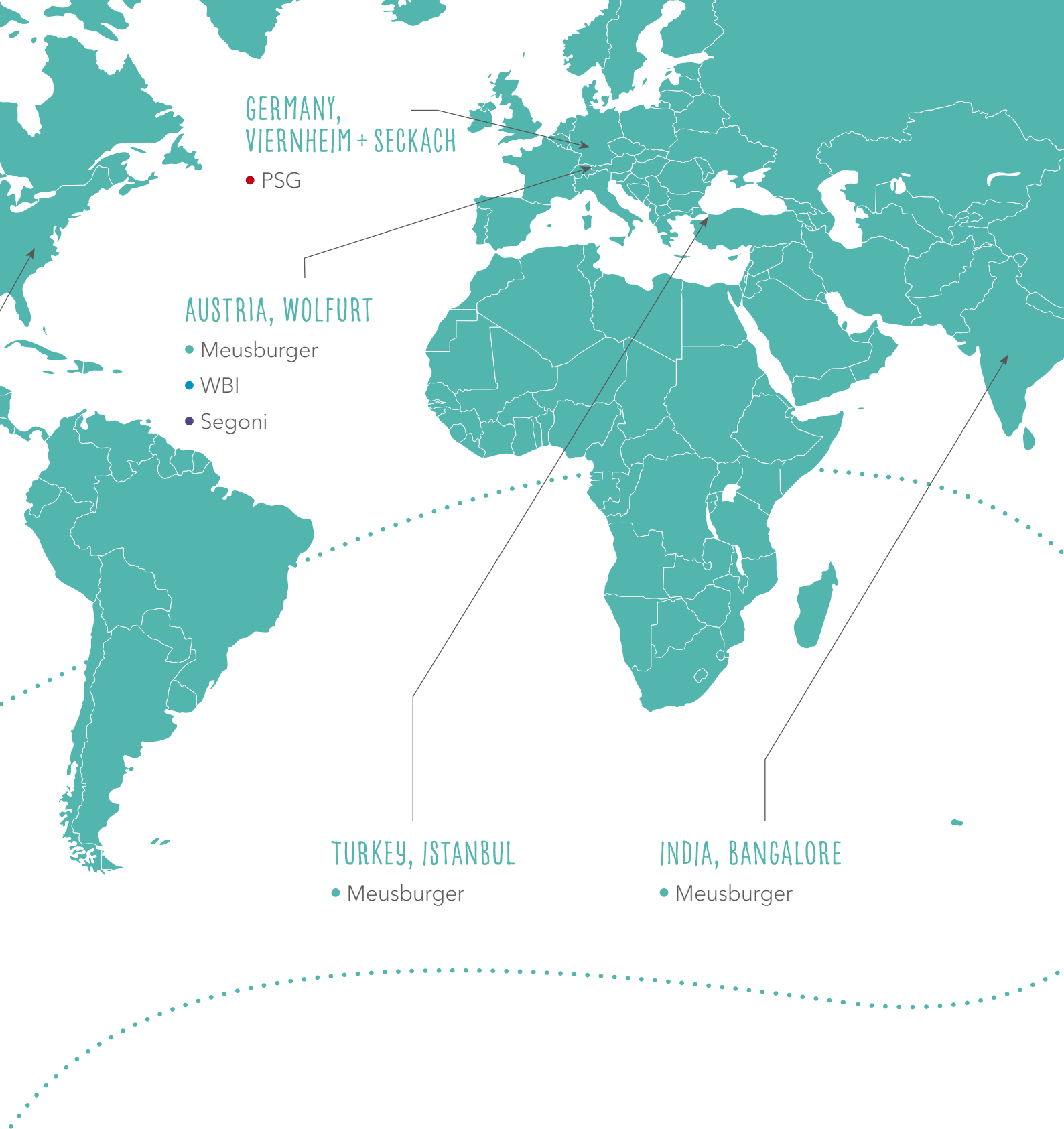
CHINA, WUXI  
● Meusburger  
● PSG

USA, CHARLOTTE  
● Meusburger

# WORLDWIDE PRESENCE

After Guntram Meusburger took over as managing director in 2007, globalisation was pushed forward, building upon the company's success in Europe. True to the motto 'Fortune favours the brave', the first subsidiary company was founded in 2010 in Wuxi, China. Further locations followed in the subsequent years: Istanbul, Turkey (2011), Charlotte, USA (2012),

Bangalore, India (2014) and Querétaro, Mexico (2015). After the purchase of PSG in 2016, the founding of 'Meusburger Mould and Die (Wuxi) Co.' was a big step towards a successful and shared future. According to Meusburger's guiding principle of continuous availability, a 250 m<sup>2</sup> warehouse was also set up in Wuxi so customers in China can be supplied even faster.



