



Editorial

Change in the Management

Dear customers & partners

At the beginning of the year we have made changes and re-allocated the management roles for the future: my son Guntram Meusburger is now the new Managing Director and I will still be available in a consultant capacity.

In 2007 we have made an enormous leap in turnover, and we will continue to invest in the company structure in the years to come. We have great potential. We feel that now is the right time for a change, in particular since developments are currently very dynamic.

We have already laid the foundations with investments for the future, involving the highest technical standards and excellent staff training, and there is no question about it: we are fit for the future and will continue to make use of our development potential.

With kind regards and best wishes for success

Georg Meusburger



Expanding on tried and tested strengths

Meusburger's new Managing Director Interview with Guntram Meusburger

The history of Meusburger standard moulds goes back 40 years. Since its formation by Georg Meusburger in 1964, the company has undergone continuous development. In January 2008, his son Guntram Meusburger became the new Managing Director and will continue on the successful path of his father. inForms talked with Guntram Meusburger:

inForms: What does it feel like to be the new Managing Director?

It is a very good feeling to be heading such a well-known and healthy company. The change of Managing Director was practically just a formality, since I have grown into that position right from the beginning and have been involved in all important decisions now for several years. The most important point is now as before that I have an outstanding team at Meusburger that backs me up and accepts and trusts my decisions.

inForms: How did your personal career unfold?

First of all I attended the Higher Technical College for Mechanical Engineering and then did a degree course in business administration at Fachhochschule Vorarlberg. I joined the company in 1999. At first I worked in distribution

and marketing because that is an important part of our company: a perfectly organised and functioning distribution organisation is an important added value we can offer our customers. After that I also gained experience away from the Meusburger sphere. After several years and a lot of experience richer, I rejoined the company in the Management and worked directly with my father. So you see that I am well prepared.

inForms: How does your father cope with the new situation?

Very well. He is full of confidence in me and trusts that I will continue to manage the company as he would have done. It is often difficult when a company succession takes place within a family to let go emotionally of the former tasks. However, that is not really necessary because I am really quite glad that my father helps pushing the company development forward – his experience is really invaluable.

inForms: So there will not be any major changes?

No, of course not! I can't see any reason for that. Naturally as time goes on one needs new ideas. For example we will increase the focus on customer service. But our strategy will remain in place: we will continue to focus on tool and mould making.

Europe remains our core market and we will do everything to promote the European market. In that context our location in Vorarlberg (in Western Austria) brings us many advantages, such as highly qualified and motivated employees, an excellent infrastructure and the central position in the middle of Europe.

inForms: What are Meusburger's strengths?



Guntram Meusburger

All plates in the Meusburger range are produced by ourselves. We maintain our production depth thanks to our strong concentration on our core business. Because we use top quality raw materials, apply stress-relieving heat-treatment and maintain quality assurance throughout, our products have a very high quality standard. Thanks to our large warehouse with standard moulds we can offer our customers a prompt and reliable service. Those are our strengths!

History



Georg Meusburger,
Master Craftsman Graduation 1956

- » 1964 the 1-man company is formed by Georg Meusburger for the manufacture of injection mould tools
- » 1978 Manufacturing of standardised moulds begins (35 members of staff)
- » 1985 – 1997 expansion of production and warehousing by 10,300 m² (117 members of staff)
- » 1999 Guntram Meusburger joins the company (125 members of staff)
- » 2002 – 2004 expansion of production and warehousing, office and cutting facility by 10,500 m² (216 members of staff)
- » 2007 turnover 73 millionEUR effective area 29,000 m² (260 members of staff)

Investments for the future

Growth at Meusburger

Tradefairs 2008

MSV

Brno, Czech Republic
15-19 September 2008

Plastics

Veldhoven, Holland
24-25 September 2008
Stand 140

TIB

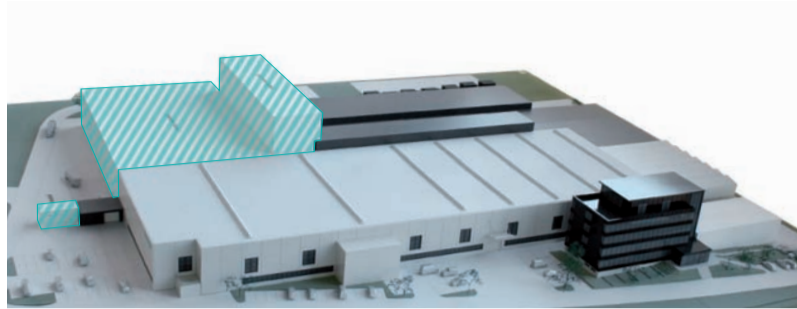
Bucharest, Romania
07-11 Octobre 2008

Fakuma

Friedrichshafen, Germany
14-18 Octobre 2008
Hall A3, stand 2313

Euromold

Frankfurt, Germany
03-06 December 2008
Hall 9, stand C138



Meusburger building extension: expanding the production and warehousing by 4,000 m² each

