

WORLD OF GÜNTER

AUGUST 2012

GÜNTER KUNSTSTOFFMASCHINEN GMBH



OUR PASSION:

VERSATILITY

Our medium sized company is characterised by a team of experienced engineers and technicians constantly working on the challenges of a global market in conjunction with our customers. Our focus is always on the development, improvement and optimization of our machines and equipment to quickly and efficiently solve the diverse needs and challenges facing our customers day to day.

CONTENT

Focus BF // page 3 – 5
Miscellaneous // page 6
Insights and outlooks // page 7
Imprint // page 7

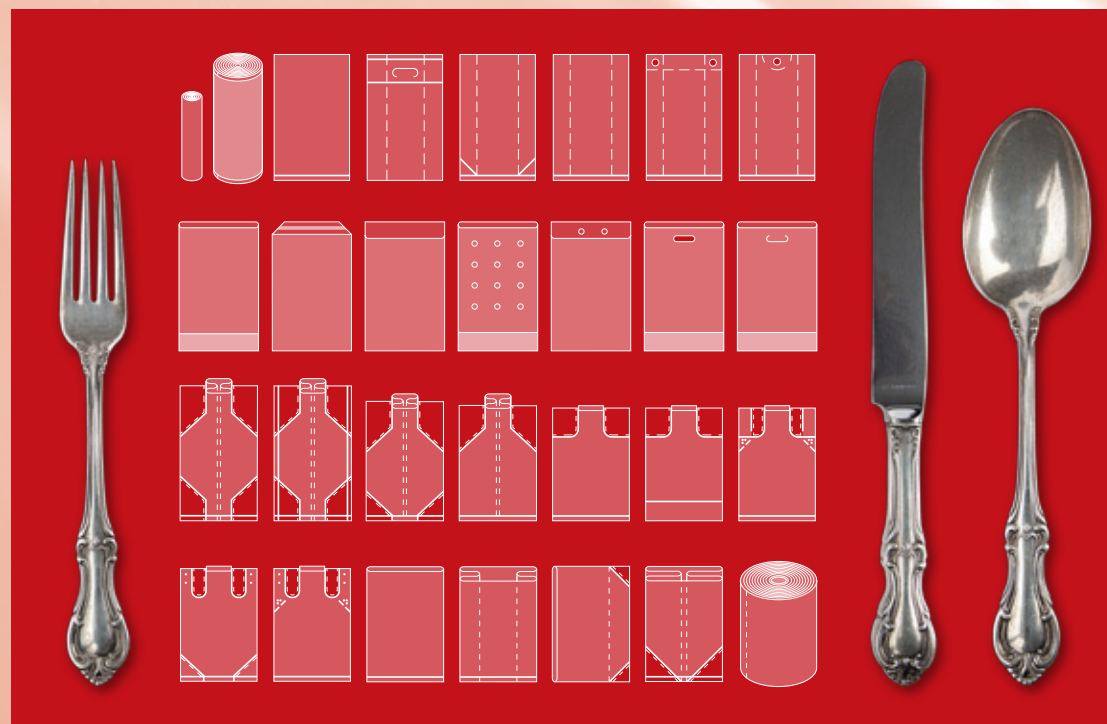
**»LET US BE VERSATILE!
BRANDENBURGS TURNIPS TASTE GOOD,
AT ITS BEST MIXED WITH CHESTNUTS,
AND THESE TWO NOBLE FRUITS GROW
FAR APART.«**

(JOHANN WOLFGANG VON GOETHE)

Considering the range of products that can be manufactured on machines from Günter, then the great versatility of our machines is quickly visible. Variable film thicknesses, several machine widths, different blocking systems combined with hole punching units, post gusseting units and other ancillary equipment allows great versatility in the use of the machines. Through the versatility of the Günter-machines our customers can produce with minimal effort (almost) the desired product, from garbage bags to block bottom bags, from palett covers to the bakery bags.

Recently, a customer reported to us that he was quite surprised about the cost saving versatility of the bottom weld machine. "We had finished reels that we had sent to recycling, these were returned and processed with the BF. No one had expected that the machine would work without problems".

To say it with Goethe: It is served!



