

# inForms



## INVESTMENTS IN THE REGION

A new Meusburger production location arises in the Bregenzerwald (Page 4)

## LOCAL ROOTS, WORLDWIDE PRESENCE

Global growth through new sales branches in India and Mexico (Page 10)

## FOR LOVE OF TRADITION

Meusburger backs sustainably produced Alpine cheese from the region (Page 16)

**meusburger**<sup>®</sup>



## DEAR CUSTOMERS, PARTNERS AND EMPLOYEES,

The 13th edition of Meusburger **inForms** has the motto 'think globally – act locally'. This is the daily practice of our family business – see for yourself.

Currently a new production location is being built in Lingenau in the Bregenzerwald. The site is about a 20 minute drive from our headquarters in Wolfurt and lies in the beautiful Bregenzerwald. We deliberately invest sustainably in this region shaped by agriculture. Many of our employees have their roots there along with my father Georg who was born in the Bregenzerwald. As of summer 2016 we will expand and actively offer skilled workers attractive positions at our new location and gradually become the leading competence centre for special machining in dies, moulds, and jigs and fixtures. Like so many of our 14,700 customers, maybe you have also spent your holiday in the Bregenzerwald.

Among the many wonderful things that the Bregenzerwald is famous for is its excellent cheese. My personal tip: visit us and try a piece of mountain or Alpine cheese, a valuable and healthy foodstuff that my family and I very much enjoy. Speaking of family, I am very proud of our newborn son Tizian, who first saw the light of day on 22.06.2015.

Besides the birth of my son, my trip to Africa was a special experience for me. For many years we have supported an aid

project there. In spring of 2015 I made a personal impression of the situation on-site. In the metal workshop established there by Meusburger, pumps were built to irrigate fields and ensure the drinking water supply for the Mdebulo region, in the eastern high lands of Tanzania. I was fascinated by the happiness of the people and how naturally they cope with the often difficult circumstances there.

I have compiled my professional experience of over 15 years of Knowledge Management in my book 'Knowledge Management for Decision Makers.' Within its pages, I present the important roles that standardisation of corporate knowledge plays and how other companies can also profit from it through practical examples. I am strongly convinced that a growth as we are currently experiencing, is only possible when knowledge is very well organised and employees have targeted access to it. It is equally important to those who are not in the central office. Now we have a total of five sales offices worldwide. From our central location situated in the heart of Europe, we supply to the entire world.

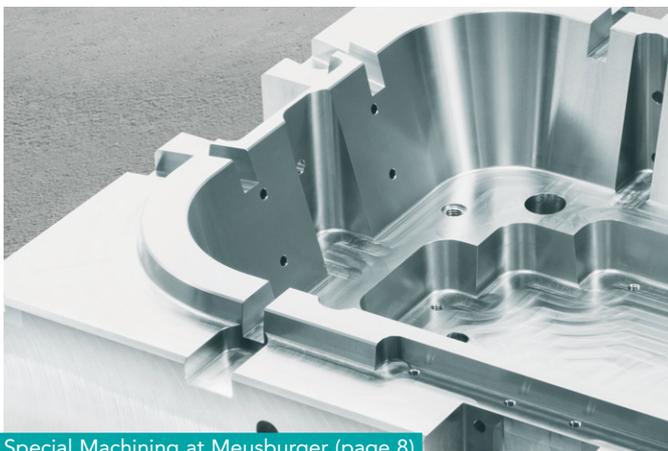
At this point, I would like to take the opportunity to sincerely thank all customers, partners, and employees for the years of loyalty and trust.

Enjoy the read!

M. Eng. Guntram Meusburger  
Managing Director



Investments in the Region (page 4)



Special Machining at Meusburger (page 8)



Local Roots, Worldwide Presence (page 10)



For Love of Tradition (page 16)

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One Day with a Meusburger Field Sales Representative (page 40)

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# INVESTMENTS IN THE REGION

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## A NEW MEUSBURGER PRODUCTION LOCATION ARISES IN THE BREGENZERWALD

*With the current construction of a new production hall in Lingenau, Meusburger ventures to a new production location for the first time and sets a milestone in present building history. By 2020 around 50 new employees – especially for the Special Machining division – should be employed.*

In Lingenau, a small Austrian village in the Bregenzerwald, the first production location outside of the headquarters in Wolfurt is currently under construction. On 4,300 m<sup>2</sup> of new production area, we can offer customers even more service in the area of special machining. The construction is currently in full swing and should be finished in summer of 2016 after twelve months of construction time. From the very beginning, the difficult terrain demanded a great deal of work from the planners and those responsible.

### CHALLENGES OF SLOPING TERRAIN

The 1.6 hectare plot is characterized by a slope which is typical for the area. At a length of 236 metres, there is a height diffe-

“The 1,6 hectare property with a slope with a difference in height of 15 metres provided us with a special challenge for the planning and realisation.”

Hubert Eberle,  
Project Manager at Meusburger

rence of 15 metres – this was a particular challenge for the planning and realisation. Therefore a large part of the production hall is located underground. Extensive slope security measures were already required in the preliminary stages. In addition, the area had to be completely developed. The complete infrastructure was produced with water, electricity, and sewer and an access road was built from the existing road, Hittisau street L 205. The ground water situation, especially, was a major concern in the planning: for drainage protection, small retention areas were added between the streets. A total of around 50,000 m<sup>3</sup> of soil was moved for the construction.

### ALREADY THINKING OF THE FUTURE

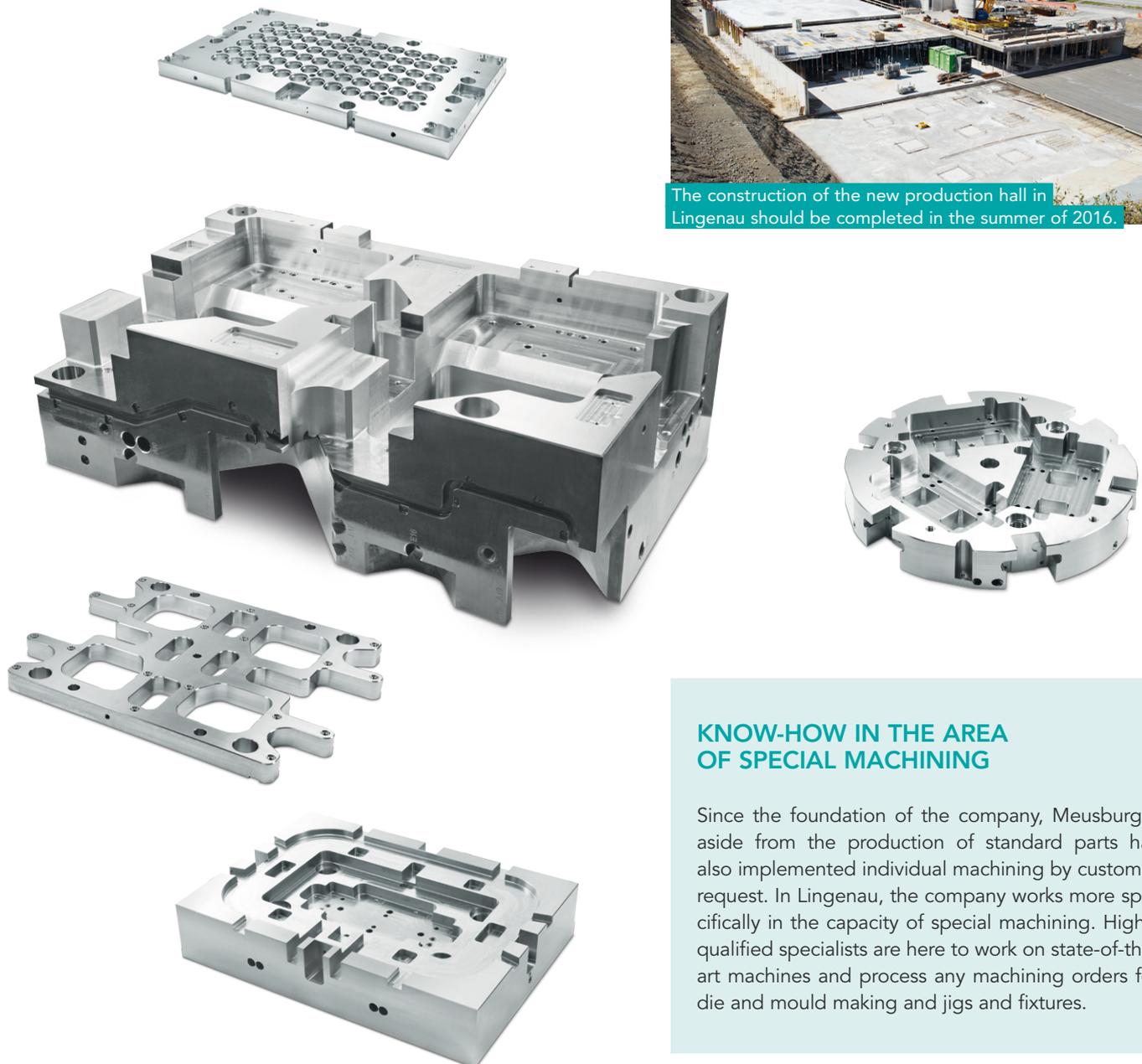
Special consideration was given during the planning so that an extension in the future is possible without a problem. Certain precautions have already been taken so the ongoing operation will not be disturbed by future construction measures. 

### INFORMATION ABOUT THE LINGENAU PROJECT

- » Investments of approximately 20 million Euro by 2020
- » Around 50 new employment positions
- » 4,300 m<sup>2</sup> production area
- » Cellar in massive construction
- » Hall superstructure from a steel frame construction
- » Diversified wooden facade that optimally adapts to the local architecture
- » Highly efficient cooling energy optimization system for minimal CO<sub>2</sub>-emission
- » Two truck loading ramps
- » Underground car park with 140 spaces



The construction of the new production hall in Lingenau should be completed in the summer of 2016.