Meusburger will again invest in its infrastructure in 2008. Both production and warehouse will be extended further and equipped with the latest technology.

Fit for the future

Meusburger's aim is to further build on its leading position in the market and to supply high-quality products to the European market. In order to be able to cope with the continuing growth, investments are required all along the process

chain: from the raw material storage, to production, to the storage for finished goods through to new dispatch ramps. We are also considering an extension of office space. "When that will be and in what order of scale remains to be seen. We have to be fit for the future in all our areas," says project leader Hubert Eberle. Overall the production and warehousing will be extended by 4,000 m² each (there are more land reserves of up to 35,000 m², total land area: 70,000 m²).

Concerning products, the company concentrates on the development of the digital catalogue this year, as well as extending the product range. In future it will feature such functions as an automatic update, a search function, an extended calculation of ancillaries (proposal of all ancillaries for the selected mould), an assistant for compil-

ing standard moulds and many others.

Another important item is the presentation in several languages. This will be extended in the digital catalogue as well as in-house sales. In order to be able to offer customers even better service - also in their mother-tongue.



Guntram and Georg Meusburger discuss logistics processes

Extension of the product range

Springs and gliding elements

Meusburger again extends its product range: there are many new items under the heading springs and gliding elements.

The new products include items such as various springs, e.g. system compression springs, Belleville spring washers and elastomer springs as well as self-lubricating gliding elements and guide rails. An overview of the current new products:

Springs

A significant new addition to the product range are the screw compression springs with a round wire cross section, which are now also available in continuous lengths for the customer to cut to the required length. Frequently asked for product extensions are the standard system compression springs as per DIN ISO 10243, which can be supplied ex stock in four load classes of equal construction and in all popular sizes. The system compression springs are colour-coded to allow easier recognition and are easy to

replace without additional work if the load or construction has changed. The new anti-vibration elastomer springs are available in two degrees of hardness, 70 and 90 shore. Since elastomer springs cannot break (unlike conventional springs)

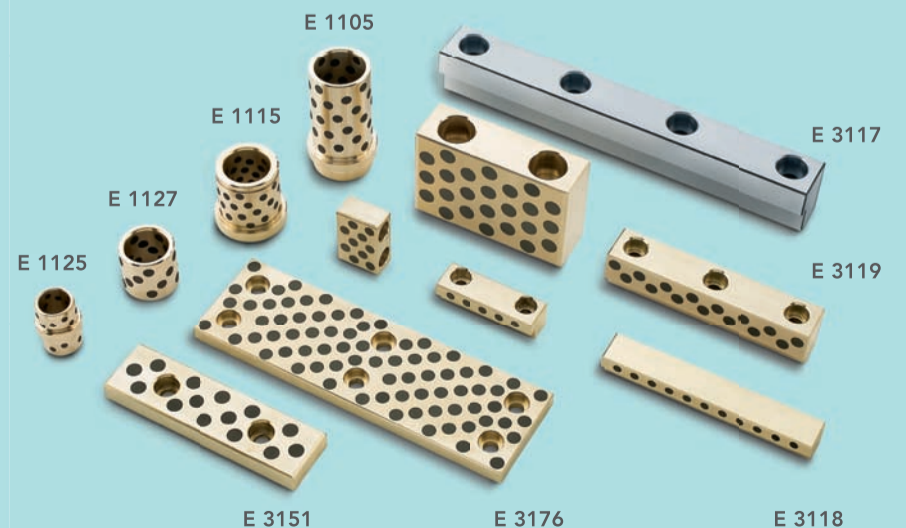
they have a clear advantage in safety-related applications. Belleville spring washers can absorb relatively high forces whilst needing only very short fitting space. Thanks to a variety of combination options it is possible to vary the spring force as well as the distance of travel to suit requirements.

Guide rails

As of now, the tried and tested Meusburger guide rails can now also be supplied pre-drilled and in two different guide heights. Thanks to this new variant it is possible to have higher guide tappet on the slide itself, allowing maximum safety and stability for production purposes.

