innovations

Technics – Markets – Trends

Volume 2 – 3/2008

The Winning Team
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**WITTMANN innovations (Volume 2 – 3/2008)**
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Issue 4/2008 of "WITTMANN innovations" will appear at the beginning of the forth quarter 2008.
Dear Reader,

This issue of “Innovations” introduces for the very first time, a new look to visually highlight the relationship between WITTMANN and WITTMANN BATTENFELD. Otherwise, the focus of our magazine remains unchanged: to document interesting applications – now also including molding machines – and to report about developments within the WITTMANN group. The first article deals with the WITTMANN BATTENFELD competence days held in Kottingbrunn, Austria, June 4th and 5th under the slogan “Technology working for you”, which offered innovative machine and application solutions to all interested visitors.

The date of the competence days was not chosen by accident so briefly before the start of the European soccer championship. Many of our customers, as well as employees, are characterized by the fascination for technology and the enthusiasm for innovative plastic processing and auxiliary equipment, but we would not dare compete with soccer. The competence days ended before the starting whistle of the championship sounded and surpassed all of our expectations, we were then able to devote ourselves completely to the game on the green field.

Green is not solely a color associated with the playing field, as energy consciousness is also playing an increasingly important role for machinery in the processing industry. The determination of energy consumption for consumer products is based on standardized measurement methods. Not so in the plastics industry, with measurements according to company internal methods, which differ widely from one another and furthermore, allow great liberty in the interpretation of the data. We have followed a different path, which after countless measurements lead us to develop an absolutely repeatable and well defined method of measuring. This allows the determination of the energy consumption of dryers independently from material and ambient conditions. The technical documentation is freely available on our web page www.wittmann-robot.com.

With the claim of being the world champion for lowest energy consumption, we want to be challenged by our competition in this area. We invite all manufacturers of dryers to join this competition and prove under the condition of a real-world production environment, the promises of their marketing department – to provide the users an energy efficient and superior dryer product.

With best regards,

Michael Wittmann
Those Were the WITTMANN BATTENFELD Competence Days 2008

Professionals from all over Europe took the opportunity to attend the Competence Days from June 4th to 5th, 2008 in Kottingbrunn (Lower Austria). Themed “Technology working for you”, plastics professionals presented innovative machine and process solutions for numerous demands on the injection molding process.

Susanne Binner

BATTENFELD, under new ownership, and WITTMANN, presented themselves together to a broad audience for the first time. With regards to the preferred language of the event, visitors had their choice of either German or English on the two announced days.

Several lectures given by experts provided closer insight into the latest BATTENFELD technologies and shed light on several specialized molding processes and techniques, namely AIRMOULD® and AQUAMOULD® for gas injection and water injection respectively, COMBIMOULD® for multi-component and CELLMOULD® for structural foam. The lecture dealing with “Secure tempering of injection molding molds” underlined the special expertise of WITTMANN BATTENFELD within the injection molding industry.

The lectures were completed with an account of “Competitiveness through fluid assisted injection molding and multi-component techniques”, held by Helmut Kohake and Manuela Sieverding from Steinfeld (Germany) based Müller-Technik GmbH, a long-time customer of WITTMANN BATTENFELD.

Manufacturing presentations

After the lectures the visitors took the opportunity to experience the theory in practice. On the occasion of a machine presentation taking place on the spot the guests saw for themselves the capability of WITTMANN BATTENFELD equipment.

Eleven exhibits with machine clamping forces ranging from 35 to 650 t gave detailed insight into the innovative WITTMANN BATTENFELD machines and process solutions. There were machine models of the hydraulic, electric and toggle series. The parts produced on these machines were “real” parts from the automotive, medical engineering, packaging, white goods, construction, and toys industries.

Demonstrations of different techniques

The COMBIMOULD multi-component technique was demonstrated on two injection molding machines, a model HM 180/350H/350H and a HM 300/1330H/1000H respectively, producing a nozzle of PP/PE for a silicon cartridge.
Visitors took advantage of the WITTMANN BATTENFELD Competence Days to increase their knowledge and share experiences. The entirely range of services offered by WITTMANN BATTENFELD were presented. A Service Center for discussing field service, web service, and web training was also established.