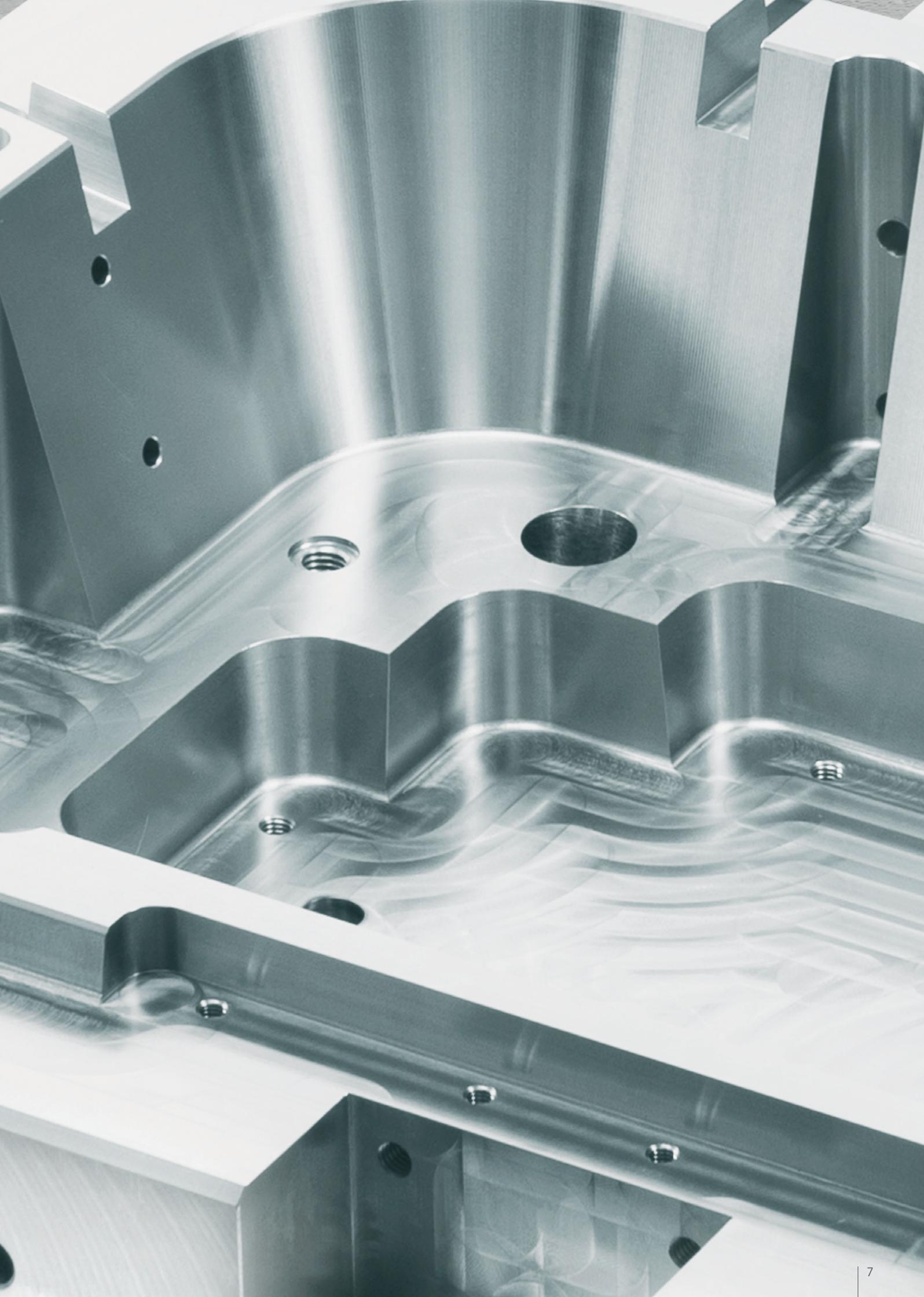
### KNOW-HOW IN THE AREA OF SPECIAL MACHINING

Since the foundation of the company, Meusburger aside from the production of standard parts has also implemented individual machining by customer request. In Lingenau, the company works more specifically in the capacity of special machining. Highly qualified specialists are here to work on state-of-the-art machines and process any machining orders for die and mould making and jigs and fixtures.

'STATE-OF-THE-ART MACHINES  
AND HIGHLY QUALIFIED  
PERSONNEL ARE A MATTER  
OF COURSE FOR US.'

*Hannes Giselbrecht  
Product Manager Special Machining*







# SPECIAL MACHINING AT MEUSBURGER

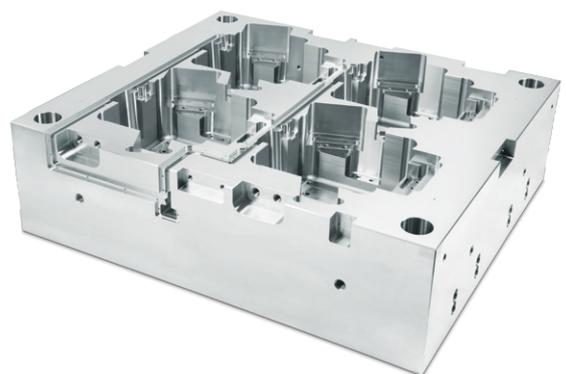
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## A DISCUSSION WITH HANNES GISELBRECHT

*With the new catalogue 'Special Machining for Tool and Mould Making' Meusburger offers their customers an extensive reference work about machining technologies and production standards. In an interview, our product manager, Hannes Giselbrecht, explains why Meusburger, aside from standard components, also offers special machining and the features of the new catalogue.*

**inForms:** Mr Giselbrecht, the new Meusburger catalogue 'Special Machining for Tool and Mould Making' was published this year. What is special about this catalogue?

*The catalogue basically offers everything, that should already be considered in the design stage, in order to ensure easy order processing with short lead times at attractive prices. Notably, there is an overview about our machining technologies as well as the CAD and production standards. In addition customers find information about our material grades and useful comparisons and tolerance tables. To sum it up, our*



customers get an idea of how a partnership with Meusburger in special machining works. We are a competent system provider with solutions for all changes.

**inForms:** What characterizes the special machining by Meusburger and how do the customers benefit from it?

With the special machining we can offer a complete service, from sawn plates through to P plates with system holes or lateral machining, and customised machining as per drawing. Our manufacturing technologies are flame cutting, sawing, deep hole drilling, milling, grinding, and turning. The customers thereby benefit from over 50 years of experience in machining. State-of-the-art machines and highly qualified personnel are a matter of course for us. Through heat treated plates we also guarantee sustainable quality and dimensional stability. Fast quoting and delivery reliability further ensure shortest lead times.

**inForms:**

What are the particular challenges of special machining?

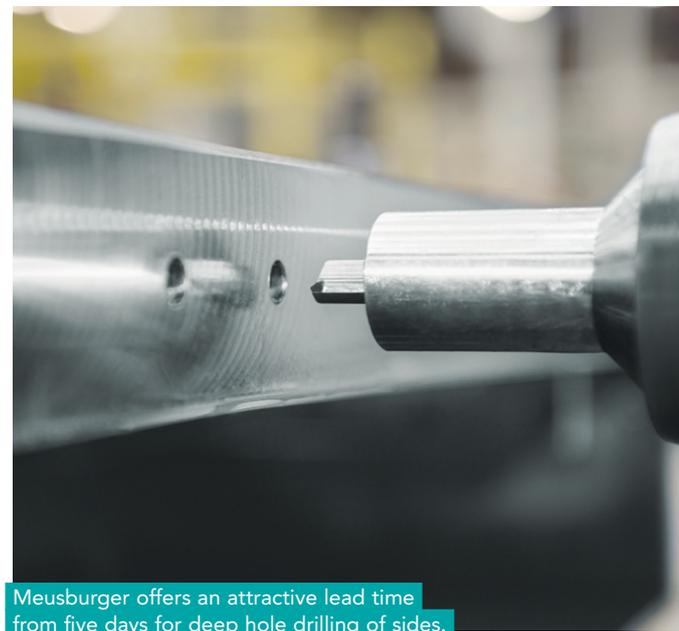
A major challenge is, for example, meeting the individual requirements of a high quantity of customers within the shortest time possible. Since the lead times for the projects are becoming even shorter, we place a high value on a fast quote within two working days. We want to find a fast and competent solution with our customers and continuously invest in expansion of capacity. A current example of this is our new deep hole drilling machine for the machining of sides through which we can offer an attractive lead time from five working days. In the future with the new building in Lingenau, we can offer our customers even better support to reach the required realisation time and therefore remain competitive on the market. 

## ABOUT HANNES GISELBRECHT

- » Product manager 'Special Machining'
- » Working at Meusburger since February 2013
- » Married, father of two children

After his training at HTL Fulpmes in Tirol, Hannes Giselbrecht worked a total of ten years as a tool maker and designer. After another five years in process and lean management, he took over the plant management of a Swiss company, before switching to Meusburger two years later.

'Personally, I appreciate spending time with my family, the company of good friends and philosophizing with a glass of red wine and good food. To clear my head and find balance I like to mountain bike.'





The Taj Mahal in India belongs to UNESCO World Heritage Site and was voted one of the 'New Seven World Wonders' in 2007.

## LOCAL ROOTS, WORLDWIDE PRESENCE

### GLOBAL GROWTH THROUGH NEW SALES BRANCHES IN INDIA AND MEXICO

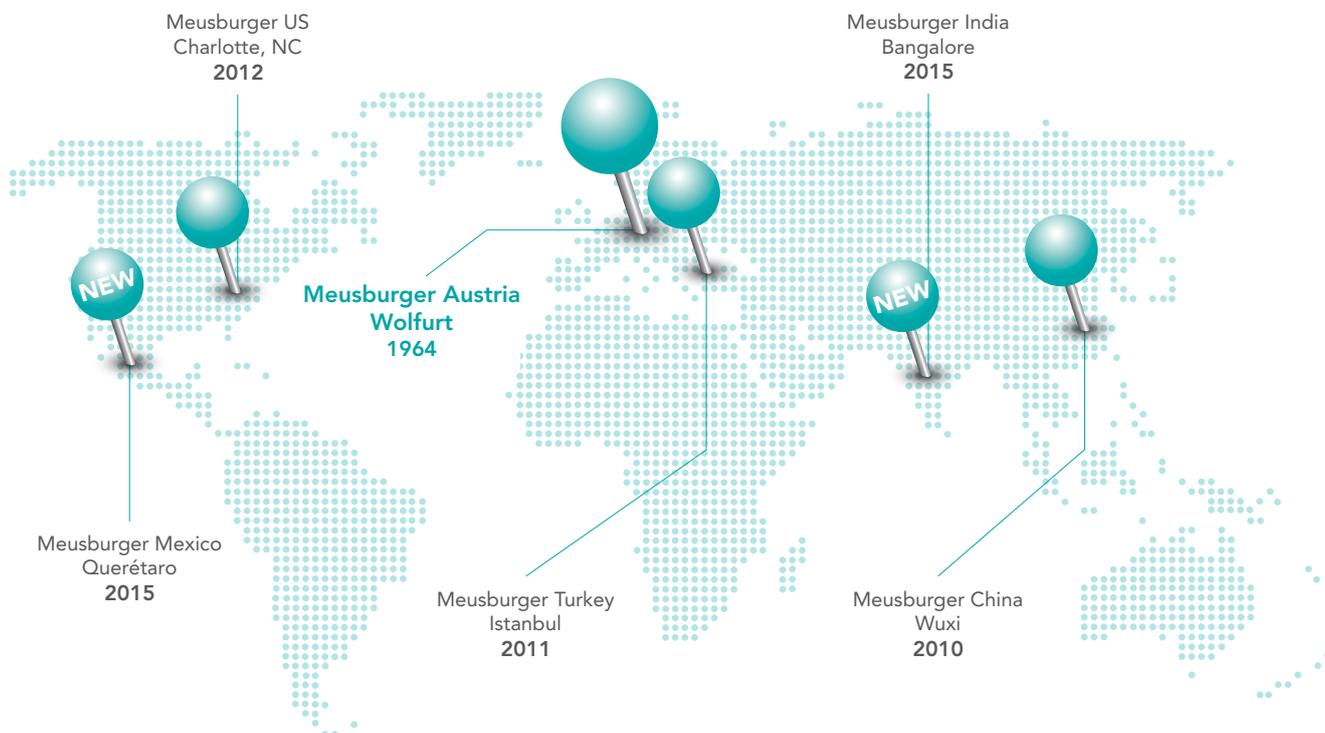
*As a locally anchored business with headquarters located in Wolfurt, Austria, Meusburger stands for a family working atmosphere and a responsible use of the region. The company has not only developed within the country's borders in recent years. Worldwide there are already five foreign sales branches of Meusburger Georg GmbH & Co KG. Aside from China, Turkey, and the USA the company is now represented in India and Mexico.*

#### **BETWEEN THE HIMALAYAS AND THE INDIAN OCEAN**

We associate India with terms such as Taj Mahal, rickshaw, Goa, Himalaya, or Mahatma Gandhi. But the impressive land between the Himalaya mountains and the Indian Ocean not only offers a fascinating culture, but also top economic conditions. As the sixth largest automobile manufacturer of the world, India attracts many European companies. At the beginning of the year, the Meusburger foreign branch was opened in the heart of the industrial district 'Peenya' in the city of Bangalore. Bangalore has more than eight million inhabitants, is the third largest city in India and is the high-tech centre of the country. Large international companies like Microsoft, Siemens and IBM along with many of the best universities and research centres have assembled there and now Meusburger is also represented on-site. The foreign branch with four employees offers enough space for a show room, offices and a conference room. In early February,



The Meusburger team in Bangalore personally takes care of the customers in India.