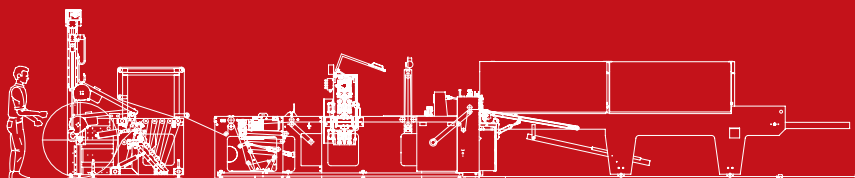
DEVELOPMENT OF BOTTOM WELD MACHINE BF

The bottom weld machine is one of our most versatile machine system, on which nearly all types of bottom weld bags and sacks can be produced. From small waste bags to large block bottom bags. Several machine widths and variable bag length by using different film thicknesses are the basis of the versatility of our bottom weld machine. A variety of possible additional equipment such as different unwind units or varying block systems expand the range of the bags and sacks which can be produced. Thus, the complete machine can be optimally adapted, like a construction kit, to the individual requirements of our customers. In addition the customer has the possibility to expand or modify after its acquisition through the purchase of additional equipment for new products without having to purchase a new machine each time. Our engineers will advise you which overall solutions fits best to the customers ideas and ensures the maximum versatility of the machine.



BOTTOM WELD MACHINE BF

- Machine width: 1300 / 1600 / 2100 mm
- Product length: 180 – 3500 mm
- Film thickness: up to 4 x 180 µm



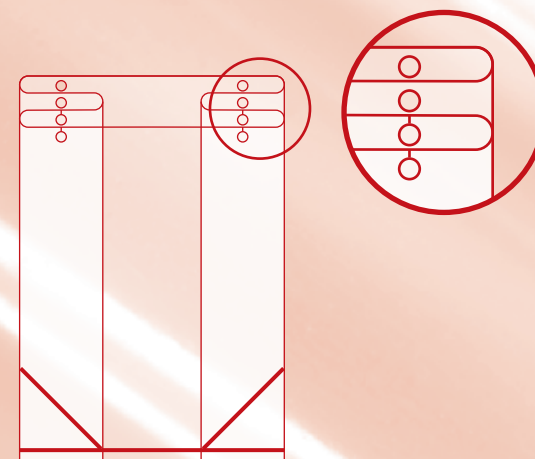
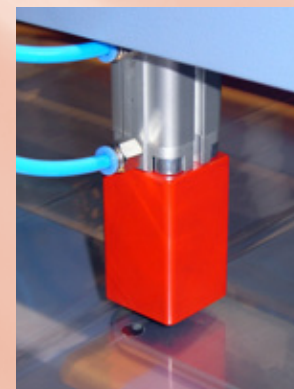
OPTIONS

- | | |
|-------------------------------------|--|
| ■ several unwind units | ■ hole punching unit, electromagnetically |
| ■ machine extensions | ■ packet punching unit |
| ■ taring units | ■ block bottom unit servo with quick adjustment system |
| ■ standard blocking unit | ■ longitudinal slit sealing unit |
| ■ waste saving blocking unit | ■ side gussetting unit |
| ■ hole punching unit, pneumatically | |

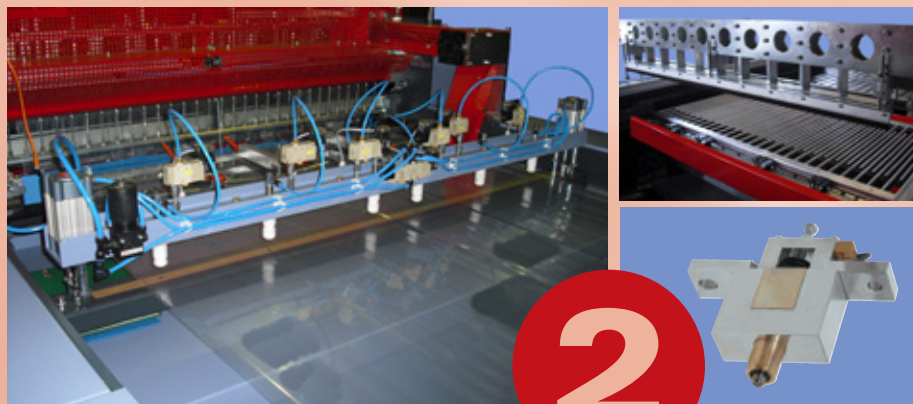
1

EASY-OPEN PUNCHING UNIT INTELLIGENT TECHNOLOGY FOR EASY HANDLING

The Easy-Open Punching Unit generates per bag two suspension holes. In one film layer above the holes additionally are vertical slits punched. This technology facilitates the subsequent insertion of a bag in a box or carton in a particularly efficient manner.