Longtime partner companies from the fields of material production, mold making and hot runner technology and also institutions for plastics research, all took the opportunity to present themselves with their own displays.

The staff of WITTMANN BATTENFELD were available during the entire event to share their know-how in technical discussions. Finally, the get-together in the evening, at a typical Austrian wine tavern, provided a comfortable atmosphere that led to further interesting conversation.

Georg Tinschert, CEO of WITTMANN BATTENFELD: “We really enjoyed having so many guests here. Together with WITTMANN we are now in the position – as the one and only supplier in the world – to offer complete one-stop solutions to injection molders. I think our Competence Days gave impressive proof of this.”

An electric series model EM 110/300 with additional liquid silicone equipment produced an FX ring of LSR for use with a dialysis unit. The models TM 300/1350 and TM 180/525 proved their productivity capabilities for the packaging industry.

The machines molded HDPE closures in a 48-cavity mold and PP cups in a 2-cavity mold. According to the corporate philosophy “One-stop shopping for injection molding equipment”, the parent company WITTMANN, equipped all the injection molding machines with the required automation and auxiliary equipment.

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The expertise of WITTMANN BATTENFELD for installation and process engineering genuinely impressed the more than 1,000 expert visitors.
Automated Production of Remote Control Keys for the Automotive Industry

The simple injection molding of plastic parts is no longer good enough to succeed. The success of a company in the field of injection molding now depends on how quick and consistent the production can be adapted to new requirements. Molders, especially in the automotive industry, have to deal more and more with complicated assembling and finishing processes and therefore, require fully automated flexible production cells.

Jörg Ihrig

Even in regards to standard automotive parts there are now life cycles of less than a year due to redesigns of models or the launch of special editions. And, accessories or external control sets are often updated. WITTMANN BATTENFELD designed a system for the production of remote control keys and then delivered the equipment in three stages. This was vital to ensuring a quick, straightforward installation. The three manufacturing cells each have their own control systems, making it possible to test and start up each system independently. To ensure simple and consistent programming, all cells use the same software which is also essential in regards to changeovers when producing different parts. Operators can easily navigate through the clear structure of the program sequence and make changes in a secure way without any assistance.

Part removal

The first production cell is directly linked to the injection molding machine. A linear robot removes the molded parts and places them on the integrated rotary table. This operation includes the first quality check executed by the injection molding machine. This check is monitored by special sensors in the EOAT (end-of-arm-tool) gripper. The handling equipment for receiving the parts had to be precisely manufactured, in order to ensure parts are centered optimally via two clamping fixtures and to achieve the exact positioning needed for further handling of each single part. Removing the sprues without leaving any visible flash also had to be performed. This was achieved by means of a laser but alternatives to the laser would be using either an ultrasonic unit or a jet of water.

Quality control and palletizing

In the next step, using standard components, parts are measured and another quality check performed. Optical processes are applied here, working within tolerances of one hundredth of a millimeter. This data collection forms the basis for classifying the parts either as good or as scrap. Parts are then conveyed to the palletizing section via a linear axis. This includes discharging the scrap parts via a conveyor belt. In addition, the operator has the ability to obtain sample parts for any special quality check by simply pressing a button.

The molded parts are handed over to a station where the first part of each set is turned 180°. Parts that make up a pair are positioned in sequence and aligned in such a way that they can be supplied smoothly to the palletizing unit. Palletizing is performed through the interaction of linear conveying and a device for supplying the trays and uses a palletizing mode that comes standard from WITTMANN BATTENFELD. Trays are automatically separated within the device, loaded and then stacked again. The device makes it possible to provide the facility with trays for two hours. The second and the third steps are designed for manual operation but can be subsequently automated at any time by installing a robot. For both steps,
is used to ground the separate insertions. The grounding is performed via a sliding contact. Once processed, printing takes place and is performed twice. After coating the printing with a clear varnish, the parts pass a gauging station where a quality check takes place. Using two optical cameras the quality of the print is verified and then the quality of the varnish checked by evaluating the effects of special light irradiation. Entire documentation of the production process is integrated into the camera system. The error logs are saved on a flash memory that is located in the control cabinet. These error logs are available at any time for the purpose of subsequent analysis. The last processing step is the separation of scrap parts from good parts. The sort sequence has four grades according to four categories of defect type and parts are dropped into one of four different sections respectively.