'Plastindia' was the first challenge for the Meusburger team from India. With more than 2,000 exhibitions from 40 nations of the world it is regarded as one of the world's largest trade fairs for the plastics industry. The five day fair which labels itself as 'global platform' takes place every three years. Meusburger had a successful première in 2015 with numerous visitors to its stand.

### IN THE HEART OF MEXICO

Mexico is a popular holiday destination with its rich heritage and diverse nature. Not only has the tourism industry grown strongly in the last years but also the manufacturing industry, especially the automotive sector. Well-known companies such as VW, Audi, and Mercedes settle more and more in Mexico. One of the fastest growing regions is Querétaro, in the heart of Mexico. The 'Meusburger Mexico' sales branch was opened there in the industrial district 'Bajío'. In addition to being a low risk area for earthquakes, the region is also characterized by a high quality of life. At the new location, a team of four employees takes care of the concerns and interests of the local customers. Covering a surface area of 130 m<sup>2</sup> there is enough space for offices, a showroom, and a conference room. The inauguration of the foreign branch in the middle of June was a complete success. A traditional barbecue was held especially for this occasion and the guests were very enthusiastic about it. 



The prehistoric city of Teotihuacán is a popular sight in Mexico.



The Meusburger team in Querétaro, Mexico.



Together with customers, the opening of the foreign branch in Mexico was celebrated in style.



# MEUSBURGER IN NUMBERS



FACTS ABOUT THE AUSTRIAN FAMILY COMPANY –  
AS OF OCTOBER 2015

**14,700**

CUSTOMERS WORLD WIDE

**190**

MILLION EURO  
TURNOVER IN 2014

**21**

LANGUAGES ON THE CD  
AND ONLINE CATALOGUE

**50,000**

SQUARE METRES  
TOTAL FLOOR SPACE

**100%**

OWNED BY THE  
MEUSBURGER FAMILY

**20,000**

SQUARE METRE RAW  
MATERIAL WAREHOUSE

**62**

COUNTRIES SUPPLIED  
TO WORLDWIDE

**980**

TOTAL EMPLOYEES

**110**

APPRENTICES



**3,500**

KNOWLEDGE DOCUMENTS

**160**

FIELD SALES  
REPRESENTATIVES  
WORLDWIDE

**35,000**

TONS OF STEEL  
CONSUMPTION PER YEAR

**18,000**

SQUARE METRES STORAGE  
SPACE FOR FINISHED PARTS

**900**

DELIVERIES  
PER DAY

**240**

TONS OF STEEL HEAT TREATED  
FOR STRESS RELIEF EVERY DAY

**80,000**

CATALOGUE ITEMS

**99%**

READINESS FOR DELIVERY





# KNOWLEDGE MANAGEMENT FOR DECISION MAKERS

## GUNTRAM MEUSBURGER TALKS ABOUT HIS BOOK

*Guntram Meusburger published his book 'Knowledge Management for Decision Makers', in which he deals with the subject of Knowledge Management as a key influencing factor for the growth and the success of companies.*

**inForms:** Why did you publish a book on the subject of Knowledge Management?

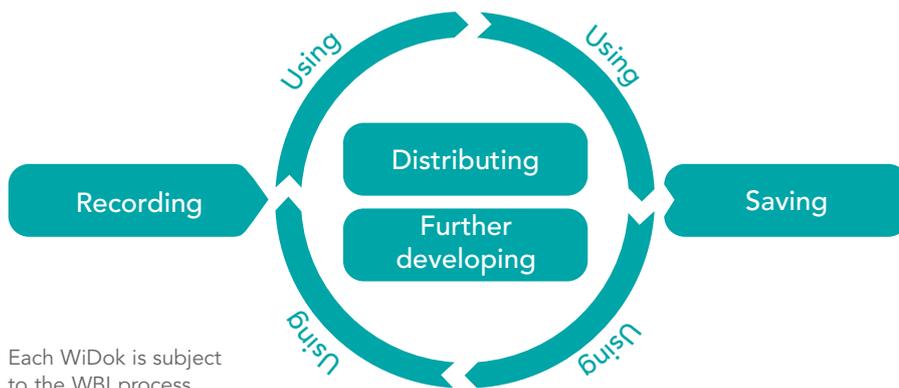
*I have been working on this subject for 15 years and I am confident about the potential that lies therein. There are many books on this subject but most have a very dry and scientific approach. Therefore it was my goal to write a book that is easy to digest and best presents the tried and trusted method used at Meusburger.*

**inForms:** What does WBI mean?

*WBI stands for 'better knowledge integration'. It is a simple method of Knowledge Management that is based on over twenty years of development and experience at Meusburger. My vision is to make the collected corporate knowledge available to all employees. They should find all the information they need for the successful completion of their tasks in our Knowledge Database in Intranet.*

**inForms:** How does the WBI method work?

*The WBI method is based on a four-step process: recording, distributing, further developing, and saving. In the first step, employees collect knowledge in the so-called Knowledge Documents – or 'WiDoks' for short. These are published in the next step and sent to certain employees in the company. This distribution and the subsequent use of the corporate knowledge form the basis for the further development of the knowledge because it is straight through its use that additions and improvements are suggested as well as mistakes detected. This leads to an increase in quality of content. The fourth and final step concerns the back up: The WiDok is provided with a title and a document number and saved in the Knowledge Database. In this ongoing process, all the employees contribute to the development of the corporate knowledge and therefore the internal competencies constantly evolve.*



Each WiDok is subject to the WBI process

### inForms:

This sounds very technical, how does this work in practice?

The Knowledge Documents are used at meetings and serve as a basis for discussions and decisions. If important knowledge is compiled in a meeting, it will be supplemented in an existing WiDok and thus the document is further developed. If there is still no Knowledge Document on the relevant subject, the supervisor should assign a suitable employee to prepare one. The employee thereby becomes the Content Manager (IV) for the new WiDok and is responsible for the quality and the entire content of the document. Thus it is clearly regulated which employees are responsible for the respective subject. The incentive for the creation of a Knowledge Document comes mostly from an executive. This is a very exciting moment, which I also describe in detail in my book.

**inForms:** Meusburger provides standard components for die and mould making. How did it come about that you got involved with the subject Knowledge Management?

About 20 years ago, my father the company founder and at that time the managing director, noticed that employees had stapled handwritten notes on the machines, during one of his daily operation tours. My father realised immediately that these notes are of great value and asked his assistant to digitalise them. She gave the documents titles and numbers and the notes then became Knowledge Documents. In the further development of this system, we eventually built up an internal Knowledge Database which we are to this day constantly optimizing and further developing. Our company has been working with this subject for a very long time and we can already fall

back on a Knowledge Database with more than 3,500 Knowledge Documents in our Intranet. Along with standardisation, Knowledge Management is one of our success factors.

**inForms:** Can this method also be useful for other companies on the market?

Yes, this was the main reason for me to publish our method in a book. The WBI method is industry independent and can be customised to the specific requirements of any company on a modular design. The benefits for companies are diverse because Knowledge Management benefits both the management and the employees. An essential point is that the knowledge collected in the Knowledge Documents is ever-improving and growing. Explicitly, collected knowledge can not be lost. All and all this represents the perfect starting situation for innovation and progress in the company. Another important factor is that access to the corporate knowledge is no longer limited by time or space and available for everyone in the company. The employees save lots of time and are more flexible because they can independently make decisions on the basis of WiDoks. 

### INFO ABOUT THE BOOK

- » Title: Knowledge Management for Decision Makers
- » Author: M. Eng. Guntram Meusburger
- » Hardcover with 160 pages
- » Sales price: 29.50 EUR
- » Language: German
- » ISBN: 978-3-200-04009-0
- » Available on Amazon





## FOR LOVE OF TRADITION

### MEUSBURGER BACKS SUSTAINABLY PRODUCED ALPINE CHEESE FROM THE REGION

*Vorarlberg, the westernmost state of Austria and the home to the family owned Meusburger company is not only famous for its diverse cultural landscape and its breathtaking mountains but also for its excellent products. One of the most famous and popular specialties is the Bregenzerwald mountain and Alpine cheese. Meusburger gives away this regional product with pleasure on various occasions to its customers, suppliers, and employees.*

Over 2,000 years of cheese history and long-established structures of the Alp and dairy industry still characterise the cultural landscape of the Bregenzerwald today. In the agriculture of Vorarlberg, the production of milk and cheese has been a high priority for many generations.

#### **UNIQUE QUALITY FEATURE: SILAGE FREE**

Cheese makers have always relied on the pure taste of hay milk. The practice of feeding cows fermented food is renounced and all steps of the production are guaranteed to be genetic engineering free. Thus the hay milk cows' diet consists of valuable hay and mineral-rich course grain.



With pleasure, Meusburger gives away the Bregenzerwald mountain cheese to customers, suppliers, and employees.



The fresh grass in the summer and the fragrant hay in the winter form the flavourful nuances of the Bregenzerwald cheese.

The silage free food from the valley plains is not enough to feed the cattle year round, therefore the Bregenzerwald farmers still operate the well-trying tradition of 3 stage agriculture to this day. This means that after the winter in the stall, the cows graze at medium altitudes (about 900 m above sea level) in the spring and autumn and on the High Alps in summer.

#### WHAT MAKES THE BREGENZERWALD CHEESE SO UNIQUE?

The various grasses and herbs on the different Alpine areas form the basis of feed for the cows. The fresh grass in the summer and the fragrant hay in the winter form the flavourful nuances of the Bregenzerwald cheese. All and all over 3,000 tons of Bregenzerwald mountain cheese and 200 tons of Alpine cheese are produced yearly. 

#### BREGENZERWALD MOUNTAIN AND ALPINE CHEESE

- » Over 3,200 tons of mountain and Alpine cheese is produced each year
- » 17 dairy facilities in the valleys
- » 90 Alpine pastures
- » Around 50 regional types of cheese

# A SUMMER AT AN ALPINE PASTURE

Dietmar Troy has been working in maintenance at Meusburger for over ten years. From October to June he ensures that the machines and buildings are in perfect condition. He spends every summer at an Alpine pasture in Hochkrumbach, Warth-Schröcken. **inForms** enquired about the work and the life there.

## inForms:

Dietmar, how long have you been going to the Alpine pasture? After my apprenticeship as a locksmith, I was totally alone for three summers at the pasture, without running water and electricity. Then I took a break for a while. Now I have been going with my family to the pasture for six years. There is also a shepherd boy, domestic help to host hikers, two dairy cows, and 350 young cattle from 55 different farmers.



Dietmar Troy (right) with his family and helpers for the summer

## inForms: How did you come up with the idea?

My father was also a dairy farmer. That is why when I was a kid we went to the pasture every summer.

## inForms: How long do you stay at the Alpine pasture?

We go at the beginning of July and come back to the valley in the middle of September. I always begin the preparations in May. This is the most difficult time for me because I have to prepare everything on the weekends to be ready for the summer in addition to my working week at Meusburger.



The 'Alpe Körb' pasture at Hochtannbergpass (Hochkrumbach, Warth-Schröcken)

## inForms: What requirements are there for such an Alpine stay?

One must definitely have an interest in agriculture and know a lot about animals. In addition a sense of responsibility is necessary. The farmers trust me with their livestock and count on me to bring back all their animals safe and sound in September.

## inForms:

### What is your daily routine at the Alpine pasture?

At 6 a.m. we get up and milk both dairy cows. After breakfast, I set out together with the shepherd to see if all the animals are in good health. We bring the animals from pasture to pasture, from mountain to mountain. And because it is not flat terrain, but uphill and downhill, we accumulate many kilometres by foot per day. At noon we return to the Alp. The young cattle rest in the pasture in the afternoon. During this time, we host the hikers, make cream cheese, yoghurt, butter, or buttermilk. In the evening, I set out again to check on the animals.