DEVELOPMENT OF BOTTOM WELD MACHINE BF



2

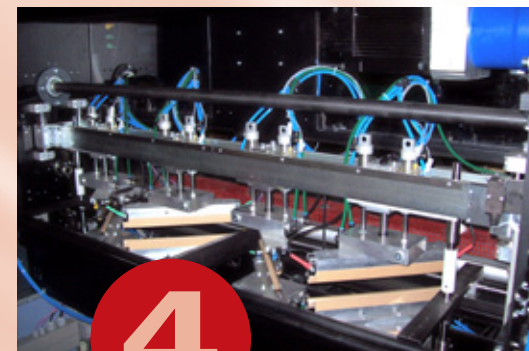
PUNCHING WITH SYSTEM VARIOUS TYPES OF PRODUCTION

Different products require different production steps. With our variable punching systems we offer versatile custom-tailored production types according to the individual requirements. Our scope of services includes pneumatic and electromagnetic hole punching units, which can produce, depending on the application a package- or single-punch and either punch in cycles or continuously. Whether ventilation or suggestion holes – we punch in versatility with system.

3

LONGITUDINAL SLIT SEALING UNIT LTS

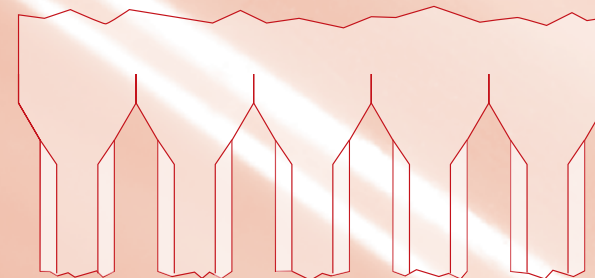
The introduction of our new longitudinal slit sealing unit for the production of single lanes from wide tubular film has generated a 30% increase in speed compared to previous models.



4

BLOCK BOTTOM SEALING SERVO WITH QUICK ADJUSTMENT

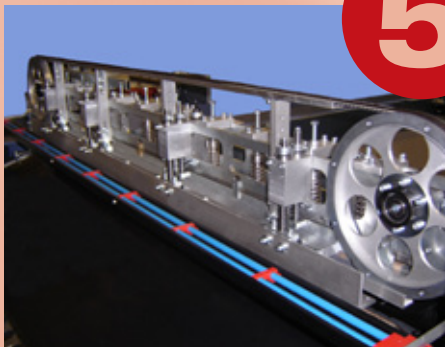
The new version with shorter setup times:
By connecting the two outer stations above and below with each other, they can be quickly and easily transversely positioned to the inner two stations after loosening the clamping. Aligning the top to the bottom weld is eliminated. Because of the time and material savings, this solution is very economical.



DEVELOPMENT OF BOTTOM WELD MACHINE BF

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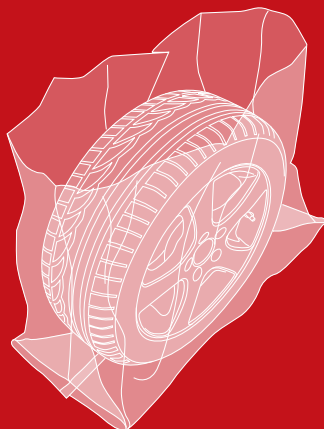
SEALING UNIT WITH FLYING KNIFE



The bottom sealing unit with flying knife sets new standards. High quality machining and smooth running distinguish the sealing unit. As an option the drive of the flying knife can be equipped with a separate servo motor. If the electronic welding time extension is switched on, the variety of film materials which can be used are expanded significantly without increasing the welding temperature or a reduction in speed. Efficiency by significantly enhanced capacity with reduced wear of teflon due to lower welding temperatures.

EXAMPLE OF PRODUCTS

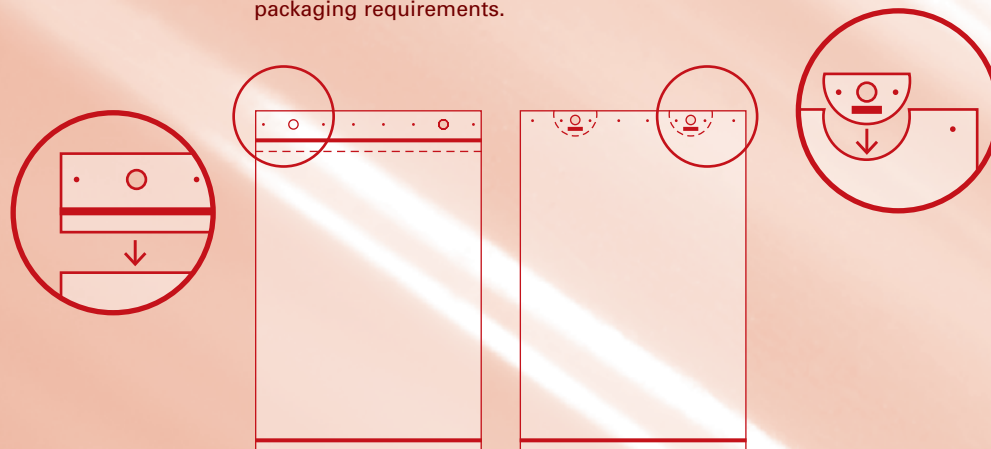
- sheets (box covers; butcher shops)
- bags and sacks (flat or with side gussets)
- bags, loose or blocked
- standard or material saving blocking
- bakery bags
- wheel sacks
- pallet covers
- Easy-Open bags
- block bottom sacks
- EVA-sacks
- garbage bags and sacks