**The final mounting**

In the third automation cell, a spring and lever are inserted into the parts. The finished product appears to be rather simple but has finally passed one of the most complicated assembly operations. Springs and levers are provided via vibratory feeder bowls and placed on the molded parts in unison. This special mounting fixture alone, characterizes the sum of the three automation cells as being unmatched. After assembly, a mechanical examination of the spring and lever takes place along with a final optical quality check.

**One wholly integrated solution**

The customer was extremely pleased during the acceptance testing at the WITTMANN BATTENFELD plant with the three automation cells. The solution that was delivered consisted of the integration of all the components: injection molding machine, robot as well as upstream and downstream equipment and conforms to CE standards.
Temperature Controllers „Guarding“ Injection Molding Machines

Injection molding without supervision personnel is showing the manifold applications of the WITTMANN temperature control units, monitoring the cooling circuit and turning off the machine in case of problems.

Wes Moffitt

For Press-Seal Gasket Corporation, a widely known injection molder of high precision sealing products for underground collection systems and specialized industrial fasteners, the part tolerances are extremely critical and thus, mold cooling is equally critical to preventing part warpage. The added challenge is they run lights out five days a week without any operators on site.

With their in-house tool design and fabrication and, ISO 9000-2000 registered quality management system, Press-Seal is well aware of the mold cooling requirements and what is required to ensure that their parts meet all tolerances. Press-Seal previously had parts custom molded for them but decided to move production in-house for better control. Because of the high volume of parts and the JIT manufacturing – they have little inventory – they cannot afford to have any problems with the production of the parts.

Dimensions of the units

Press-Seal had WITTMANN visit them and review the process to best determine the specific heating/cooling requirements for their molds.

When WITTMANN performed the various calculations they were able to determine that only one TCU would be required per mold as opposed to two TCUs that Press-Seal were currently using for each mold.

In fact, when Press-Seal purchased the units they were surprised at their size. “We have not had any issues with cooling capacity using only one TCU because of the higher pressure offered by the WITTMANN units”, stated Rick Morrison, Operations Manager, Press-Seal Fastener Division.

Decision for TEMPRO basic

Based on their knowledge of WITTMANN products, combined with the value for price, Press-Seal decided to purchase TEMPRO basic temperature control units.

Morrison commented, “Unlike other units, the WITTMANN TCUs have several standard cost saving features like leak stop and mold purge. Although we don’t use the mold purge feature, the leak stop feature has been a lifesaver for us as it is part of the standard unit. Previously we needed to bring a separate unit over to the machine and hook it up. Now we just push a button and the unit runs in negative pressure mode. We have been saved about a dozen times.
already with this feature and have run the units for as long as 2–3 days in the negative pressure mode to complete the production run.” Morrison also comments:

“These units have really been gems. We have had one for 4 years and the other for 5 years and they have had virtually no downtime or required any maintenance. The TCU’s hold the temperature at 140 ºF with no more than ±1 Fº, thereby preventing any part tolerance issues.” The units are equipped, as a standard, with a dry contact alarm which is used in a very unique way by Press-Seal. Because they run a lights out operation they decided to tie the dry contact alarm into the machine so if something goes wrong in the cooling circuit the machine automatically shuts down. For example, if a cooling hose were to leak or break the TCU will automatically sense a drop in fluid level and trigger the alarm. This in turn signals the injection molding machine to shutdown. “We have probably seen this happen 4 or 5 times since installing the TCU’s so although it doesn’t happen often, it offers a substantial benefit in terms of preventing scrap parts and minimizing any fluid leaks from a bad hose”, notes Morrison. “If we really wanted to maximize the benefit of the TCU in an alarm situation we could have it page us but we have yet to find any added advantage to do so”, adds Morrison. “The most important thing is that we are not molding parts without cooling for the whole night. Once the tank empties the unit shuts down preventing any further mess as a result of a broken line, etc. In terms of what causes a broken line, it could be just the normal wear and tear, rubbing on a surface or even a sprue getting jammed up against the line and then being snagged”, he indicated.