## inForms:

### What is the difference between your work day at Meusburger and being at the Alpine pasture?

It is really completely different. At the pasture, I am outside every day in fresh air in all weather conditions. I am on my feet all day, often walking over ten kilometres daily. Also I am my own boss at the pasture. I have hardly any time pressure, absolute silence, and really a lot of time for my family. Nevertheless, every autumn, I look forward to being back at work with my colleagues from Meusburger. 

'For me an Alpine pasture is not a place to rest but to work. But despite all of the work it is a nice break from everyday life.'

Dietmar Troy,  
Maintenance





# GUESTS ARE WELCOME TO THE BREGENZERWALD

## CUSTOMERS VISIT NORBERT'S HUT

The Bregenzerwald is a region in the westernmost part of Austria, near the headquarters of Meusburger, and bordered by the Alpine republics of Germany and Switzerland. In the Bregenzerwald village of Riefensberg you can find the old mountain hut of Norbert Geiger.

The 'down-to-earth Bregenzerwald native' went into well deserved retirement in 2010 after a total of 38 years of work as a field sales representative at Meusburger. Although he could have, he did not want to just retire. Instead he renovated a mountain hut which was built in 1850 and acquired in 2007 with personal touch and loving attention to detail.

Norbert used his time at Meusburger as an opportunity to showcase the beauty of the region and he would invite customers to his hut. They could enjoy a couple of relaxing days of hiking, mountain biking, skiing, or just a cosy gathering in a comfortable atmosphere.

This beautiful tradition lives on to this day. Every year more than one hundred customers come to Riefensberg, enjoy the magnificent mountain panoramic views and treat themselves to a break from day-to-day work. 



### NORBERT'S HUT

- » 15 beds
- » In Riefensberg, Vorarlberg
- » [info@norbertshuette.at](mailto:info@norbertshuette.at)
- » [www.norbertshuette.at](http://www.norbertshuette.at)

# FOR YOU ON-SITE

## MEUSBURGER USER MEETINGS AS AN IDEAL PLATFORM FOR INFORMATION EXCHANGE

*For many years, Meusburger has organised the 'Technical Knowledge' series of events. Within this framework, users experience exciting news and innovative trends in the die and mould making industry. Motivated by the great success of these meetings in the German speaking sales territory, Meusburger expanded the concept throughout Europe.*

In September 2009 Meusburger launched its first user meeting at the company headquarters in Wolfurt with almost 40 participants. As a reaction to the consistent positive response, the standard parts manufacturer organised the first external user meeting in Germany the following year.

Today Meusburger organises around 40 user meetings in 15 European countries with a total of more than 1,700 participants. The focus is on standardisation and the resulting competitive advantages for the die and mould making industry. The visitors get valuable information about cost-saving potential through the use of high-precision standard components.

The combination of specialized lectures with high information content and practical application examples offer the costumers the optimal platform to exchange information about trends and issues. Furthermore, the experts from Meusburger and the guest speakers are directly available for questions and the exchange of technical expertise on-site.

Due to the consistent positive feedback, this concept has long since been a permanent fixture on the Meusburger calendar of events. At this point, all guests and lecturers deserve a big thanks for their active interest and involvement. One thing is clear: great events are only successful with great participants. 



Wolfurt, Austria, 18.03.2015

*'The user meetings allow for an intensive exchange of experience in a manageable setting. We are very pleased about the active participation of so many customers and the positive response.'*

Andreas Sutter,  
Head of Marketing



**GET YOURSELF A SOUGHT-AFTER SEAT AT ONE OF OUR 2016 USER MEETINGS**

» Registration form at:  
[www.meusburger.com/Events](http://www.meusburger.com/Events)



Oyonnax, France, 12.03.2015



Oberentfelden, Switzerland, 29.05.2015



Malgrate, Italy, 28.05.2015



Monte Real, Portugal, 12.06.2015



'WE ARE PLEASED ABOUT THE GOOD COOPERATION WITH CUSTOMERS LIKE VOLKER JOCHUM AND HIS TEAM, WHO LET US SHARE THEIR INNOVATIVE IDEAS.

*Elisabeth Kennerknecht and Markus Jenny,  
Product Development*





The project team (from.l.to.r.): Volker Jochum (,Werkzeugbau Jochum') with Markus Jenny, Elisabeth Kennerknecht and Markus Wissert from Meusburger

# CREATING INNOVATIONS TOGETHER

## NEW PRODUCT FOR EFFICIENT LEAK TEST IS DEVELOPED FROM EXEMPLARY COOPERATION

*The exchange of know-how and the reaction to customer needs are a top priority at Meusburger. How this works in practice is impressively demonstrated in this recent example. The product idea of the customer, 'Werkzeugbau Jochum' from Eimeldingen was implemented for series production together with the responsible field sales representative and the Meusburger Product Development team. So far, this product is unique to the market: the Quick adapter, a hand lockable connector for leak test of individual mould components such as inserts, slides, or cavity plates with pockets.*

Hands-on experts like Volker Jochum have ideas for new products by thinking innovatively at work and recognising time or labour-intensive processes. Intelligent minds like him are characterized by the fact that they can find direct and easy solutions for such problems. Such as how this project was created.

### FROM IDEAS TO REALITY

Until now, a single insert without thread, or an individual cavity plate with insert pockets, could not be tested for tightness before assembling the mould. A test was

only possible in the assembled state. For this purpose, the cooling circuits are sealed on one side and then pressurised. If the pressure does not remain constant, the difficult and time-consuming search for the leak begins. Frequently the entire mould must be disassembled again.

Volker Jochum, as a skilled tool maker, decided that there must be a better solution and without further ado developed the first prototype. The basic concept was a fitting which can be connected tool-free in a cylindrical cooling hole. He presented this idea to his Meusburger field sales representative, Markus Wisert, who reacted quickly and contacted Product Development at headquarters. The potential was quickly identified there and a cooperation with all parties involved was realised.

'We are pleased about the good cooperation with customers like Volker Jochum and his team, who share their innovative ideas with us and show us their prototypes. Through the active exchange we can win know-how, analyse problems together, and develop great solutions. A 'win-win-situation' developed for both companies through mutual trust', say Elisabeth Kennerknecht and Markus Jenny, the project managers at Meusburger. 



'From the beginning on, Meusburger listened to me consciously and recognised the potential in my product. Due to the size of my company, I did not have the time, means, or possibilities, to develop such a product, ready for series production, to produce and market. Meusburger revised, improved, and CE tested the prototype.'

Volker Jochum,  
,Werkzeugbau Jochum'

### TECHNICAL TIP

The Quick adapter for leak test enables suppliers to pass on their product 100% leak tested to customers. When included in the specifications document, it ensures the consistent high quality of components.

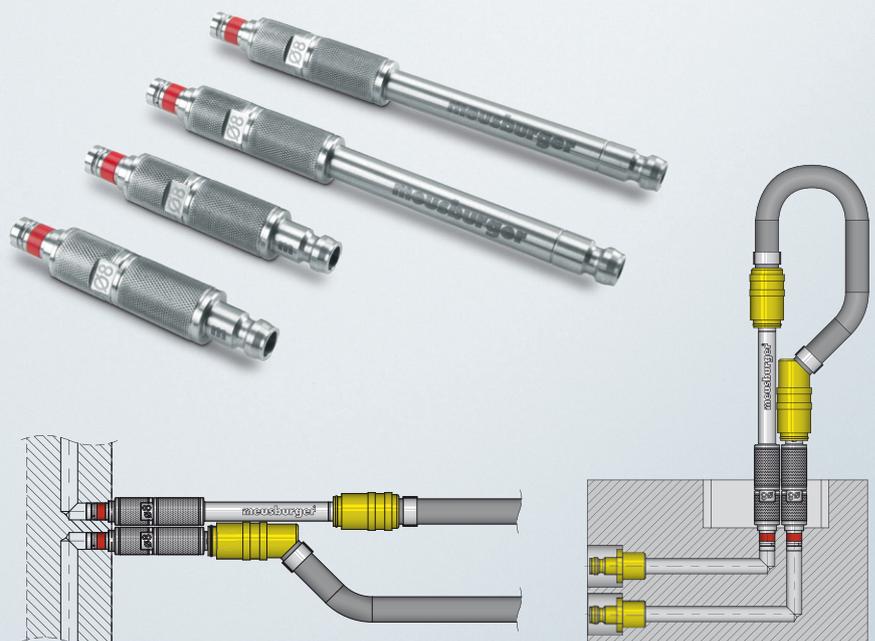


» Watch the film

## E 2175 QUICK ADAPTER FOR LEAK TEST

Practical adapter set for leak tests for the entire injection mould whether cavity plate, insert, or slide.

- » Easy and tool-free installation in the cylindrical bores of the cooling circuits
- » Through the easy installation without additional mounting holes, it can be used even in deep pockets
- » The slim design allows for minimal distance between holes
- » For cooling holes with  $\varnothing$  6 and  $\varnothing$  8 mm with or without slot for o-ring



Space-saving installation, minimal centre to centre distance of 14mm

Assembly situation: pocket



# SETTING STANDARDS FOR HYDRAULICS

*Meusburger offers a wide range of hydraulic cylinders with accessories. The product selection is very easy thanks to standardisation and the products are available from stock.*

Valuable time and money can be saved through the use of standardised hydraulic cylinders. An easy and clear presentation of the products allows for a fast and uncomplicated selection and ordering, which saves the customers the difficult and time consuming search for order codes on many different catalogue pages. In the Meusburger CD and online catalogue, high-quality 3-D data are available at the touch of a button.

There are four different cylinder variations to select from, which are all equipped with many extras as a standard. Moreover, they are available from stock in different diameters and stroke lengths. **m**



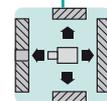
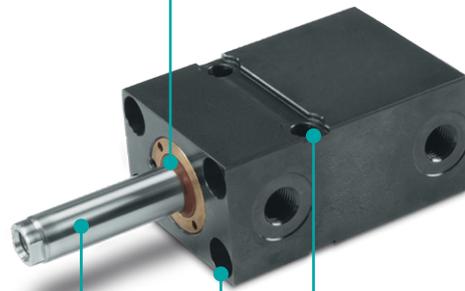
» Watch the film



The standard FKM (Viton®) seals make them suitable for temperatures up to 180°C.



The piston rod has a double seal and an additional rod wiper to ensure clean operation.



Standard axial and transverse holes allow for attachment options on all sides.



The hardened, ground piston rod offers optimal protection against damage.



## STAMPING AT FULL SPEED

*Gas springs offer an ideal alternative to conventional system compression springs. There is a large selection of gas springs with different initial forces and stroke heights available from Meusburger.*

The gas springs allow for small to very large spring force and large stroke heights in comparison to their small installation height. For the same initial force they need considerably less installation space than system compression springs. This enables compact mould assembly and therefore many mounting options.

A particular characteristic of the Meusburger gas springs are the active security systems. These protect from overstroke, uncontrolled return and overpressure and ensure that the human and machine risks are minimized. The gas springs were designed in compliance with the Standard ISO 11901 and the VDI guidelines. The production is carried out with modern computer-assisted methods and guarantees the highest quality and manufacturing standards as well as compliance with the guideline PED 97/23/EC. 



Over Stroke Active Safety



Uncontrolled Speed Active Safety



Over Pressure Active Safety



» Watch the film



## SYSTEMATIC GUIDING

*A durable stamping die only functions perfectly when the overall plan is consistent. On one hand it depends on the high precision production of the die sets, on the other hand the guiding plays an important role.*



For the design of the guiding there are many decisions to make: where should the pillars be installed? Which is the right guiding type? Do I decide on a rolling or a sliding guide? The designer is literally spoiled for choice. This is very time consuming and cannot be calculated to his customers.

This is where the various Meusburger systems come in. The basic idea is 'thinking in systems' whereby the difficult search for single components from a vast, unmanageable range is no longer necessary.

With the holistic concept the right guiding can be determined quickly and easily.