Self-lubricating gliding elements

From now it is even simpler to cut servicing costs. Meusburger has extended its range of self-lubricating gliding elements considerably. The self-lubricating elements can be used universally and are particularly suitable in areas where no lubricants can be used. Useful: the gliding elements are pre-drilled ready for installation.



Quality assurance at Meusburger

Precision from the 2x6 metre sheet to the finished plate

Meusburger's quality is based on many factors. One important factor is the care with which our specially trained members of staff work: from the careful selection of the supplier through to processing the steel and quality assurance without any gaps. The list of the quality assurance measures at Meusburger is long and accompanies the whole process sequence.

It starts by inspecting all steel material on delivery, without exception. Meusburger uses a spectral analysis instrument to check the chemical composition, ultrasound to measure the thickness of the steel and a Brinell hardness tester to test its hardness. Then the steel is marked with a material identification mark in order to ensure that the mate-

rial can be tracked back to the supplier. Another important step to ensure top quality is the heat treatment for stress relief. Through the long hold time and the slow cooling down process of the furnace – 35 degrees per hour – Meusburger optimises the stress relief of the material. In order to guarantee top quality, the company removes the rolling skin of the blank plates evenly on both sides.

At the end of the chain of quality assurance measures a final 100% control of all products takes place which is independent of production. This is carried out with sophisticated instruments and trained specialist staff in the control departments for standard and non-standard plates, as well as various ancillaries.

Standard control

In the standard control department, undrilled P-plates and pre-drilled F-plates are measured. The consistent precision of all moulding plates is checked to the nearest 0.003 mm using a Zeiss measuring instrument.

Special control

At Meusburger, each processed special plate is subject to the ongoing control during the production run as well a final inspection. High precision instruments are available for this purpose. In order to be able to read customer-specific drawings, the staff in the department for special control have to have a very high level of competence.

Ancillary control

Standardised ancillary parts



Testing with Zeiss measuring instrument

are checked in the department for ancillary part control. The department works in close cooperation with production, product development and the purchasing department. "Our measuring instruments are calibrated so precisely that they

guarantee precise dimensions. The product department gives us the specification of the required precision", explains head of department, Hans Greber. 2.5 million ancillary parts are controlled and put into storage per annum.

"Moulds from China are not Maybachs"

Germany's tool makers 2007 in discussion with inForms

When Germany selects its tool maker of the year, Wolfgang Faßnacht and his company W. Faßnacht Formenbau is always a safe bet. In 2005 he won the competition in the category "External tool makers with less than 100 members of staff". In 2007 he repeated this victory and also won the overall classification and is therefore Germany's tool maker of the year 2007.

Wolfgang Faßnacht stands for quality and principles. He goes his own way, for example he does not have his own injection moulding machine, he thinks certifications just create extra costs and he runs

his production in a single shift. In his interview with inForms Wolfgang Faßnacht talks about his principles and his cooperation with Meusburger.

inForms: You recently said in an interview that up to the inspection all tool makers are quite similar in quality. What is it that you do differently at this point of the production process so that the difference in quality is greater at the end?

At the point of inspection our tools are technically no different from serial production. That means that we don't improvise just in order to pass the inspection quickly. That means also

that later on we can act very quickly and efficiently when it comes to modifications or improvements. Our customers appreciate that very much.

inForms: How do you define quality?

Quality is a flexible term, which is also dependant on the intended use of the product. There are some products that, for cost reasons, don't need the high quality required by other products where the need for quality is paramount. These are the articles which Europe does not need to hide when it comes to comparing products with low labour cost countries - quite the opposite. We must stop accepting lower quality for something that it isn't. An Indian Tata is not the same as a Maybach. A mould from China or similar countries is only a Tata and not a Maybach at the price of a Tata. (Editor's note: Tata is the cheapest car in the world, and for safety reasons has been refused registration in the EU.)

inForms: You radiate confidence and have very clear views – what about injection moulding machines, certi-

fication or shift work. Is it perhaps your commitment to principles that is the secret of your success?

The confidence you mention arises as a result of our successful partnerships, both with our suppliers and with our customers. We are not looking for conventional customer/supplier relationships but try to cultivate fair partnerships with just the one aim of being successful together and being able to meet the requirements of the end customer. This combined strength is critical in helping us to progress. With regard to the key words 'injection moulding machine, certification and shift work' I just would like to say: just consider the cost/benefit ratio and that is enough to answer many questions.

inForms: You have been a Meusburger customer for 17 years. You must be very happy with Meusburger.