GERMANY,  
VIERNHEIM + SECKACH

● PSG

AUSTRIA, WOLFURT

● Meusburger

● WBI

● Segoni

TURKEY, ISTANBUL

● Meusburger

INDIA, BANGALORE

● Meusburger

### *Everyone is a winner*

In addition to China, the subsidiary companies in the USA, Turkey, Mexico and India also make a definite contribution to our shared success on the international market. The biggest advantage is that local, personal care can be provided to the customer immediately because they share the same time zone.

European companies with worldwide production sites also benefit, as offers and orders can be discussed and processed directly and without time delays. Furthermore, our employees know the culture and habits of the different countries, which brings advantages for the customers and for Meusburger.

# Land of the Free

*Meusburger has had a subsidiary company in the USA since 2012. In April 2019, Michael Winship ventured from Great Britain across the Atlantic to Charlotte to increase brand awareness and expand onsite customer support.*

With the opening of the first subsidiary company in China in 2010, Meusburger's internationalisation was launched, followed by Turkey in 2011 and one year later, in 2012, the USA. Two additional subsidiary companies were then added with India in 2014 and Mexico in 2015.

But let's take a closer look at the USA: Michael Winship joined Meusburger in spring 2018 as a sales manager and later as area sales manager for Great Britain and Ireland. He didn't realise at that time that just one year later he would take the leap across the Atlantic for professional reasons.

But as is often the case, life took a different turn. Shortly after starting at Meusburger, he was asked if he could imagine moving to Charlotte as the new managing director in the USA, in

order to support the team there with his industry knowledge. Michael didn't have to think long – as an enthusiastic football fan he didn't want to miss this chance. And so, after taking some time to prepare, he took over his new role in Charlotte, North Carolina in April 2019.

## *Realising the potential*

The biggest challenge for Michael and his motivated team in internal and field sales in the USA is to cover the entire country and to personally support the customers on-site. However the size of the country is an opportunity for the company and it is important to further increase the Meusburger brand awareness. The potential is now being realised step by step – with Michael Winship in one of the leading roles.



Contact us directly:  
[sales@meusburger.us](mailto:sales@meusburger.us)





WELCOME TO  
USA



THE STADIUM OF THE CAROLINA PANTHERS IS ONLY 13 KM AWAY FROM THE HEADQUARTERS OF THE MEUSBURGER SUBSIDIARY COMPANY.



## THE AMERICAN LIFESTYLE

In addition to his professional activities, Michael also enjoys life in the USA and all of its advantages – especially going to the NFL home games of the Carolina Panthers with around 75,000 fans and to the famous Nascar races.





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*WE CARRY OUT  
STRENGTH TESTS AND  
ULTRASONIC TESTS  
IN-HOUSE TO GUARANTEE  
YOU THE USUAL HIGH  
MEUSBURGER QUALITY.*

”

*Our over 30 years of experience  
in the field of stress-relieving  
heat treatment guarantees you  
the highest quality and durability  
of your moulds and dies.*



# Intense

*At Meusburger we take the saying 'If you want something done right, then do it yourself' to heart and have been relying on our own furnaces for around 30 years.*

Many of our products that you eventually receive, start their journey as iron ore and coking coal with various charges in a blast furnace. This results in crude iron which, after several further steps, is used to produce the steel that we process for you in various versions. Very high temperatures play a decisive role in most of these steps. They also play a role at Meusburger, where we heat-treat the steel which we purchase from renowned steelworks in one of our three in-house furnaces. This reduces your lead times, increases precision, results in cost savings and thus provides a competitive advantage for you in the long term.

## *Trust is good, control is better*

But why exactly is stress-relieving heat treatment necessary? That's easy. During the production of steel sheets tension grows in the material from various machining processes. Without stress-relieving heat treatment, there is warping during subsequent machining. Shorter service lives, longer machining times and therefore higher costs are just a few of the resulting disadvantages. However, we turn these disadvantages into advantages within just 24 hours by offering you stress-relieving heat treatment.

Recent tests have shown that the advantages of steel that has been heat-treated for stress relief compared to non-treated or insufficiently heat-treated material are particularly significant when hardening, with three times less warping. The decisive factor here is that shape changes of the workpiece are rarely caused by the hardening process itself, but rather by existing tensions which are released when heating to curing temperature and then cause warping to occur. This is precisely what we reduce to a minimum in our furnaces for you in advance.