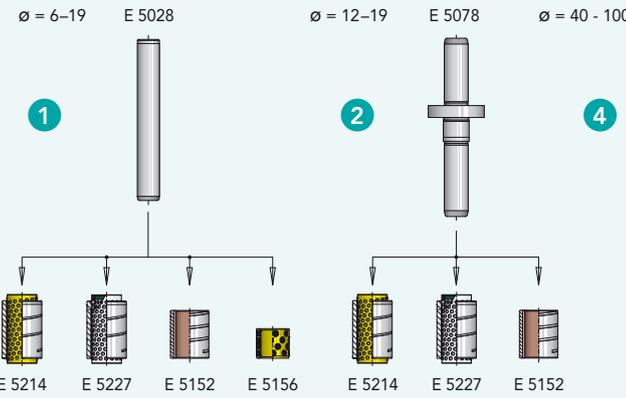
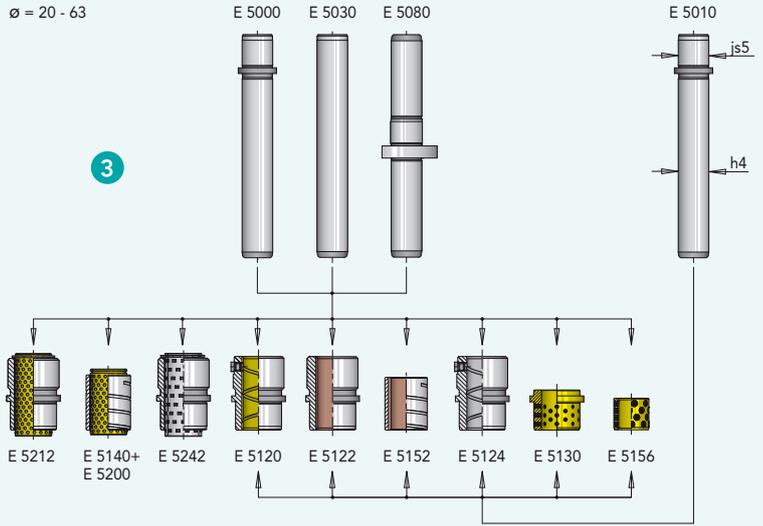
# OVERVIEW OF THE CURRENT GUIDING SYSTEMS

## COMPACT GUIDING (1)

The compact guiding can be used as additional guiding in the interior of the stamping die. The guide pillar is pressed in and guarantees the highest precision.

## MODULE GUIDING (2)

For high precision 'high speed tools' for the stamping of for example electronic components, the module guiding with a centre-flange guide pillar is ideal. By fixing the pillar in the centre, an 8-fold greater precision is achieved compared with the standard guide.



## STANDARD GUIDING (3)

The standard guide can be used flexibly for progressive dies or insert dies. All sliding, roller, and ball guiding bushes are interchangeable due to the same installation diameter and available in a variety of identical lengths.

## GUIDING SYSTEM FOR LARGE DIES (4)

This guiding is used as a sliding guide with pressed in pillar for transfer, multi-stage or press dies.

# IMPROVED STAMPING PERFORMANCE WITH THE RIGHT GUIDING

For optimal service life and minimal wear of stamping dies, the right guiding type plays a major role for example rolling or sliding guide.

By using the correct guiding the service life of the active parts and the life of the guide can be increased and the wear minimized.

## THE 5 DECISIVE FACTORS ARE:

- » Die speed (number of strokes per minute)
- » Shear forces occurring in the die
- » Material resistance of the stamped part
- » Sheet thickness of the strip
- » Precision of the stamped product

## GUIDING TYPES AND THEIR APPLICATION RANGE

The Meusburger diagram offers assistance for the selection of the right guiding types based on speed and shear forces.

The general rule is: for a high number of strokes and precision, rolling guides are suitable, for high shear forces, sliding guides are better suited.



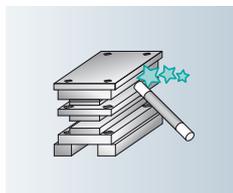
# REACH YOUR GOAL QUICKLY WITH THE MEUSBURGER WIZARD

The Meusburger Wizard on the CD or online catalogue is an ingenious aid for configuring mould bases and die sets.

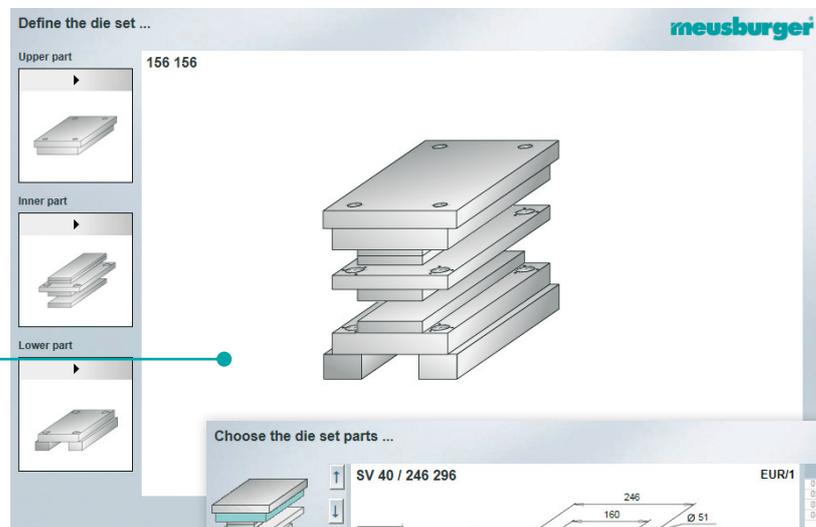
With it, users can put together a complete mould base or die set within minutes including compiling the compatible components. In doing so the quantity of the cavity or die set plates can be individually selected.

Due to the interchangeability in the wizard, it is possible to calculate the guiding system through the plate thickness and determine the guiding types quickly and easily. Also additionally required components such as NE Blocks for eroding or springs are clearly listed and selectable as needed.

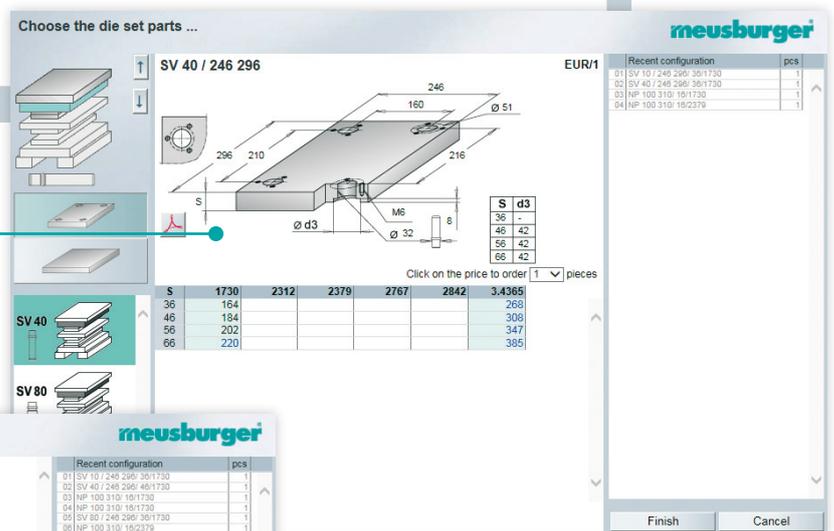
Thus the wizard allows for reliable tool calculation in just a few minutes. 



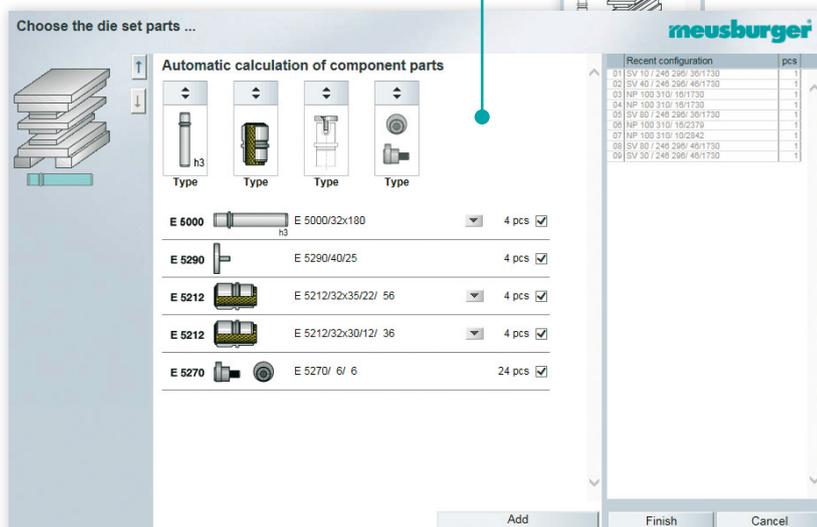
Selection – mould base/die set



Selection – material and plate thickness



Selection – guiding system



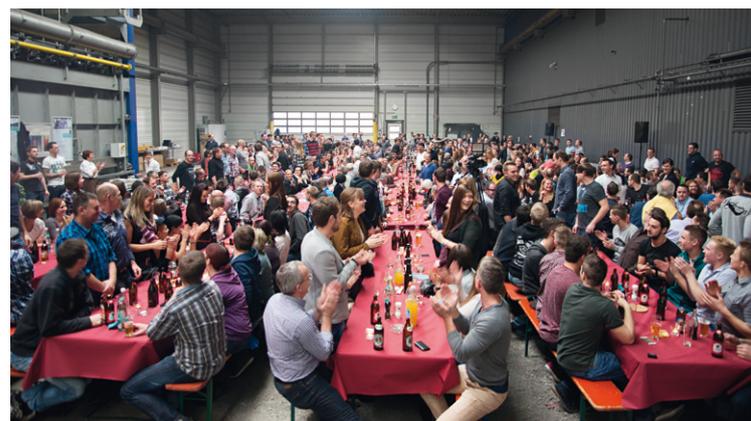
TRY THE WIZARD NOW IN THE CD OR ONLINE CATALOGUE.

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



# WHEN THE FURNACE BECOMES AN OVEN

At Meusburger all steel types are heat treated for stress relief. Our three furnaces have a total daily capacity of 240 tons of steel. The success of the stress relieving heat treatment is largely determined by the long cooling time of 14 hours. As a result the existing tension in the material is minimised and customers are guaranteed low warping in subsequent machining. Since the 2014 Christmas party the employees at Meusburger have known that not only steel for stress-relieving heat treatment can go in the furnace. Within a short period of time a furnace was converted into an oven and 90 saucepans filled with delicious roasts and vegetables for 800 people were so to speak 'stress relieved'. Did it taste good? Watch the film in the Meusburger Media Centre! [m](#)



» Watch the film

# TECHNOLOGY MADE EASY

## MEUSBURGER TECHNICAL TIP VIDEO CLIPS OFFER TIPS AND TRICKS FOR DAILY WORK

Anyone who regularly reads the Meusburger eNews knows the Meusburger technical tip series. These are short films that present complicated, technical content in a simple way. Since the end of last year, Meusburger has regularly produced these clips which offer users valuable information and practical assistance. The moderators are all Meusburger employees from Product Management or Product Development and are experts in their fields.



### MAKING OF – A LOOK BEHIND THE SCENES



#### THE SET

At Meusburger there is a specially equipped film and photo studio to create recordings and images. Filming is done in front of the so-called 'green screen'. This allows the background to be changed in post-production. Cameraman Stephen checks all variables such as settings, image, audio, and lighting in advance.



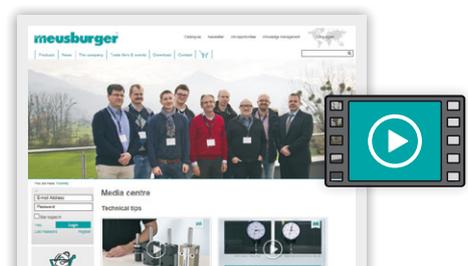
#### THE FILMING

Everyone has a job during the filming. The moderator has one of the most difficult roles. He must speak to the camera without text and at the same time pay attention to accentuation, facial expressions, and gestures. As you can imagine there are some funny moments during the filming.