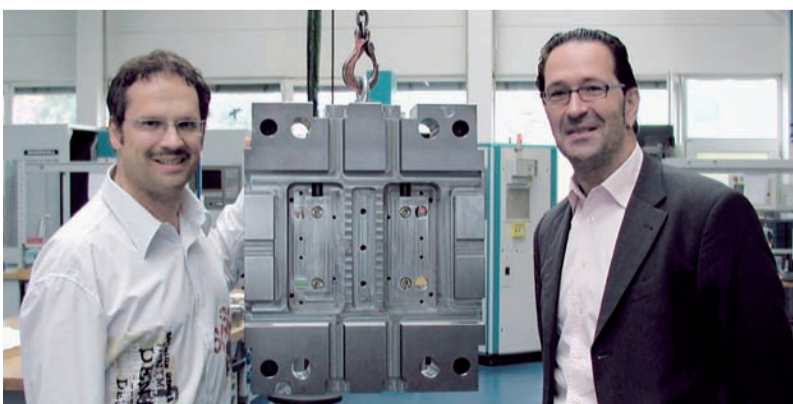
Yes, that is correct. We have been a Meusburger customer since our company formation 17 years ago, without interruption. During that time, Meusburger has undergone continuous development. We are very satisfied with respect

to quality as well as delivery. Another very positive aspect for us is the very friendly contact with the Management, cost calculation/job engineering department through to the staff in production. Our requests regarding delivery time or details of non-standard specifications required by us are always met where this is possible.

Fact box

Germany's tool maker of the year 2007
W. Faßnacht Formenbau

Company formation: 1990
Location: Bobingen
Number of employees: 17
Capacity: 50-60 tools/year
Customers: from all areas of the plastic-processing industry, primarily automotive, medical technology and household goods
Product range: complex injection moulded parts for visual and functional purposes, multi-component tools and thin-wall technology



f.l.t.r. MD Wolfgang Faßnacht and Armin Chiesola (Meusburger field representative)

ALPLA stands for highest quality

Meusburger talks with customers

ALPLA is one of the leading packaging specialists worldwide. Amongst their customers are global players such as Schwarzkopf, Coca Cola, Nestle L'Oreal, Shell and Colgate-Palmolive. ALPLA was formed in 1955 by Helmuth and Alwin Lehner and is one of the very first customers of Meusburger. inForms spoke with Wernfried Grass, head of injection moulding tool making at ALPLA.

inForms: What is special about ALPLA products?

ALPLA is a system supplier, so customers can order complete projects, such as a bottle including its closure "made by ALPLA": the whole packaging system is developed and supplied by one company. Customers don't have to involve other suppliers and save precious time, effort and money. We make it possible thanks to our in-house development of special tools and machines. In that way we can guarantee our customers a quick, transparent and smooth process. With the in-house and wall-to-wall sample production we also overcome physical distance. This creates ideal conditions for productive and long-lasting cooperation with our customers. Only companies that produce top quality can operate on the top level.

inForms: How long have you been a customer of Meusburger?

We have been working with Meusburger for over 35 years.

Both companies are located in Vorarlberg and the short product delivery distance has been convenient for both sides from the beginning.

inForms: A global player such as ALPLA could have its mould bases produced practically anywhere in the world. Why do you choose Meusburger as your partner?

ALPLA's success as a company is based on our tools. Therefore we demand very high quality of our tools and that limits the number of potential tool suppliers to just a few companies.

We have been convinced by the quality as well as the user comfort of Meusburger tools for many years; and if there is a problem once in a while, the parts can be exchanged 1:1 without any great effort.

inForms: What are your requirements for tools? Can Meusburger do something especially for ALPLA?



f.l.t.r. Guntram Meusburger, Gerald Spieler (Apprentice Instructor, ALPLA), Wernfried Grass (Head of Injection Mould Tool Making, ALPLA) in front of a tool from Venezuela that has been made with standard Meusburger parts

One example is that the tools have to be made from corrosion-resistant steel. That is the only way to guarantee that they survive the sometimes long transport to our works all over the world without loss of quality. In addition it is very important to us that the material does not distort during milling, so that is something that Meusburger addresses with the stress-relieving heat treatment. The physical endurance of the

tools is equally as important: not long ago we received a Meusburger tool from our branch in Venezuela for repair that had been in service for five years without interruption – producing an output of 40 million pieces. We are currently servicing that tool in our repair department so that it can be used again.