In addition, Meusburger steels achieved impressive results during machining compared to steels from other manufacturers. Our heat treatment process increases the service life by up to 20%, especially for chromium steels.

**OUR 3 FURNACES  
HAVE A CAPACITY OF  
240 TONNES PER DAY**

Before the sheet metal finds its way into our furnaces, it goes through an extensive quality check. We also carry out the spectral analysis and the inspection of the specified material properties directly at our facilities. This way we can guarantee the high quality of our products.

## *Tension-free the whole way*

In order to reduce the tension in the material to a minimum, several factors are decisive: controlled heating, maintaining of the temperature which is determined for each individual material up to 580°C, and uniform cooling. Only the slow and continuous cooling of 35°C per hour over 14 hours prevents the build-up of new tension. The strength is not changed but the microstructure is homogenised. The entire process takes about 24 hours.

With over 30 years of experience in the field of stress-relieving heat treatment, Meusburger guarantees the highest quality and durability of your moulds and dies – you can count on us.



*Get insight on stress-relieving heat treatment in our film:*

[www.meusburger.com/heat-treatment-process](http://www.meusburger.com/heat-treatment-process)



# Trained = skilled



*Apprentices are and have always been our skilled workers of tomorrow – that's why we started training our first apprentice back in 1966. One year later three more apprentices started their training at Meusburger. And the number has risen steadily, especially in the last years, to the 140 apprentices we have today.*

In addition to apprenticeships in machining, mechanical engineering, process technology, electrical engineering, metal working, mechatronic engineering and information technology, since 2019 there have been new opportunities for training in application development coding and office management. That way apprentices are not only trained for Meusburger, but also for the group members PSG, WBI and Segoni. PSG also trains two apprentices in the field of industrial mechanics.

Although much has changed over the past 50 years of apprentice training at Meusburger, one essential aspect has remained the same: high-quality training with future prospects is particularly important to us. Today there are 17 apprentice trainers and numerous employees throughout the company who help to provide this. The training workshop, which was enlarged to 2,100 m<sup>2</sup> in 2017, also created even more space for training. Qualified skilled workers are the key foundation to

ensure the regional and international growth of Meusburger – for us and for you.





**We chatted with Martin Staggl and Jonathan Stumvoll to find out what has changed in the Meusburger apprentice training in the last 15 years...**

**Number of apprentices in my first year of training:**

*Martin:* Four

*Jonathan:* Forty

**The new training workshop...**

*Martin:* ...has big and state-of-the-art machinery which cannot be compared to what we had at the time.

*Jonathan:* ...is very big and top-equipped with everything you need.

**Meusburger...**

*Martin:* ...is a family company in my neighbourhood that fascinated me as a child.

*Jonathan:* ...values the importance of training and invests a lot into it.

**My professional goals are...**

*Martin:* ...to bring innovations, trends, and developments to Meusburger

*Jonathan:* ...to complete an apprenticeship, take a master's exam and perhaps become a trainer.

**The most beautiful place for me...**

*Martin:* ...is where I feel good. There are an infinite number of those places in the world.

*Jonathan:* ...is home – in the mountains and nature.



**2018**

*Jonathan begins his apprenticeship as a milling technician at Meusburger*

**2017**

*Opening of the new training workshop*



**2009**

*Whatsapp is founded*

**2003**

*Jonathan is born*



*Martin starts his apprenticeship as a milling technician at Meusburger*



**2002**

*Introduction of the euro in Austria*



**the 90's**

*Invention of Tamagotchis*



# Region of variety

*When you visit the Meusburger headquarters in Wolfurt, there are many reasons to stay for a holiday in Vorarlberg... We have put together a small 'best of' list for you.*

The main focus of your trip to Vorarlberg is of course the company tour in Wolfurt. After the reception and brief introduction to the company, you will get an insight into the production halls and warehouse. That way you can take a look behind the scenes of the manufacturing processes of the high-quality Meusburger standard parts and visit the furnaces and high-bay warehouses.

## *Off on holiday – it's worth it*

After your visit to Wolfurt, there is nothing better than relaxing for a day or two in Vorarlberg. The state, which is only 100 kilometres long from north to south and the second smallest in Austria with 2,601 km<sup>2</sup>, offers many highlights in the areas of nature, sport, culinary delights and culture in both the summer and winter. We have put together a few holiday tips and are looking forward to many visitors.