The cost benefit

When asked about the cost benefit of this feature Morrison was quick to provide numbers, ”Molding bad parts costs us $2,000–2,500/hour in lost productivity based on the selling price, as we don’t stock parts and only mold to order so there is no inventory reserve to make up any shortages making every hour of production very important.”

Press-Seal essentially achieved a 100% ROI from the savings generated after a single cooling line failure! “One of the most important factors in making our decision to purchase WITTMANN TCU’s was our visit to their facility in Connecticut. The excitement and individual enthusiasm everyone showed about what we were doing and their products was very refreshing”, noted Morrison.

Forthcoming project

Press-Seal will soon be adding a new 4-cavity mold which will run in a larger machine than their other molds. “With the latest project we wanted to be sure we did not over extend the capacity of our chillers when adding the additional TCU’s. WITTMANN met with us to perform the calculations and determined we were running only at about 60% of full load”, Morrison points out.

When Press-Seal purchased their original units WITTMANN had indicated the units had a lot of capacity for their size. “Had it not been for WITTMANN showing us the advantages and capabilities of their units we would have looked for something bigger and at a higher cost”, stated Morrison. “The WITTMANN units delivered exactly what they promised. The WITTMANN TCU’s are very deceiving being so compact in size yet with so much capacity! We learned quickly how important it is to perform the calculations for each molding application and not just go with the size of the unit that what was used previously”, Morrison adds.

Wes Moffitt is Product Manager of the Water Products Department at WITTMANN Inc. in Torrington, Connecticut.
WITTMANN succeeded in optimizing the central material conveying system of the IPEX Bermondsey Road facility (Toronto). One of the company’s oldest plants, but winning the Materials Management Award in 2006.

Gord Stowar

Optimizing a Material Conveying System – A Case Study

IPEX, a privately owned Canadian company with an estimated annual sales of almost CDN$ 3 billion and several manufacturing plants, is a recognized leader in North America and around the world in the design and manufacture of thermoplastic piping systems and their respective components.

Their innovative products and integrated solutions are used extensively in a wide range of systems for Industrial Piping, Electrical, Radiant Heat, Plumbing and Mechanical Piping, Municipal Pressure and Gravity Piping, Turf and Agricultural Irrigation, and Fire Protection. For over 50 years, IPEX has been manufacturing quality, innovative products offering the highest performance.

Winning the company’s Materials Management Award in 2006 based on return-on-investment (R.O.I.) was a highly recognizable achievement in itself for the IPEX Bermondsey Road facility. Considering that this facility may in fact be one of the company’s oldest plants circa 1950’s and the other plants much newer, raises the question as to how they did it.

A quick tour of the facility by the casual observer provides a very clear picture of how the company has grown over the years with expansion and the addition of more equipment. If space wasn’t already at a premium, IPEX knew they had no choice but to add additional molding capacity to meet production demands.

A crowded situation

As the facility essentially used every bit of available space and had very low ceilings, it became necessary to look at how they could free up space in addition to adding a building extension and still use their central material handling system. As some of the machines were being supplied by another division their main concern was ensuring all the services were in place and making the necessary upgrades to their current system to supply material to the machines.

Increasing capacity

A look up towards the ceiling of the old building shows a very well engineered material handling system along with carefully placed services. Years of expansion and growth had resulted in virtually every bit of possible space being used. A review of the existing material conveying system

The picture is showing a part of the new transmission tubes that have been installed at the IPEX Bermondsey Road plant.
also indicated that there was no additional capacity with the existing pumps. However, as the system had been designed with the opportunity for future expansion, there was the possibility to add pump capacity.

