

EEELNRSTTW or NEWSLETTER



**HIGH TECH
EXTRUSION**

THEYSOHN | TECHNOPLAST | TOPF

SYNCHRONIZE TO PERFECTION

A MEMBER OF **HTI** GROUP

SUCCESS IN SALES

High Tech Extrusion gains market share

During the third quarter 2011 High Tech Extrusion was able to increase its market share to 70 % in twin screw extruders for PVC extrusion. "Within the last one and a half years we restructured the sales department, organized professionally our the presence at the K-Show, the world's most important show of the plastic industry. We also organized successfully the open house days at our Micheldorf location, where we presented the new OMNIA profile extrusion line in practice. Test results with customers showed, that the OMNIA downstream saves more than 60 % in energy even when running with difficult Chinese tools. This in turn increased the motivation of our entire sales staff. For one customer, this was reason enough to immediately order five OMNIA downstreams." gladly said Mr. Ebner, Head of Sales and Marketing of High Tech Extrusion.



OMNIA does not only convince profile producers, but also pipe manufacturers. After an in-depth test, a well-known pipe producer and quality leader in India ordered further OMNIA extruders and expressed his high satisfaction with the increased output. He commented with appreciation: "We would like to congratulate you for achieving good output and quality with your newly developed OMNIA XTR 100 machine."

In the upcoming months High Tech Extrusion plans a further enhancement of its sales activities by using synergies within the extrusion group and forming alliances with strategic partners. After the successful in-house show for profile extrusion a show for pipe producers is planned for 2012.

Large order from India

One of the largest pipe producers in India ordered five OMNIA XTR 100 extruders. The customer is the quality leader in India and hence an important opinion leader for the Indian pipe industry. In February 2012 High Tech Extrusion will be exhibiting at one of the largest Indian trade shows (one of the largest in Asia), Plastindia. At this event, it will introduce the OMNIA XTR to a broader audience and is confident, that some follow-up orders will be acquired.

Technical challenge at British customers

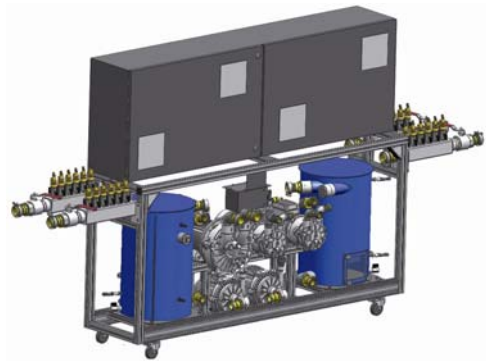
A fair number of High Tech Extrusions British customers were interested in modifying their old extrusion lines into co-extrusion lines. High Tech Extrusion accomplished this by mounting a conical extruder CON 50 "piggyback" on the existing extruder from competition. Those customers now are really satisfied with the result. The requested output could be achieved and due to the unique "piggyback" system shortage of space at the plant was no longer an obstacle.

NEW DEVELOPMENTS

OMNIA Vacuum System

The new stand alone vacuum unit for all calibration tables of conventional construction

High Tech Extrusion presents its new state-of-the-art OMNIA Vacuum System, which is also integrated in the new OMNIA KT calibration table, as stand alone version for standard calibration tables.



High Tech Extrusion, consisting of the companies Theysohn, Technoplast, Topf and Extruder-Komponenten Salzgitter, is an "all-in-one" provider which has developed a unique series of extrusion lines, tools and pipe heads. After the latest development of the new OMNIA series and the new RK Streamliner pipe head, High Tech Extrusion now presents a stand-alone vacuum unit as retrofit system for conventional calibration tables.

This new system, which has a minimum width for easier placement between the extrusion lines, is characterized by a very short return on investment. Based on 3 frequency controlled vacuum pumps and 3 frequency controlled water pumps energy savings of up to 70 % can be achieved in comparison to conventional calibration tables. Customization of the new vacuum system is possible because of its modular system. After tests and comparisons with similar units of other companies at a renowned German extrusion company the choice was made to order the new OMNIA Vacuum System unit as retrofit kit for a High Tech Extrusion Profitec calibration table.

Highlights:

- 3 vacuum pumps and 2 water pumps controlled through frequency converters
- Up to 70 % energy saving in comparison to conventional calibration tables
- 3 vacuum levels possible
- Customization possible because of modular system
- Minimum width for arranging between lines
- Very short return on investment

As High Tech Extrusion only uses standard components, there is no need for specially designed pumps and specially designed sensible proportional valves; therefore spare parts are easily available world wide. Production safety is assured due to the usage of more pumps. This new OMNIA vacuum unit is compatible with all existing tools.

- Usage of standard components (no specially designed pumps, valves); therefore spare parts easily available world wide
- Production safety because of usage of more pumps
- Compatible with all existing tools

PERSONNEL ISSUES

Construction department

Starting October 1st Mr. Haselwanter now supports the design department of High Tech Extrusion in Korneuburg. He is responsible for the improvement and design of screw geometries and cylinders. These components are the core of any extruder. We do wish Mr. Haselwanter much success!

Sales administration – and who is your contact person in our house?

We are pleased to introduce now our colleagues in the sales administration department as well as their geographic responsibilities.

Mrs. Sigrid Braunreiter (ext. 1210)

Already known to a lot of our customers as she has been working for Technoplast for years now. Mrs. Braunreiter supports the Area Sales Managers Manfred Bernecker, Harald Heyen and Gerhard Hemetsberger which includes the following countries: Germany, Austria, Switzerland, Iran, Turkey, Africa as well as some key accounts.

Mr. Nikolai Efremenkov (ext. 2228)

We warmly welcome Mr. Efremenkov in our team. Beside perfect german and english he is a native russian speaker. He will be in charge to support the Area Sales Managers Peter Cervenka, Edmund Landrock, Herbert Rothmayer and Michael Handl and he will take care of all our customers in Western and Eastern Europe and on the American continent.

Mrs. Tatiana Pashinskaya (ext. 2224)

Mrs. Pashinskaya will relocate from our Moscow office to the headquarters in Korneuburg. She will support our Sales Managers Georg Gimeyn, Edmund Landrock and our cooperation partner TGI. Because of her excellent german and russian language skills she will service our customers in Russia and the former CIS-countries. Welcome to Austria!

Mrs. Mag. Andrea Simon (ext. 2225)

We also like to welcome Mrs. Simon in our Korneuburg office. She will look after of the customers of the Area Sales Managers Peter Cervenka and Rajesh Shinde and therefore be in charge of the entire Asian / Arabian area as well as Australia and New Zealand. Mrs. Simon not only speaks perfectly English and Russian she has also a basic knowledge of French and Spanish.

Mrs. Michaela Stummer (ext. 1265)

Last but not least – Mrs. Stummer is in charge of all tooling orders and tooling spare parts. The only exceptions are orders from Russia and CIS countries, which will be handled by Mrs. Pashinskaya.