### The most beautiful places in Austria

How about a leisurely hike to Lake Formarin or Lake Körber? They were voted one of 'Austria's most beautiful places' in 2015 and 2017 respectively. In addition, the 'Mein Weg' (my path) trail offers ambitious hikers the opportunity to walk around Vorarlberg in 31 stages over a distance of around 400 kilometres, or to hike only part of it.



### Time to hit the slopes

Vorarlberg also attracts many winter sport enthusiasts to the country each year. Numerous ski areas over 1,000 metres above sea level guarantee snow. Furthermore, winter hiking trails, cross-country skiing trails or toboggan courses ensure there is something for every holiday maker.

**DURING A COMPANY TOUR YOU WILL GAIN EXCITING INSIGHTS INTO THE MANUFACTURING PROCESSES**



### Culture, culture, culture

Vorarlberg also has a lot to offer for those who love culture. The highlight of the year is the festival on the Bregenz lake stage – in 2020, Verdi's 'Rigoletto' will be performed. But the 'Schubert Festival' in Hohenems, the 'Bregenzer Frühling' dance event and the 'Zwischentöne' arts festival in Feldkirch also attract many visitors to Vorarlberg every year.



### Culinary delights

We recommend trying the Vorarlbergian speciality 'cheese dumplings' as a delicious regional delight in between all of your activities. Furthermore, the wide selection of Vorarlbergian cheese are perfect as souvenirs for your loved ones at home. Another Vorarlbergian classic is the popular 'Riebel' made from corn semolina and served with apple sauce.

#### 'Riebel' with apple sauce (for approx. 2 – 4 portions)

- 300 g corn semolina
- 300 ml milk
- 200 ml water
- ½ teaspoon salt
- 30 g butter

- 1 Bring the milk, water and butter to a boil in a saucepan. Then reduce the heat and stir in the corn semolina until the mixture thickens.
- 2 Leave covered (ideally overnight).
- 3 Cut out pieces and fry in a large frying pan with butter until golden brown while constantly turning over (reduce the heat before it burns).
- 4 Can be served cold or hot. Sprinkle with icing sugar before serving — apple sauce goes well with it.



neusburger





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*THE NUMEROUS  
TRADE FAIRS & EVENTS  
PROVIDE THE PERFECT  
OPPORTUNITY TO MAINTAIN  
EXISTING CONTACTS  
AND MAKE NEW ONES.*



# Meet & greet

*Do you want to maintain your existing contacts, make new ones and collect information about news and trends in the industry all at the same time? So do we! This is no problem with the many Meusburger events.*

We all know that trade fairs and events are mainly visited to stay on top of current news and trends on the market. But another important aspect is maintaining existing contacts and establishing new ones – in short, networking. The numerous Meusburger events offer the right platform for exactly this mix.

## *Exclusive event with magnificent scenery*

One of these events, the Meusburger Die and Mould Making Days, is not only a highlight of the year because of its practical and interactive lectures, various exhibitors and informative discussions, but also because of the breathtaking setting of the event at the Bregenz Festival Hall directly in front of the famous stage on the lake. At the evening event afterwards, there is always enough time to chat and exchange information in a relaxed atmosphere.

As part of the exhibit, the 'Meusburger Lounge' set up for the first time in 2019, allows you to get to know the entire field of activity of the group and the resulting synergies at a glance. During the two-day event there is also the opportunity to take a look behind the scenes of Meusburger production in Wolfurt, just a few kilometres away.



IN ADDITION TO OUR OWN EVENTS, WE ARE ALSO REPRESENTED AT MANY TRADE FAIRS.

### *Exciting exchange of experience*

The PSG Hot Runner Day has also become tradition. In 2019 it took place in Nuremberg in May, with around 60 participants. Following the exciting lectures on different topics from the field of hot runners, there was plenty of time to refresh industry contacts and exchange experiences during shared breaks and a wine tasting in the evening.

In 2019, WBI Knowledge Management held their own event for the first time. With the goal of raising awareness of the importance of knowledge management, around 50 interested parties, customers and partners from the greater Vorarlberg area were

given informative presentations and exciting insights into the reference projects. In addition, the participants were able to exchange experiences with existing WBI customers.



