

WORLD OF GÜNTER

NEWSLETTER N° 01 / 2017

GÜNTER KUNSTSTOFFMASCHINEN GMBH



ON GROWTH COURSE:

CHANGES

Nothing is as constant as change: Also in future, we will delight you with ground-breaking developments, unrivalled quality and our competent customer service. For this reason, we continue our steady development and have forged a strong new partnership: Together with the Turkish machine construction firm Contec we will offer you an even broader performance spectrum in the scope of plant engineering for the manufacturing of film bags.

Contec and Günter invested one million Euros this year – among other things, in the production of construction components. The advantages are obvious: The production of our own machine components is not only better suited to our requirements, it also makes us independent of external supplies and delivery schedules. There will be another investment during next year: We will extend our production area by a new hall at our Zwickau site in 2018.

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“We invest a million Euros in order to manufacture essential constructive elements with even more precision and flexibility. This is better than the need to rely on external products.”

Alexander Crone-Rawe

RECORD SALES

This year, the company group Günter will achieve their biggest sales figures since the year 2002 (more information on page 8).

BAGMAKING MACHINERY ALLIANCE

BUNDLED COMPETENCE

From bulk bags to builders film and from the carrier bag to the cotton pad bag: We cover the complete spectrum of high performance machines for the film industry. This year we acquired the drawstring specialist Hettler, and the Turkish plant manufacturer Contec extended our Bag Making Alliance during the last year (Contec Business Manager Berk Celasun explains the advantages of this strong alliance in the interview starting on page 6).

Our combined expertise ensures our manufacturing plants operate to maximum efficiency and develop versatile applications. Our competent and reliable customer service is as trendsetting as our manufacturing plants – guaranteeing the operational safety of our machines.

“Nothing is as constant as change:
Our Bagmaking Machinery Alliance
is optimally positioned for the
requirements of the future.”

Herbert Rörig



TRADE FAIR DATES 2017

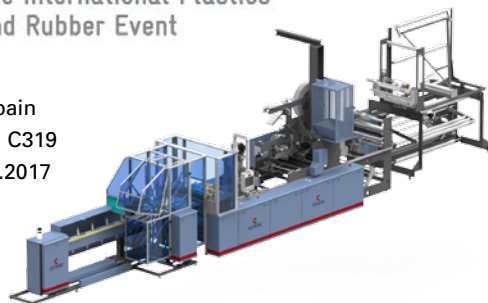
EXPERIENCE CUTTING EDGE TECHNOLOGY LIVE

Quantum leaps in engineering skill: Once again our engineers have developed revolutionary innovations; we would like to present these innovations to you during three important international trade fairs this autumn. These include a Contec plant for the production of punched handgrip carrier bags with reinforced patch. In October we will participate in the EQUIPLAST in Barcelona, in November we present our company in Mexico City on the PLASTIMAGEN, and in December on the PLAST EURASIA in Istanbul.

Due to the very positive feedback after INTERPACK in May, it is clear that we will be participating again in Düsseldorf in three years, in order to present our latest milestones.