#### THE POST-PRODUCTION

A large chunk of work awaits cameraman and editor Stephen back at his desk. He now has the task of evaluating the collected material, selecting, reworking, and editing an exciting technical tip. 



### BROWSE THE MEUSBURGER MEDIA CENTRE NOW

All Technical Tip video clips are available on the Meusburger YouTube channel.

» [www.meusburger.com/media-centre](http://www.meusburger.com/media-centre)

# EFFICIENCY IN MACHINE AND JIG CONSTRUCTION

MORE AND MORE CUSTOMERS ARE DISCOVERING THE ADVANTAGES OF STANDARDISATION.

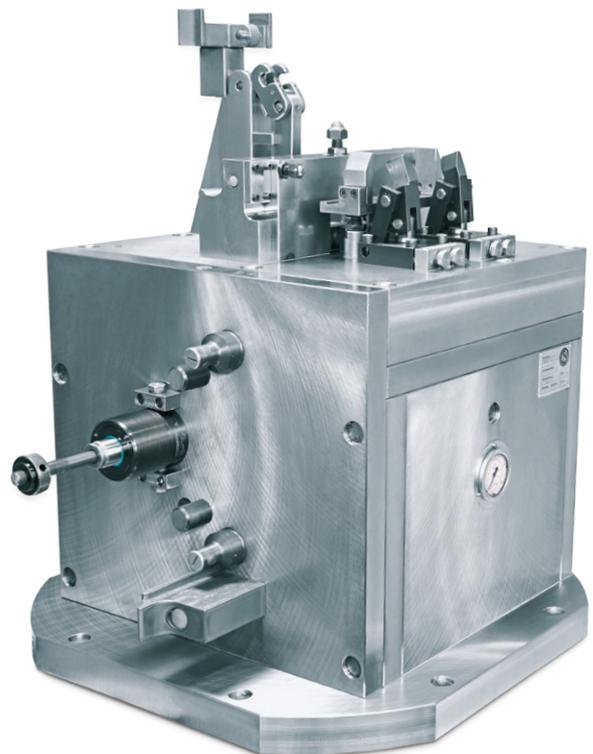
*Since the introduction of the area of business 'Jigs and Fixtures' Meusburger recorded a steady growth in customer clientèle who build on the quality and the reliability of immediately available standard components. The trend towards standardisation is taking more and more hold in machine and jig construction. A logical development, considering that increasingly shorter project lead times and efficiency improvements are required in order to survive on the international market with the progressing globalization. We will show you a concrete example of the advantages of prefabricated components.*

## OUTSOURCING INSTEAD OF SELF MADE

For the production of the pictured milling jig lots of steel is needed. Semi-finished products from Meusburger offer a cost effective alternative to purchasing steel from steel traders. All plates and bars are prefabricated to high precision, available from stock and are delivered (FOC) within 24 hours. Calculation and design can be done quickly and easily with the help of the Meusburger online catalogue. Flame-cutting and milling services are provided on request. Therefore the customer saves resources and can concentrate on his core competence.

## ADVANTAGES AT A GLANCE

- » Quick and easy calculation through the CD and online catalogue
- » 27 material grades available from stock
- » No minimum order quantity
- » No transportation costs
- » Machining steps eliminated through precision prefabricated plates
- » Reduction of wear on the tool and machine
- » Reduced plate warping through high-quality steel, heat-treated for stress relief 



Hydraulic milling jig for the automotive industry – machined with Meusburger standard components



New catalogue  
**Plates and Bars  
for Machine and Jig  
Construction**  
available on  
[www.meusburger.com](http://www.meusburger.com)

# WORKSHOP EQUIPMENT FOR DIE AND MOULD MAKING

NEW CATALOGUE AVAILABLE FROM DECEMBER 2015

*Along with a comprehensive expansion of the product range and numerous new products such as centring vices, hand tools, and a new Meusburger measuring equipment series, in December of 2015, a new edition to the popular reference book for die and mould making will be published.*

## THE HIGHLIGHTS IN THE NEW CATALOGUE:

New items in clamping equipment:  
HWS 400 and HWS 402 Centring vices



New Meusburger measuring equipment series



Large assortment of hand tools



Solid carbide milling cutters for aluminium



Large expansion of sizes for lifting accessories



## HANDS ON SURFACE FINISHING EQUIPMENT

EXPERIENCE WORKSHOP EQUIPMENT  
LIVE AT THE MEUSBURGER TRADE FAIR STAND

For some time now, the trade fair stand concept from Meusburger has included an info counter and a product demonstration counter for surface finishing equipment. Here visitors of the large trade fairs for die and mould making are not only informed about technical uses but can also immediately try out the products and equipment for themselves. The Meusburger application engineers are available for questions, suggestions, and expert discussion.

Of course, in addition to the surface finishing equipment there are also other product groups from Meusburger's workshop equipment range to experience hands on at the trade fairs. The full product range for die and mould making is also pictured as of December 2015 in the new catalogue 'Workshop Equipment for Die and Mould Making'. [mi](#)



Workshop equipment live to touch and experience

# EVERYTHING FOR THE EDM WORKER

*In the spring of 2015 Meusburger expanded its product range and now has an extensive assortment of high-quality erosion accessories in range. There are various electrode holders which are compatible with the ITS-50 clamping system and special solid carbide milling cutters from Ø 0.2 mm for the machining of materials like copper, graphite, and steel up to 63 HRC to select from. The entire product range is available from stock in the usual high Meusburger quality.*

## ADVANTAGES FOR USERS

- » Through the use of electrodes from copper or graphite in different qualities the highest surface qualities, up to VDI 20 (1.0 µm), are possible.
- » The solid carbide milling cutters with tolerances in the µ-range allow a precise machining of EDM electrodes from copper or graphite.
- » Through the use of electrodes with system hole pattern and the matching electrode holders significant material savings are achieved. 



Brochure  
**EDM Equipment  
 for Tool and Mould  
 Making**  
 available on  
[www.meusburger.com](http://www.meusburger.com)

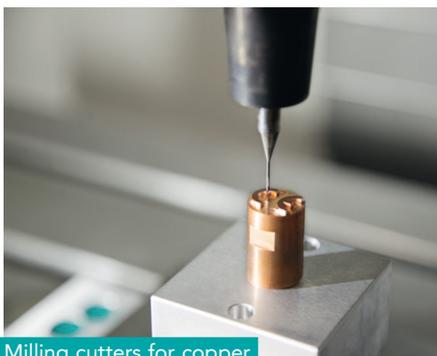
Electrode holders and accessories



EDM equipment from graphite

Milling cutters for copper, graphite and steel

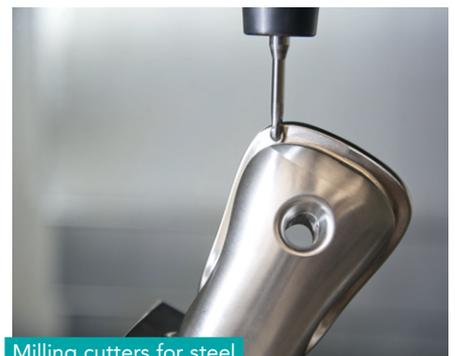
EDM equipment from copper



Milling cutters for copper



Milling cutters for graphite



Milling cutters for steel



# WE SPEAK YOUR LANGUAGE

*Global networking and mobility allow us to access foreign and exotic cultures and languages. The Meusburger internal sales staff communicate in 21 languages – and as native speakers. This uncommon language diversity is used to provide our 14,700 customers worldwide outstanding service in their own language.*

Internationality has been important for us long before the establishment of our sales branches in China, Turkey, the USA, India, and Mexico. Following the motto „we speak your language“ around 300 internal sales assistants and field sales representatives attend to our customers worldwide in their respective language. A special department at our headquarters in Wolfurt coordinates and organises all the translations for the global representation of our company. Aside from German, English is the second language at Meusburger. All printed catalogues and brochures are available in German and English. Still more languages are available online. The CD and online catalogue features a free standard components configurator, which allows data import into all current CAD systems – and is available in 21 languages! The language diversity is also reflected on the Meusburger web site, which can be accessed in 18 languages to date. Three more languages: Greek, Dutch, and Serbian, are in planning. 

## LANGUAGES ON THE CD AND ONLINE CATALOGUE

German	Czech	Dutch
English	Romanian	Danish
Italian	Polish	Swedish
French	Slovenian	Finnish
Spanish	Serbian	Hungarian
Portuguese	Bulgarian	Turkish
Greek	Russian	Chinese

## INTERESTING FACTS ABOUT THE ENGLISH LANGUAGE

Worldwide, English is the most spoken language therefore it is also referred to as the world's language. It gained importance in the 19th century when the British empire and all of its colonies accounted for up to a third of the world's population. After the end of the second world war in 1945, the language spread further through the dominant position of the USA. Mass media like television and internet accelerated the spread.

A man in a dark suit, light blue patterned shirt, and dark blue tie stands in front of the open trunk of a silver car. He is smiling slightly and holding a white folder or document. The background shows a building with large windows and some trees.

'TRUST IS  
VERY IMPORTANT  
TO US.'

*Sebastian König,  
Field Sales Representative*



Formaufbauten  
Standard Moulds



## ONE DAY WITH A MEUSBURGER FIELD SALES REPRESENTATIVE

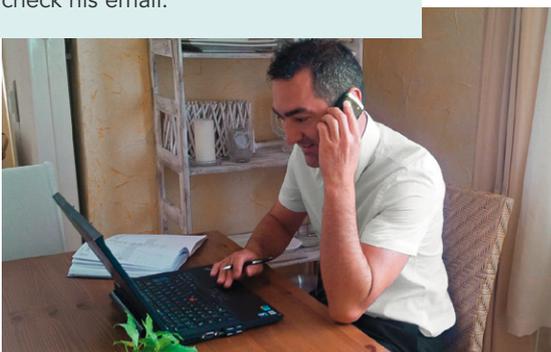
### AN INSIDE VIEW OF THE DAILY ROUTINE OF FABRICE POGGIALI

*Meusburger is now represented with 160 field sales representatives in 59 countries. Working closely with the internal sales assistants in Wolfurt they offer over 14,700 customers the best possible service and competent support on-site. One of them is Fabrice Poggiali. He looks after the customers in his region of France and Switzerland. InForms has spent one working day with him.*



**7 A.M.**

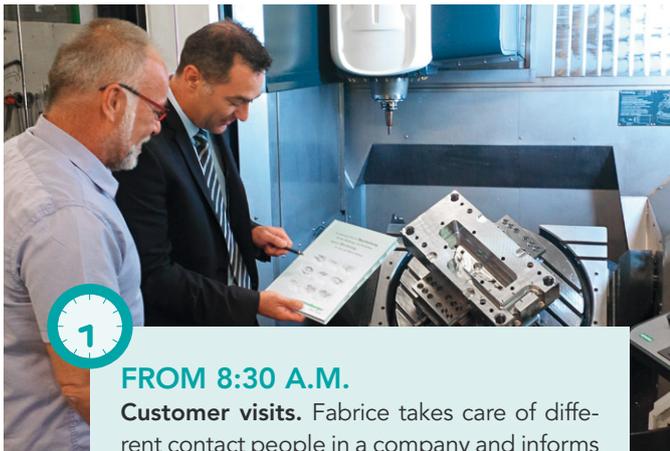
**The early bird catches the worm!**  
Fabrice uses the morning to prepare for the upcoming customer visits and check his email.