***Don't want to miss another event?  
Find out more in advance:***

[www.meusburger.com/events](http://www.meusburger.com/events)

# Asking around

*'What are the current trends in mould and die making?', 'How do companies manage to remain competitive on the market in the long term?' or 'Which role does the right selection of material play?' – These are just some of the questions that companies in mould and die making regularly ask themselves. In order to get answers, we asked some industry experts.*

## **Novo-Tech Tool Construction**

**What do you focus on to be successful in the current market environment? Is the selection of the right materials and standard parts possibly the key to more efficiency?**

'As part of the Erfurt.Sasse Industry Holding, we manufacture stamping and forming parts from stainless steel. We are also responsible for the development of stamped parts. A decisive factor for us to be and remain successful is short lead times for progressive dies in the workshop. Thanks to state-of-the-art technologies, such as 3D designs and PDM / ERP systems, as well as process planning using the latest programming systems, we have succeeded in shortening them significantly. Depending on the complexity of the sheet metal part and ultimately the die, the lead time is only six to ten weeks.

In the design, we rely on using Meusburger standard parts and plates as much as possible. We especially appreciate the high quality of materials and the short lead times. This leads to more efficiency and consequently to lower costs.'



**THOMAS HENKE**  
WORKS MANAGER /  
HEAD OF DESIGN & WORK  
PREPARATION AT NOVO-TECH

## **FESP Mold**

**What do you do to remain competitive on the market in the long term? How does Meusburger help you with that?**

'It has become clear to us that in order to remain competitive long term, it is necessary to create synergies between companies – regardless of whether they are suppliers, customers or competitors.' This is why we established the FOR MOLDS SRL business network together with RIGON SRL and O.M.V. snc. The aim is to combine production potential and offer the market more know-how, a machine park and a workforce capable of handling more complex mould orders and guaranteeing the required quality and up-to-dateness.

In addition to Meusburger's support in the evaluation process, it was also decided to select Meusburger as the only steel supplier, since the company is known worldwide and stands for quality.'



**DARIO CHIAMPESAN**  
CEO OF FESP MOLD SRL



## *Riedl Kunststofftechnik und Formenbau*

*Why did you choose Segoni's ERP system and what has changed for you since its implementation?*



**CHRISTIAN WESTERMAIR**  
**HEAD OF MOULD MAKING**  
**AT RIEDL**

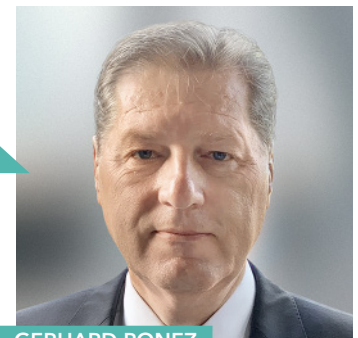
'Before the implementation of the ERP system, the biggest challenges were the coordination of the order deadlines and the often vague process planning for our employees. A lot has changed with the Segoni software thanks to transparent workflows which require less follow-up time for ongoing projects. This in turn ensures that deadlines are met. Another advantage of SEGONI.PPMS is the transparent project structure with cost control. Overall, the software has contributed to improvements in our company, especially in the areas of organisation in mould making, capacity management as well as calculation and quotation management.'

## *Ponez Werkzeugbau und Kunststofftechnik*

*What are the current trends in mould development and what do you focus on? What role do trade fairs and network meetings play?*

'It should be mentioned in advance that it is important to keep most of the value chain and the jobs associated with it in regions near Austria. This will enable us to jointly pursue the ever-increasing demand for flexibility, and our industry will remain a strong economic platform in the future.'

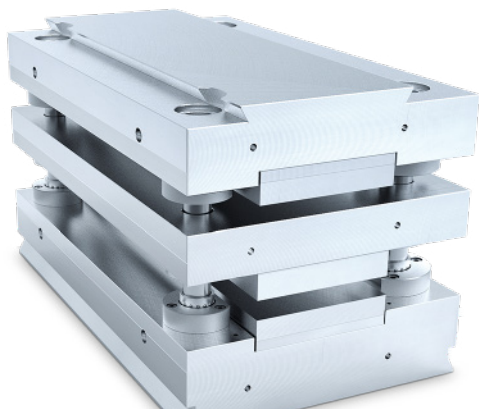
The trend towards sustainability, made possible by innovative hot runner moulds, is another clear sign of environmentally friendly production. Meusburger supports this, as a modern market leader for components and mould bases with the highest quality. The presence of leading companies at trade fairs is also extremely important. It is exactly at these communicative meetings that new approaches for the industry and, above all, the current state of technology are presented.'



**GERHARD PONEZ**  
**MANAGING DIRECTOR**  
**OF PONEZ**



## OUR NEW PRODUCT HIGHLIGHTS



**SB STAMPING AND FORMING DIE SETS**



**FH HOT RUNNER MOULD**



**CAVITY PRESSURE SENSORS**



X15436-V1-09/19-EN