EQUIPLAST
Barcelona, Spain
Hall 3 / Stand C319
02.10. - 06.10.2017



PLASTIMAGEN
Mexico City, Mexico
Stand 450
07.11. - 10.11.2017



PLAST EURASIA
Istanbul, Turkey
Hall 12 / Stand 1219
06.12. - 09.12.2017



PRODUCTION AREA EXTENSION

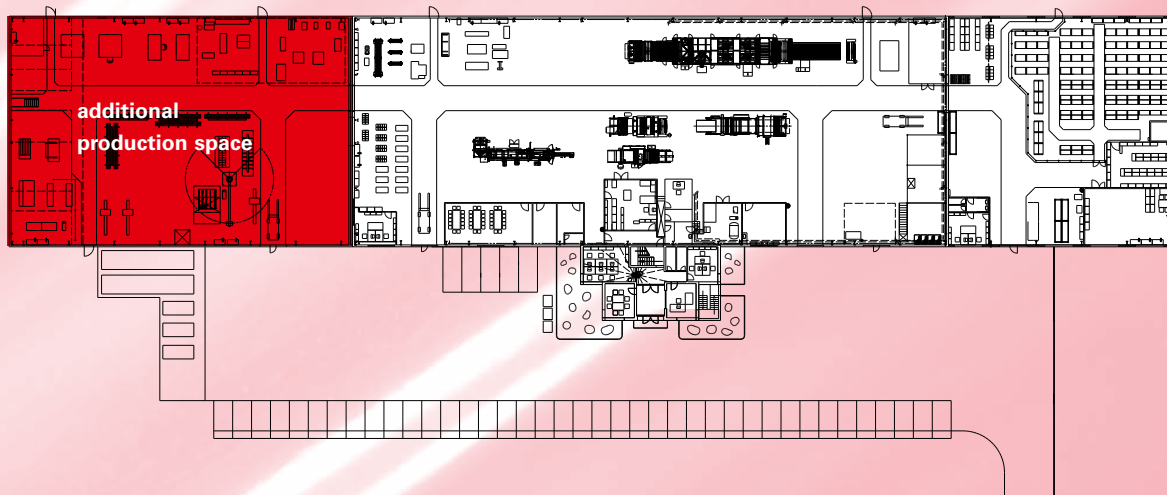
UPGRADING OF THE ZWICKAU SITE

The growing demand on our plants has far exceeded our expectations. Now it is time to upgrade our site in Zwickau. The hall extension for machine production will add 1,600 square metres of extra space. This corresponds to an extension of 45 %.

We will inaugurate the building with an in-house exhibition in the year 2018 – and we shall use this opportunity to present some Contect products, a drawstring machine, as well as our further developed BF 1600. This universal finishing machine reaches a track speed of 150 metres per minute. Stacking can be performed optionally with needles or by clamping.

“The new constructed hall shall give us more space for production, but also for the presentation of our plants during in-house exhibitions.”

Alexander Crone-Rawe



+45%

- Hall extension at the Zwickau site
- For the complete mechanical production
- Approx. 1,600 square metres of production and exhibition surface

YOUR CUSTOMER SERVICE CONTACTS

COMPETENT AND CUSTOMER-ORIENTED

There are also some staff changes: Beside Ronny Franke-List and Horst Timm, two new employees are at your disposal in the spare parts service: Susanna Baumann and Silvia Nottrodt.

You can reach the Service-Team on Mondays, Tuesdays and Wednesdays from 6:45 am to 5:30 pm and on Thursdays and Fridays from 6:45 am to 4:30 pm.



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INTERVIEW WITH CONTEC BUSINESS MANAGER BERK CELASUN

Mr. Celasun, the Günter group and Contec are bundling their competences since last year.

Which are the advantages of this partnership?

Together we offer the complete range of machinery required by the film industry. We develop the right solution for every customer, no matter whether he wants to produce punched handgrip carrier bags, drawstring bags, or pallet hoods. And these are only three examples for the countless possibilities offered by our plants. The modular construction of our machines allows an exact adaptation of the technology to the production requirements.

Which further positive aspects does the cooperation offer?

This partnership gives us an extended know-how; this creates synergies of which we can benefit entrepreneurially. I am thinking about the development and further development of our plants, but also about our production and our customer service. Already during our first contact, Alexander Crone-Rawe and I recognized that we are on the same wavelength and that we can enrich us mutually with valuable ideas. Furthermore, this cooperation extends our entrepreneurial scope on all levels. This is true for our world-wide customer service, as well as for the opening of new markets, predominantly in Asia and South America at this point of time.

Contec is still a relatively young company.

Compared to a company like Günter which is on the market for more than half a century, we are indeed rather young. We founded Contec in 2011; but if you include the predecessor company, we have more than 15 years of experience in plant construction for the film industry. Our specialty are machines for the production of punched handgrip carrier bags with reinforcement patch. Some figures can prove that we are a powerful partner for the Günter group: Contec employs 42 persons and has an operative surface of almost 4,000 square metres. We sold more than 30 machines only in this year,

and we have a turnover of 6 to 7 million US\$. Furthermore, the film trading company Arce Plastik belongs to Contec; they have an annual turnover of 40 million US\$.

To what extent does German know-how flow into the production?

We are a dynamic company, and we work with German technology, experience and reliability, sharing the high quality standards of the Günter group. Important components which we do not manufacture ourselves mainly come from Germany, Denmark, Spain, Japan or Switzerland. For example: The CFK rollers we use in our machines exclusively come from Germany. Furthermore, sustainability is very



HIGHEST PERFORMANCE

Together with Günter, Contec will present a high speed plant for the production of punched handgrip carrier bags with reinforcement patch, on the oncoming trade fairs. This machine reaches a track speed of 120 metres per minute. Bags with a length between 200 and 800 mm can be manufactured with this machine. Width is optional between 200 and 600 mm.