**8 A.M.**

**The ride starts.** Before he goes, Fabrice checks his trunk and fills it with the newest documents from Meusburger.





**FROM 8:30 A.M.**

**Customer visits.** Fabrice takes care of different contact people in a company and informs them about new products and developments in personal conversations. For current projects, he can offer support by giving competent advice and proposing solutions. Today, among other customers, he visits “Millet Jules et fils SAS” in Saint-Claude and discusses their current project with them.



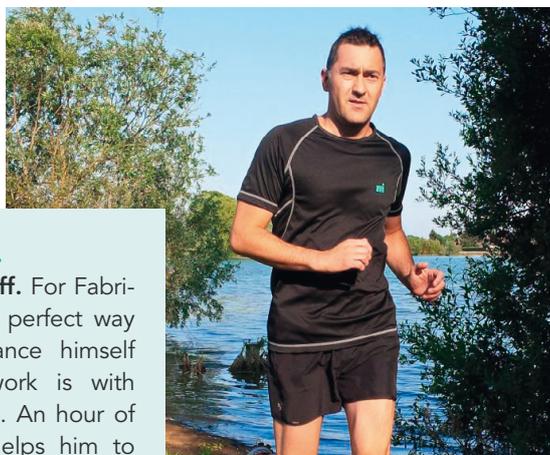
**5 P.M.**

**Arrival.** At home or in a hotel, Fabrice summarizes the customer visits of the day and forwards the information to the relevant people in Austria so it can be processed immediately. In addition, there is still time to organise various events and prepare for the next trade fairs, users meetings, and seminars.



**12 P.M.**

**Time for a break.** Since it is particularly important for Fabrice to maintain a good relationship with his customers, he sometimes uses this time for a lunch together.



**7 P.M.**

**Time off.** For Fabrice, the perfect way to balance himself after work is with running. An hour of sport helps him to process the day and rest the mind. 



**FROM 1:30 P.M.**

**The drive continues.** Fabrice completes on average five customer visits per day. Through the wide variety of Meusburger products he serves his clients in the most diverse areas of die and mould making.



**ABOUT FABRICE POGGIALI**

- » Lives in Saint-Claude, France
- » Works as a Meusburger field sales representative for Meusburger since April 2011
- » Looks after customers in the Doubs and Jura region of France and the Suisse Romande
- » Father of two children
- » In his spare time he likes to do sport, especially running and skiing.

Fabrice completed his studies in the technical field and received a Technician's certificate in plastics engineering and an Advanced Technician's certificate in Design, Tool and Mould Making. He then worked in various mould making companies and branches including the toys, automotive, and packaging industry for 15 years. During this time he gained experience as a CNC operator in a workshop, as a designer, and in quality assurance, especially the ISO certification process. In addition, he worked 5 years as project manager for moulds export.

# NEWS FROM THE TRAINING WORKSHOP

Meusburger is now the third largest metal-working company in the region in terms of apprentice training. In the last three years the company has invested heavily in the expansion of the training workshop. In September 2015, 34 new apprentices began their training to become highly qualified specialists. To ensure the quality of training and to guarantee each apprentice the very best, the number of trainers has regularly increased.

## NEW TO THE TRAINING TEAM



**DAVID HINTEREGGER**

29 years, Wolfurt  
Apprentice trainer – Basic Training

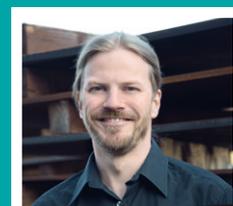
I have been an apprentice trainer since mid 2014 and I supervise our apprentices in the basic training. In fall of 2001, I began my double apprenticeship mechanical engineer and designer for the company Bug-Alutechnik, which I finished in fall of 2005. A year later I switched to Doppelmayr in the mechanical production, where I was active as a milling cutter. As a trainer, I especially like that I can pass on my experiences to young men and women.



**ALEXANDER FLATZ**

31 years, Wolfurt  
Apprentice trainer – Basic Training

I have been employed as an apprentice trainer at Meusburger since April 2015. In 1999 I began my apprenticeship as a machine mechanic at the Julius Blum company and successfully completed this in 2003. From 2005 I worked in installation maintenance, before I switched on to construction in 2011. As a trainer, I like on one hand the challenge of passing on my technical know-how and on the other hand encouraging the social competence of new apprentices.



**LUCAS SCHMIDINGER**

35 years, Egg  
Apprentice trainer –  
Electrical Engineering

I have been active for over 20 years in the technical field and could develop a good foundation with two trainings in the electric and mechanic areas. After several jobs in different companies with varying job requirements, I think it's fun to support young people in their professional development. At Meusburger there are excellent possibilities to learn a modern and specialized profession. A great team and easy going co-workers offer an ideal framework for professional success.

## CONGRATULATIONS FROM MEUSBURGER FOR PASSING THE FINAL APPRENTICESHIP EXAMINATION

### METAL WORKERS (AUTUMN 2014)

#### Good Achievement

Sandro Feuerstein,  
Tommaso Uccellieri

#### Passed

Haris Hrnčić

### MILLING TECHNICIANS (SPRING 2015)

#### Outstanding Achievement

Clemens Mennel, Manuel Sutter,  
Lukas Schlitzer

#### Good Achievement

Lukas Kohler, Linus Jakob, Josef Eller

#### Passed

Linus Knill, Dominik Weber,  
Andreas Vögel

### IT TECHNICIAN (SPRING 2015)

#### Passed

Florian Strasser



# OVER THE ROOFS OF EUROPE

## APPRENTICE TRAINER SIMON ALBER ON MONT BLANC

Mont Blanc, the 'white mountain' between France and Italy is at 4,810 m above sea level and the highest mountain in the Alps. Depending on the definition of the European border, you could also say it is the highest mountain in Europe. Simon Alber, former Meusburger apprentice and current apprentice trainer, set climbing this summit as his goal. A true outdoorsman, who is always looking for professional and physical challenges, he lets us share his story.

### inForms:

Simon, how did you get the idea to climb Mont Blanc?  
*All and all I like adventure. I always welcome a little thrill, and so do my friends. We often start out with a drunken idea and end up actually doing it instead of just talking about it.*

### inForms:

How did you prepare for the adventure?  
*Last winter I was on skies almost everyday. Often after work I would scramble to every mountain in the area that I could, often with a head lamp on my head until late at night.*



**SUNRISE HALFWAY  
TO THE SUMMIT**

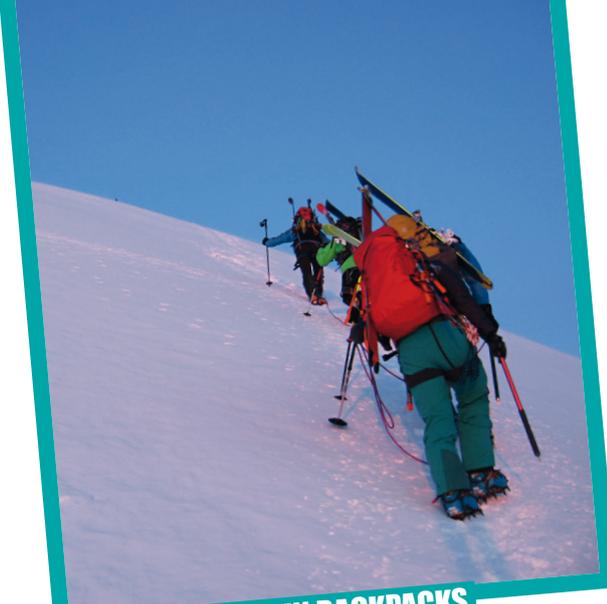
**inForms:**

Tell us how it was and how we can imagine such a tour?

We started our two day tour in Chamonix with perfect weather. Our troop consisted of seven men from Vorarlberg. On the first day, our goal was to reach the hut. We took the Gondola to about 2,500 m and then went on from there with touring skis and climbing equipment. The route led over and through many crevasses until we reached the hut at 3,300 m for our first overnight stay.

The next day we got up at 1 a.m. After a quick breakfast we began our ascent to the summit. The first slopes have to be climbed in darkness, because during the day the ice could thaw and fall down. Until dawn, we climbed with headlamps, crampons, and ice picks, over the extremely steep slope (which I would have been afraid of in daylight) up to the pre-summit of the Monarch at 4,100 m above sea level. From there on out, we went with touring skis to the last bivouac box (shelter). At this point, two colleagues stopped the tour due to nausea. The air was getting thinner and thinner.

The rest of us continued on with crampons. The last 300 meters were the most difficult and we were moving very slowly. After ten long and difficult hours we finally reached the summit. Relieved and fascinated by the grandeur of the view, all of the hardships that we endured were immediately forgotten. At the top it was completely calm and the panorama was just indescribable and breathtaking.



**ASCENT WITH SKIS IN BACKPACKS**



**inForms:**

What was the biggest challenge of this project for you?

Physically it was certainly the most strenuous thing that I have ever experienced. Until then I had no alpine experience over 3,500 meters.

**inForms:**

What life lessons did you learn?

I don't know... anything is possible with a little will!?

**inForms:**

Are you already planning your next professional or personal challenge?

Not yet, but things seem to happen when you least expect them. 



**IN SIGHT OF THE SUMMIT**



# 'SALVUS' IN GOLD

## MEUSBURGER RECEIVES THE VORARLBERG HEALTH SEAL OF QUALITY

Winning the Salvus Health Seal of Quality in gold confirms Meusburger's deep commitment and active involvement in employee health. The physical and mental well-being of our employees is an essential requirement for committed and motivated work. The holistic health concept includes a number of initiatives:

- » Long-term cooperation with a physiotherapist
- » Ergonomic workplace design
- » More than 15 sporting events offered yearly
- » Targeted initiatives to promote general fitness – for example, the Cooper test
- » Health protection program with own company doctor including medical check-ups, vaccinations, etc.
- » Healthy diet with well-balanced menus in the company cafeteria and daily fresh fruit 

We are very proud of this award and we are even more pleased that our offers are appreciated and used by our employees..

Roman Giesinger,  
Human Resources Head of Division



Through targeted initiatives – such as the Cooper test – the overall fitness of employees is promoted



# WORLDWIDE COMMITMENT

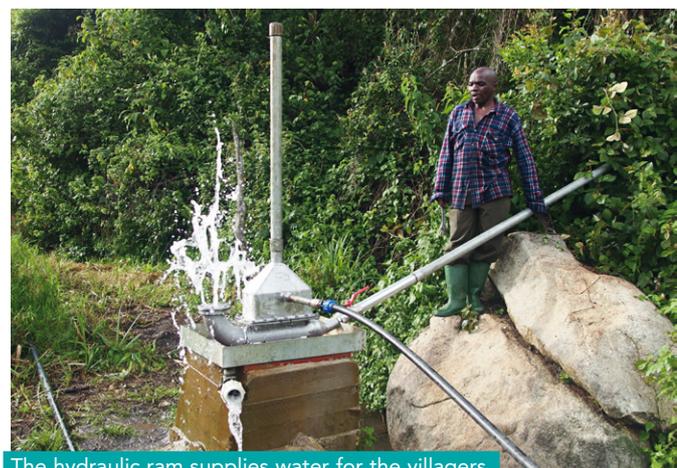
## MEUSBURGER SUPPORTS AID PROJECTS IN AFRICA

*For many years Meusburger has supported the organisation 'One World Group Schlins|Röns', which promotes village supporting structures in Tanzania. In September of 2014, Guntram Meusburger travelled to Mdbulo, in the south east highlands of Tanzania, to get an impression of the aid project himself.*

It all began five years ago, when training leader Peter Nußbaumer was in East Africa to support the aid project 'One World Group'. Since then, Meusburger has been in contact with the project leader, Johannes Rauch. Together they worked on various special productions that Meusburger financed and machined for the locals. Most recently, the apprentices of the 2nd and 3rd training year worked on a grain mill as well as a pump for the local water supply in Mdbulo. The pump is a hydraulic ram, which the apprentices manufactured in three weeks of work under the instruction of the apprentice trainers.