6

BLOCKING VARIANTS

Again you have a choice – two blocking variants are available. With the **standard blocking unit** the pinholes are not in the product, but only in about the 3 cm high blocking area. With the **material saving blocking unit** the waste is reduced, environmentally friendly, to a minimum. With each option you are ready for your packaging requirements.



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MISCELLANEOUS

GLEANINGS PLAST 2012: FROM 8TH – 12 TH MAY 2012

The major European exhibition for the plastics and rubber industries, which gathered all three years in Milano the industry experts together, was in spite of the generally negative economic conditions and the concurrent Drupa exhibition with 1500 exhibitors from 58 countries again a successful culmination.

Although there were fewer visitors than 3 years ago in the halls, but the discussions on the stand were qualified and more intense.

In opposite of participation at the plast 2009, Günter recorded in total a positive trend. At that time we introduced two machines, but could not conclude a business. In the plast 2012 our team presented punches. The visitors were very interested and watched the demonstration of the machines with great interest.

In the numerous technical discussions on the stand 4 machines are sold directly. Two additional contracts could be taken immediately after the show to the books. Overall, we can state that with the presence of our company as an exhibitor at this important fair a further step has succeeded to position our machines in the international market. The full order book speaks for itself.



OFFICE CLOSURE OF BREMEN

In recent years, the company Günter Kunststoffmaschinen has acquired and established a national and international reputation for its customers and within industry as a professional engineering company. Our in-house exhibitions are now as a planning fix enshrined in many calendars of events and the way to Zwickau is stored in many navigation devices of our existing and prospective customers.

The headquarter of our company benefits from modern infrastructure and the development potential of Saxony, a region that since the beginning of industrialization in the middle of Germany, has a reputation as a location for engineers.

For this reason, the management of Günter has decided to close the office in Bremen this year and to join the forces so even more. From now on you will find Günter Kunststoffmaschinen in the middle of Europe.



**USED MACHINE
ELB FA 1300 SM
AVAILABLE NOW!**

[www.guenter-kunststoffmaschinen.de/en/
second-hand-demo-machines.html](http://www.guenter-kunststoffmaschinen.de/en/second-hand-demo-machines.html)



INSIGHTS AND OUTLOOKS

INTRODUCING: ALEXANDER CRONE-RAWE

As mentioned in the last newsletter, the restructuring of the company due to the premature death of Friedham Dahl and the changing situation called for urgent action.

The legal questions could be clarified with the purchase of vacant shares by the company. The company is financially secure and can go confidently into the future. The shareholders' meeting made this assessment and decided among other things, the following list of missions:

- The existing website will be optimized and redesigned for improved search engine results. Together with the newsletter the website should develop to a strong communication medium between Günter and our customers.
- The Zwickau site will be expanded. This results in displacement of existing responsibilities, but also new challenges in order to identify further savings. Thus, the company is to make fit to work stable even in difficult times. The newsletter will inform about it to date.

- To present at the fair K2013 in Düsseldorf technical innovations and further developments were approved. Stay interested!

- Because of the continuing good order situation 4 new employees (+12%) are hired in production.

The shareholders' meeting decided to appoint Alexander Crone-Rawe immediate as the sole managing director and to entrust him responsible with the implementation of the tasks ahead.

Alexander Crone-Rawe was born in 1966 and has been in the Günter-team since his apprenticeship. Trained as a wholesale and foreign trader he has been with the company more than 20 years and acquired an extensive knowledge in the field of plastics processing industry.

When he bought, more than 10 years ago, the company Günter together with his recently deceased friend and fellow Friedhelm Dahl and transformed the organisation into a successful "Ltd Company", he showed courage

to take risks and showed his abilities and his leadership to develop a vision through hard work to a nationally and internationally recognized engineering company.

Alexander Crone-Rawe was able to draw on a team that appreciates and respects him for his professional and social skills.

When accepting the responsibility the managing director said: „There is still much to be done and much to improve, but Rome was not built in a day. The order books are full until the year 2013 – let's do it!“



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