INTERVIEW WITH CONTEC BUSINESS MANAGER BERK CELASUN

important to us. We place great value on producing our plants as environmentally neutral as possible. At the same time we take care that our plants do not impact the environment during operation.

Personnel costs in Turkey are lower than in Germany. Does this have effect on the cost of production in total?

It is true that the lower personnel cost has a positive effect on the cost efficiency of our production; however this is not as immense as often assumed. We can deliver our quality standards also due to the fact that we are an attractive employer, being respectful to our employees and offering them appropriate remuneration. Only motivated employees who can identify themselves with their work and their team are ready to render the performance we expect from them. I already mentioned a further reason why the production cost is only slightly lower than in Germany: We purchase essential components from European countries; this must be counted against the lower personnel cost. We offer a high quality level and a fair price-performance ratio – and this is what our customers appreciate, because it assures them that their investment pays.

Turkey is not a member of the European Union. How complicated is the paperwork, if a customer in Spain requires a spare part for a Contec plant, or when a service event occurs?

As Contec is a part of the Günter group, the spare part does not have to be imported to Europe from the Turkey; instead it can be purchased from Günter in Germany. Thus, cumbersome customs procedures are omitted and the part can be supplied flawlessly. We are currently in the process of building up a complete spare parts stock and a technical customer service in Germany in order to supply a comprehensive support to our customers in the EU. Furthermore, all Contec plants are equipped with an intelligent diagnosis and remote maintenance system. Via a secure data transmission, our service technicians can recognize any technical problems at an early point of time, and they can intervene before any malfunction occurs. From production to customer service, we make use of all technological possibilities – already now, our plants are “Industry 4.0 Ready”.

Contec works with the CAD software SolidWorks. Why was it necessary to implement this CAD system also at Günter (short information on page 8)?

This was not absolutely necessary, but the workflow becomes much easier if we can access to

data and work on design projects commonly. It ensures 100 per cent compatibility at any point of time. However, for the customer it does not matter which program is used for the design – for them, it is the result that counts.

Contec will participate in trade fairs together with the Günter group. Can you reveal already which innovations you will present there?

We will exhibit together with Günter on the EQUIPLAST in Barcelona in October. Together with Günter we will also attend the PLASTIMAGEN in Mexico City and the PLAST EURASIA in Istanbul. We have optimised the track speed of our punched handgrip carrier bag plants from 100 to 120 Meter per minute. At this point of time I don't want to reveal everything. However I can promise you that we will surprise our booth visitors with further exciting innovations.

Thank you very much for this interview, Mr. Celasun.

(The interview was conducted by Katja Bettina Wild)



Contec Business Manager Celasun Berk. The partnership between Contec and the Günter group goes back to 2016.

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PREVIEW AND REVIEW

RECORD SALES

The demand for cutting edge technology from Günter is growing. In 2017 we will reach the highest turnover since the management buyout in the year 2001. With a high quality awareness and a customer-oriented alignment, we have developed to become an internationally leading machine manufacturer for the film industry.

HETTLER DRAWSTRING MACHINES

For many years already, the drawstring machine manufacturer Hettler is an important part in our Bagmaking Machinery Alliance. This will continue to be so in the future: We acquired the company this year. Now we are running the customer and spare parts service: The Hettler specialist Nick Hildebrandt will continue to lead the technical customer service for Hettler machines.

TWELVE NEW EMPLOYEES - FOUR NEW CNC MACHINES

Apart from Nick Hildebrandt, we have taken over a CNC specialist and a programmer from Hettler. A total of twelve new employees are now strengthening our team. Furthermore we invested in four new CNC machines. In future, a new design software will be used: As our partner Contec works with the program SolidWorks, we also implemented this CAD solution. "This makes us speak the same language", says Günter Business Manager Alexander Crone-Rawe, with a twinkle in his eye.

IN-HOUSE EXHIBITION 2018

Our new hall will probably be finished in August 2018. We will hold an inauguration with an in-house exhibition, where you can familiarize with our machines. We will send invitations to the in-house exhibition as of 2018.



“We are committed to think always one step ahead in order to create an optimal basis for our customers, also for future requirements – and to surprise our customers with technical refinements. This is the motivation behind our innovative spirit.”

Alexander Crone-Rawe

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