*'It was great to work on the pump, because I knew it meant a lot for the people in Africa.'*

Tim Feichtinger,  
3rd training year, milling technician



The hydraulic ram supplies water for the villagers.

This experience allowed the apprentices to make a sustainable contribution in the framework of small projects.

After the pump was completed in the summer of 2014, Guntram Meusburger journeyed to Tanzania in autumn of 2014. Accompanied by Johannes Rauch, he travelled to Mdabulo, a community in the heart of Tanzania, in the middle of September. During his several day stay, Guntram Meusburger helped with the preparation of the new water pipes and installation of the new pump.



Guntram Meusburger installing the pump



Visiting the metal workshop financed by Meusburger



Assessment of the terrace fields in Mdabulo

*'I have fond memories of my time in Tanzania and I am pleased that we can realise projects for the 'One World Group' time and again. This sustained commitment makes me very proud.'*

Peter Nussbaumer,  
training leader

*'My journey to Africa was a very special experience for me. Today, if something in my professional or private life is not going well, I remember the circumstances and the life in Africa – that puts everything into perspective.'*

Guntram Meusburger,  
Managing Director

As well as other uses, the pump ensures the drinking water supply of the 13,000 inhabitants of Mdabulo and the irrigation of the terrace fields made in 2010. This allows the villagers to cultivate their own food and ensures their food supply.

After his active contribution, Guntram Meusburger also visited the training workshop that Peter Nußbaumer built in 2010 and the mud brick houses for widows and orphans which Meusburger financed. More information about the project:

[www.eineweltgruppe.at](http://www.eineweltgruppe.at) 



Peter Nußbaumer contributing to the aid project in 2010



# AWAY FROM DAY-TO-DAY WORK

LOOKING BACK ON A YEAR OF GOOD TIMES AND ZEST FOR ACTION



**JANNER LAKE  
TRIATHLON**  
16.08.2014  
Lauterach



  
**MEUS-  
BURGER  
OPEN**  
 05.09.2014  
 Lingenau



  
**CROSS  
COUNTRY  
RELAY  
RACE**  
 23.08.2014  
 Sibratsgfall



  
**BIKE TRIP**  
 26.09.2014, Wolfurt – Bregenz – Langenargen –  
 on the boat to Bregenz – Schwarzach



  
**BUSINESS  
RUN**  
 19.09.2014  
 Dornbirn





**ICE HOCKEY**  
08.11.2014  
Hohenems



**CARD GAME EVENT**  
14.11.2014  
Dornbirn



**CHRISTMAS PARTY**  
19.12.2014  
Wolfurt





## CROSS-COUNTRY SKIING

17.01.2015  
Sulzberg



## SKIING COMPETITION

21.02.2015  
Sibratsgfäll



## SKIING DAY

28.02.2015  
Warth



## COOPER-TEST

18.05.2015  
Dornbirn





## WOMEN'S RACE

30.05.2015  
Bregenz



## FOOTBALL GAME

Summer 2015  
Wolfurt



## BIKING WEEKEND

04.-07.06.2015  
Levico Terme, Trentino





## RUNNING GROUP AND LECTURE 'TRAINING BASICS'

Summer of 2015, Wolfurt



## BIKE TRIP

26.06.2015  
Wolfurt –  
Bregenz –  
Pfänder –  
Möggers –  
Hohenweiler –  
Schwarzach



## FISHING DAY

08.08.2015  
Lüner Lake



## JANNER LAKE TRIATHLON

15.08.2015, Lauterach



# ANNOUNCEMENTS

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## BIRTHS

**Valentin**, 01.10.2014

son of Markus and Gerlinde Jenny

**Marina**, 04.10.2014

daughter of Harald Kleber and Elisabeth Fröis

**Linus**, 13.10.2014

son of Philipp and Lisa Metzler

**Lara**, 23.10.2014

daughter of Mario Feuerstein and Sonja Flatz

**Linnéa**, 05.11.2014

daughter of Sabrina Knill and Markus Prattes

**Lukas**, 12.11.2014

son of Dietmar and Marina Troy

**Mia**, 23.11.2014

daughter of Alexander Wakonigg and Sandra Malin

**Marlen**, 03.12.2014

daughter of Daniel and Tanja Schmidmeier

**Hanno**, 06.12.2014

son of Anita Gilicze-Hagspiel and Edgar Hagspiel

**Raphael**, 15.12.2014

son of Martin Woitsche and Susanna Botas

**Sophie**, 10.01.2015

daughter of Guntram and Sandra Lais

**Jakob**, 15.01.2015

son of Andreas and Barbara Muxel

**Luisa**, 15.01.2015

daughter of Jürgen Frick and Miriam Beck

**Leyla**, 20.01.2015

daughter of Murat and Julia Inan

**Laila**, 02.02.2015

daughter of Martin and Nadja Schneider

**Isabelle Rose**, 02.02.2015

daughter of Jean-Marc and Katie Mayer

**Anna**, 05.02.2015

daughter of Iris Winkelbauer-Hölzl and Martin Winkelbauer

**Julia**, 07.02.2015

daughter of Thorsten Schmidt and Bianca Weiss-Schmidt

**Jakob**, 09.02.2015

son of Stephanie and Clemens Hofer

**Samantha**, 21.02.2015

daughter of Markus and Monika Winder

**Felix**, 02.03.2015

son of Bernhard and Irmgard Lässer

**Lea Sophie**, 03.03.2015

daughter of Simon Dür and Lisa-Maria Wohlgenannt

**Lina**, 15.03.2015

daughter of Mario and Cornelia Erath

**Paula Anna**, 17.03.2015

daughter of Reinis Noritis and Inga Beizike

**Rafael**, 22.03.2015

son of Maritta and Jürgen Baldauf

**Sandra**, 22.03.2015

daughter of Gerhard and Manuela Steuerer

**Emilia**, 25.03.2015

daughter of Kristzian and Melinda Havasi

**Wolfgang**, 25.03.2015

son of Simon Bereuter and Michaela Oberegger

**Johanna Celia**, 29.03.2015

daughter of Markus Albrecht and Sylvia König

**Kilian**, 11.04.2015

son of Andreas and Annegret Österle

**Emma**, 15.04.2015

daughter of Tobias and Marion Fuchs

**Milane**, 19.04.2015

daughter of Dominik and Yvonne Bilgeri

**Gaber**, 28.04.2015

son of Matej Jenkole and Tea Bergnic

**Tobias Johannes**, 24.05.2015

son of Thomas Walter and Angelika Kaaserer

**Greta**, 03.06.2015

daughter of Helmut and Nadja Natter

**Tizian**, 22.06.2015

son of Guntram Meusburger and Julia Rogger

**Emma**, 29.06.2015

daughter of Martin and Sabrina Hammerer

**Anna**, 08.07.2015

daughter of Oswald Rehm and Eva Willam

**Anna Sophie**, 10.07.2015

daughter of Klaus and Barbara Nußbaumer

**Berra**, 30.07.2015

daughter of Bayram and Cigdem Özdemir

## WEDDINGS

**Elmar Giesinger and Marlene Simone Schulz**, August 2014

**Stefan Schneider and Bettina Schneider**, September 2014

**Irene Kurz and Peter Gisler**, October 2014

**Manuel Hössl and Ingrid Baumgartner**, October 2014

**Mario Erath and Cornelia Fröwis**, October 2014

**Markus Steurer and Sandra Bentele**, October 2014

**Markus Winder and Monika Kalb**, October 2014

**Jennifer Rögler and Timo Langer**, November 2014

**Klaus Nußbaumer and Barbara Klammer**, January 2015

**Maritta Ennemoser and Jürgen Baldauf**, January 2015

**Stephanie Kitzberger and Clemens Hofer** January 2015

**David Steinacher and Tetiana Zapara**, March 2015

**Dominik Bilgeri and Yvonne Lederwasch**, March 2015

**Lucia Schnierer and Martin Hirschmann**, April 2015

**Shannon Ricquebourg and Alexander Klammer**, May 2015

**Stefanie Österle and Lukas Sutterlüti**, May 2015

**Thomas Schiegg and Andrea Menk**, May 2015

**Dieter Brändle and Edith Brändle**, May 2015

**Kai-Uwe Döbler and Corina Lindau**, May 2015

**Linda Ebster and Bernd Thurnher**, June 2015

**Arno Fritsch and Ivana Prvlj**, June 2015

**Philipp Metzler and Lisa Riedmann**, June 2015

**Sabine Sturn and Markus Weismann**, June 2015

**Jürgen König and Julia Sperger**, July 2015

**Dorothea Wiedermann and Wilfried Brunold**, July 2015

**Christian Metzler and Sandra Schneider**, August 2015

## THANK YOU FOR THE MANY YEARS OF LOYALTY

**Arnold Sohm**, Supply of Jigs and Tools, 45 years

**Hubert Sutterlüti**, Milling, 35 years

**Cornelia Frick**, Head of Accounting Division, 25 years

**Gerd Vögel**, Milling, 25 years

**Daniel Fertschnig**, Check Point, 10 years

**Daniel Fuchs**, Head of Logistics Division, 10 years

**Friedrich Staudacher**, Head of Maintenance Department, 10 years

**Marcus Hämmerle**, Head of Merchandise Department, 10 years

**Peter Willam**, Apprentice trainer, 10 years

**Tobias Fuchs**, Internal Sales, 10 years

**Werner Riedmann**, Milling, 10 years

## ALL THE BEST IN WELL-DESERVED RETIREMENT

**Guido Bless**, retired on 28.02.2015

**Brigitte Poggioli**, retired on 28.02.2015



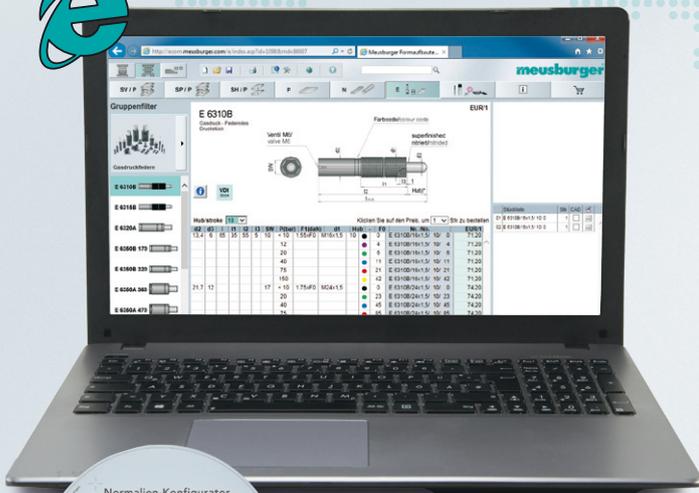
Our longest serving employee Arnold Sohm celebrates his 45th company anniversary



On 22.06.2015 Tizian – the third child of Guntram and Julia – was born



**ORDERING  
MADE EASY –**  
with print and online cata-  
logues from Meusburger



**Formaufbauten**  
Standard Moulds



meusburger.com  
2014 | 2015

**Formenbau Einbauteile**  
Mould Making Accessories



meusburger  
2015 | 2016

**Stanzwerkzeugbau**  
Punching Tool Construction



meusburger.com  
2014

**Stanzwerkzeugbau  
Einbauteile**  
Die Making  
Components



**AVAILABLE  
AS OF  
NOVEMBER  
2015**

**Werkstattbedarf für den  
Werkzeug- und Formenbau**  
Workshop Equipment for  
Die and Mould Making



meusburger  
EUR 2016

**AVAILABLE AS  
OF DECEMBER  
2015**

**Kundenspezifische Bearbeitung**  
für den Werkzeug- und Formenbau  
Special Machining  
for Tool and Mould Making



meusburger  
2015 | 2016

**Platten und Stäbe**  
für den Maschinen- und Vorrichtungsbau  
Plates and Bars  
for Machine and Jig Construction



**NEW**