In addition, IPEX was adding two silos to the new material conveying system so clearly, they would require additional pump capacity above what the existing system could supply. IPEX also wanted to weigh material being delivered to the silo in order to confirm the accuracy of the shipment and monitor their material consumption. WITTMANN installed three surge bins inside the plant, adjacent to the existing material handling system because of the long conveying distance. The distance was further compounded by the number of bends and material. From the surge bins, dedicated lines convey material to the individual machines. Each surge bin was also supplied with a collector box having adjustable air/material flow.

Five separate systems

During the review, IPEX looked at upgrading their existing system for additional capacity. It was then decided to split the material handling into five separate systems with a total of five pumps – one for each system and one back up pump. The new material conveying system consisted of a six pump system – five for regular operation and a spare as a back-up and for maintenance. Another integral part of any central system is the filter. As vacuum pulls material and air into the loaders, the dust is captured by the filter in order to protect the pump.

For the system at IPEX, the filters were located beside the pumps where there was easy access for emptying the bin and changing filter cartridges as required.

In addition, the new system included two silos and the capacity to add a third, three surge bins and three lines – one for each silo. The silos use a pressure system for filling, which eliminates the need for a loader – exposed to the elements – on top of the silo and for personnel to climb the silo to maintain the loader and therefore, offers maintenance free operation.

Striking advantages

Bernd Krudwig, Senior Project Manager, could not overstate the importance of the central system in order to remain efficient. He indicated three key benefits: Better labor utilization, improved materials management, higher efficiency of vacuum systems.

“A vacuum system simply and efficiently moves powder or pellets from point A to B,” Bernd states. The silos provide material storage and the conveying system moves the material from the silos to the surge bins and then automatically to the production machinery. The vacuum hopper is a self-cleaning system that separates the air from the material.

Bernd adds, “What is critical is knowing all parameters in order to perform the calculations needed to ensure maximum system performance. Things like: the output rate of the production machinery, distance material is to be conveyed, type of material, bulk density of material, required system pressure and total number of bends in order to correctly size the pumps. Then there is the decision as to which type of pipe to use and if any special elbows are required. In IPEX’s case, they used 2-1/2 schedule 10 aluminum pipe with stainless steel elbows. As Bernd points out, “You also need to get the proper air ratio at the collection box to achieve the necessary conveying rate”.

All-embracing service

Krudwig also noted, “WITTMANN designed the system to our needs. We didn't need to perform any of the calculations for pump and line sizing, WITTMANN took care of all the design and engineering not to mention the actual installation.”

He also commented on the benefits of a railcar siding and the further advantages they offer in terms of material savings, etc. even though this particular plant - unlike their other plants - does not have a rail siding. Working closely with the customer, WITTMANN handled the complete installation of both the new equipment and reconfiguring and splitting the old system.
Drying

Then, simply put, WITTMANN defined the actual energy rating as the basic energy consumption per mass flow of air. To further test the validity of their results, WITTMANN compared actual test results with theoretical values.

Once tested, every dryer model will be labeled with an Energy Sticker showing the measured test result in terms of kWh per unit weight of dry air.

Processors buying a dryer based on energy efficiency or energy savings should ask the supplier for the actual test data and then have them explain how it was measured.

If they can’t or are unwilling to provide this information then you must ask yourself about the value of the data in making any meaningful comparison. •

Minimizing energy consumption

Optimizing and minimizing energy consumption is just one step towards preventing climate change. In terms of resin drying, energy represents a big portion of the cost. Although DRYMAX dryers are provided with many standard energy saving features like insulated stainless steel hoppers, SmartReg®, 7-day timer and SmartFlow for multiple hopper units, the largest amount of energy is used to heat the resin and remove moisture. For this reason, one must begin by looking at the initial moisture content of the resin and the ambient conditions.