Fact box

ALPLA WORKS Alwin Lehner GmbH & Co.KG

Company formation: 1955
Location: Hard
Turnover: 2.27 billion Euro
Number of employees: worldwide 10,000, in Hard 640, of which 51 apprentices
Branches: 119 production facilities in 34 different countries

Your chance to win a prize

Your opinion is important

With our digital CD, online and printed catalogue we provide a clear and simple ordering system for all those interested in Meusburger products. We would be happy to incorporate your suggestions for improvements in future issues.

Please send your ideas, criticism, suggestions for improvements etc. to us no later than 15 July 2008; address: leserservice@meusburger.com

We will enter all entries into a draw for three sets of two tickets for the Bregenzer Festspiele (including 1 night with half board for 2 people at Hotel Hirschen in Schwarzenberg).



www.meusburger.com

With a 'new face'

Since the beginning of June, Meusburger's internet presence has been completely revised. The new website concentrates on clear layout and design as well as user-

friendly access to the information.

"The new website makes it easy for users to find what they want. We have already had some feedback to say that the homepage is now easier to navigate. Which, of course, is good news for us. The new Meusburger portal has made a good impression, the idea is particularly popular", explains Head of Marketing, Markus Scheffknecht.

The Meusburger portal

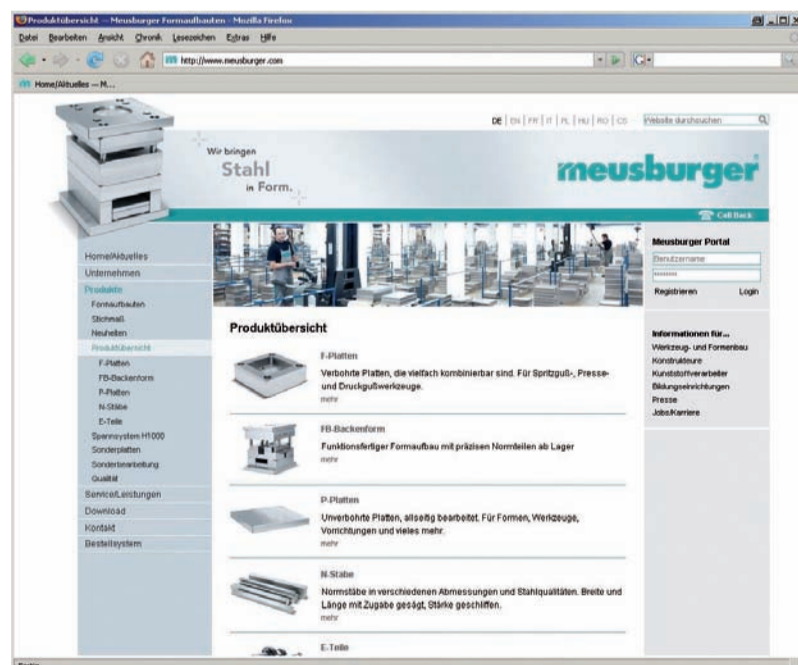
The portal offers all customers personal access to the world of Meusburger. Current special offers, pending orders and outstanding deliveries are all listed on a single page. In addition, the portal now also offers direct access to the online cata-

logue, customer-specific data and conditions as well as the option for ordering tickets to trade fairs.

Just a few clicks away

You can log-in from each page of the Meusburger website. The log-in box is at the top on the right: just enter your email address and password, click on "Login" and your personal Meusburger portal will open where you find all data at a glance.

If you have any questions, please do not hesitate to contact marketing@meusburger.com



Impressum

Owner, editor and publisher: Meusburger Georg GmbH & Co KG, A-6960 Wolfurt, Kesselstraße 42, T 00 43 (0) 55 74 / 67 06-0, F 00 43 (0) 55 74 / 67 06-12, office@meusburger.com, www.meusburger.com, editor: Petra Redler, Markus Scheffknecht and ikp - Kommunikationsplanung und Öffentlichkeitsarbeit, Layout: Elvira Muxel, Photos: Heidegger Fotografie and Meusburger, Print: Buchdruckerei Lustenau, circulation: 25,000 copies, editorial policy in accordance with § 25 Media Act: current information for Meusburger customers & partners publication: the medium is distributed free of charge to Meusburger customers & partners. Reprint only permitted with reference.