For test purposes, WITTMANN specified an ambient temperature range of 80–100 °F and an ambient dew point between 68–75 °Fdp, both which are representative of actual production conditions that could exist anywhere in the world. It should be noted, that the ambient moisture is more important for energy consumption than ambient temperature. In order to compare between the different sizes of dryers, WITTMANN needed to find one common property relative to the dryer size. Air flow was selected as it is based on the dryer size and was specifically determined by the measurement of the actual mass flow of air.
WITTMANN France: The new plant in Chassal is housing granulators and molds

After the acquisition of mold maker PAUL REGAD, based in St. Claude (Jura Mountains region) in 2006, WITTMANN France decided to move with this division into new premises in order to provide space for a test department including at least two injection molding machines. Adding to this the fact that the granulator production plant in Oyonnax dans l’Ain was only about 30 km away from St. Claude, it became self-evident to concentrate the two different production facilities under one roof.

A location had to be found that was neither too far away from St. Claude nor from Oyonnax. Because of the landscape of the Jura Mountains region, appropriate real estate is difficult to find. Nevertheless it was possible to acquire about 14,000 m² of property in Chassal, 20 km away from Oyonnax and 10 km away from St. Claude. The groundbreaking ceremony for the 3,600 m² building took place August 27, 2007 and offers the opportunity to add another 1,000 m² in the future. The granulators department had moved into the new building by the end of February 2008 and the mold making department by the end of April.

The granulator department

The granulator production takes place in a 900 m² area of the shop floor which also includes a 4 x 12 m paint shop and a testing facility that can accommodate up to a dozen granulators. A 720 m² storeroom housing single components and spare parts for manufacturing and service complete the area. In addition, there is enough room for 200 finalized granulators of the Minor, Junior, and MAS series.

Dr. Wittmann receives prestigious SPE Award 2008 for Business Management

The ANTEC 2008 SPE Celebrates! Banquet held Sunday, May 4 at the Hyatt Regency Milwaukee was a special evening for Dr. Werner Wittmann. As part of the Awards program, Dr. Werner Wittmann as the 2008 recipient of the SPE Annual Award for Business Management, given to an individual who has shown outstanding achievement in the area of Business Management.

Dr. Werner Wittmann began his career over 35 years ago. He studied Mechanical Engineering at HTL in Austria prior to earning a Doctorate in Economics from Wirtschaftsuniversität in Vienna. He initially started his career as a Design Engineer at the machining center manufacturer Krause and in 1971, entered the plastics industry as a Sales Manager with Engel in Austria.

In 1976, Dr. Wittmann founded WITTMANN with the manufacture of his first invention, the WITTMANN Water Flow Regulator. He knew he would need to establish the business on an international basis. It was not long before Dr. Wittmann flew to the USA with a water flow regulator in his briefcase to meet with Tony Andraitis of EMI Corporation. With only a handshake, an agreement was made with EMI to sell WITTMANN water flow regulators and has remained in place ever since. As WITTMANN introduced more products and began manufacturing in the USA, they established their own sales network through a direct sales force and representatives while still maintaining the agreement with EMI for the sale of water flow regulators.

Dr. Wittmann has been at the forefront of many advances in the plastics industry and continues today to lead the way. Relentless innovation in product development has resulted in a wide range of advancements.

Dr. Wittmann has also acquired numerous companies over the years in his drive to be the leading manufacturer of automation systems and auxiliary equipment solutions to the plastics industry. Last year he acquired a line of plastic material blenders with pinch valve technology and RTLS (Real Time Live Scale) measurement. His vision extends beyond robots and auxiliary equipment with the purchase of a mold making operation in order to establish an in-house knowledge base for IML to better serve customers in this growing market and most recently, the purchase of Austrian injection molding machine manufacturer BATTENFELD.

The mold department

The manufacturing of the molds is taking place in a second hall of also 900 m². These days this department has been completed by installing a production unit with 5 numeric axes.

And newly, for test series with molds, two injection molding machines with clamping forces of 200 t and 420 t are available. Thus equipped, it is possible to harmonize the molds with the IML robots (In-Mold Labeling) before delivery.

It also is possible to install injection molding machines of WITTMANN customers for the purpose of the entirely monitored production of IML pilot series. WITTMANN – the one and only supplier who are in the position to offer IML turnkey solutions to the packaging industry.

The possibilities of the new plant in Chassal will contribute to ensuring WITTMANN’s worldwide position in this market.

Dr. Werner Wittmann, SPE Award 2008 recipient.
Belgium, Netherlands, Luxemburg: WITTMANN BATTENFELD Benelux N.V.

The company, BATTENFELD Belgium N.V., was created in 1987 as a daughter company of BATTENFELD GmbH, responsible for the sales and service of BATTENFELD injection molding machines.

In 2006 the company took over the responsibility for the Dutch market and the company name was changed into BATTENFELD Benelux N.V.

The region has about 8,300 installed molding machines in total and, in Belgium, 20% of the machines have a clamping force higher than 1,000 tons due to the presence of the two biggest automotive market supplier companies. In the Netherlands, 95% of the installed injection molding machines range under 800 tons clamping force, but there too we see more companies that have 2K applications. The entire Benelux market is well diversified because of the representation of the following industrial segments:

- Automotive
- Medical
- Electronic
- 2K applications
- Rubber injection
- Packaging
- Thermoset
- LSR applications
- Trade molders

Each member of the BATTENFELD Benelux sales team as well as the service team can rely on 20 years experience in the molding industry.

Today, BATTENFELD Benelux consists of two sales people, three service people and one person responsible for administrative tasks.

**Future development**

The takeover of BATTENFELD GmbH by the WITTMANN Group will create additional value for BATTENFELD Benelux. BATTENFELD Benelux will expand their personnel with an additional salesman and another person for the service department that will begin operation in 2009. The company name will be changed from BATTENFELD Benelux N.V. to WITTMANN BATTENFELD Benelux N.V. as of September 1, 2008.

The very new structure of WITTMANN BATTENFELD Benelux N.V. will strengthen their market presence in the future and better serve the customers.
Mr. Süreyya Yılmaz is the manager of WITTMANN Turkey, established in 2006 in Istanbul. Besides offering the whole package of WITTMANN peripherals, the strong team of the subsidiary is now also successfully representing the recently acquired IMM producer WITTMANN BATTENFELD, and selling their products.

Mr. Yılmaz’s motto: “The salesman sells the first piece of equipment. And the second piece of equipment is sold by providing competent service. But the third will be sold only by a satisfied customer”. The ultimate goal of WITTMANN Turkey is to increase the number of satisfied customers.

The 150 m² office, located on the Asian side of Istanbul, also functions as a showroom and warehouse for small equipment like temperature controllers, water flow regulators and spare parts. Due to the existing team of 6 people and the anticipated growth, the office will soon be insufficient.

Selling both: Peripheral and molding equipment

Since their establishment, WITTMANN Turkey has sold products such as W727 IML side entry robots, Sumo series granulators, dryers and, for the first time in the Turkish market, conveyors. The market for pick-and-place robots is getting much stronger. WITTMANN robots offer highly economical and efficient technical solutions for plastic processors. The positive reputation of the robots increases the potential to also sell other peripheral equipment which is not yet as well known in the market as the robots.

Our “One Stop Shopping” slogan now has undisputed meaning with the takeover of BATTENFELD Injection Molding. The Turkish team is now prepared to sell also injection molding machines, and to serve the technical needs of injection molding machine customers. The activities related to the supply of spare parts and other service needs have started without any delay.

The Turkish market

Every year the growth rate of the plastics industry exceeds the general economic growth of the country. The automotive industry, white goods and their suppliers are seen as the largest market in Turkey. Especially in the automotive industry – but also for the plastics industry in general – some European and other international suppliers are establishing new production plants in Turkey.

As they require high quality automation solutions, WITTMANN is one of their main suppliers. WITTMANN Turkey is also assembling EOATs in-house and is planning to produce some automation equipment. Solutions that are consistent with WITTMANN standard robots and that serve the local automation needs, will help to increase WITTMANN’s share of the Turkish market.