

EEELNRSTTW or NEWSLETTER



**HIGH TECH
EXTRUSION**

THEYSOHN | TECHNOPLAST | TOPF

SYNCHRONIZE TO PERFECTION

A MEMBER OF **HTI** GROUP

SUCCESS IN SALES

High Tech Extrusion was awarded with a huge order from India

The market leader in irrigation pipes in India took the decision to order OMNIA extruders in November after having been buying extrusionlines from local manufacturers for years. The high output of 1.200 kg/h and the low energy consumption were very important for his arbitration. The order represents a value of approx. 2 Million Euro.

More orders from Poland, Russia and Great Britain

High Tech Extrusion received a huge order from Poland for 4 OMNIA XTP 74 lines with 4 conical extruders. A complete extrusion line for producing PVC Siding and 2 OMNIA extruders for producing window profiles were sold to Russia. From Great Britain High Tech Extrusion received an order for installing coextruders on non-High Tech Extrusion extruders as piggy back solution.

Review and Preview

In the past year the High Tech Extrusion Group could again raise its total order quantity in spite of difficult economic business conditions. Huge projects of the last 2 years not counting, the order intake for machine construction has been increased by 31% from 2010 to 2011. Especially in the last half year of 2011 40 % more extruders sold, compared to the same period in 2010. This results from the highly positive reaction of our customers to our new OMNIA series.

Still High Tech Extrusion is confronted with an immense pricing pressure in the area of machine construction. Technoplast is competing with an established supplier of profile tools in a highly demanding technical market, which is a huge technical challenge for the plant.

INTRODUCTION OF CUSTOMERS

OMNIA extends its lead

Success: Large and small alike

While the OMNIA vacuum aggregate has already convinced existing customers, OMNIA itself conquers more and more markets. Mr. Xaver Gruber, Managing Director of High Tech Extrusion, is pleased with this positive development: 'The positive feedback of our customers confirms to us, that with OMNIA we have started a new technological progress in the extrusion industry. Now we will continue to further extend our position by offering our innovative solutions. Our current order level already utilizes our capacity far into the year 2012.' During the past weeks orders with a total volume of around 18 million Euro were received. Hence, the company will ship extrusion lines for the production of PVC window profiles and PVC pipes to Poland, India, to the Ukraine and to the Middle East, to name just a few.

One for all!

The advantages of the OMNIA extrusion line are obvious: Opposing common extrusion equipment, with all components coming from different sources, OMNIA is the ALLinONE solution. One complete equipment with all of its components made by High Tech Extrusion. The production process runs more efficiently and smoothly due to the perfect combination of all parts. Test results show that not only a reduction in the production costs but also huge energy savings by using single components of the OMNIA extrusion line.

Miroplast, Ukraina – Mr. Hasan Sagol

Also Mr. Hasan Sagol, technical director of Miroplast, was convinced by the savings in energy that have been made possible by OMNIA. We asked Mr. Sagol for an interview.

Mister Sagol, congratulations! Your company has celebrated its 5th anniversary! During this time it has become the largest producer of PVC profile systems in the Ukraine. How did this successful company development come together?

Mister Sagol: A strategic market analysis for evaluation of the Ukrainian market was a most valuable basis for the foundation of our company. Certainly, special attention was paid to the future market development. It gave us a very clear picture of the attractiveness of the Ukrainian and Russian market and thus supported us in developing products that fulfill the demands of these markets. This, combined with the highest requirements towards technology and quality were the key success factors.



Since when have you been cooperating with High Tech Extrusion? What was the reason for starting this cooperation?

Mister Sagol: Our cooperation has been lasting for already four years. It started, because High Tech Extrusion met our individual demands with high technological know-how. By this, we were able to cooperatively develop innovative solutions for our customers.

To which extent was High Tech Extrusion involved in the development of your company and your products?

Mister Sagol: High Tech Extrusion delivered our extruders and tools and hence the technology that played a crucial role in the successful development of our company.

In which way is High Tech Extrusion different from their competition?

Mister Sagol: High Tech Extrusion is customer minded to the highest extent, taking customer's demands into account and being able to technologically realize these demands. Hence, with our extrusion lines, we are able to create exactly those products, which we need for our target markets.

Just recently you have ordered an OMNIA model from High Tech Extrusion. Originally you wanted to order the predecessor model – what made you order the latest model?

Mister Sagol: The main reason was the savings in energy, made possible by OMNIA. By this we were able to significantly cut our own production costs. Also the ergonomics have convinced us – OMNIA is easier to operate than common extrusion equipment. Hence, we are in the position, to run a smooth and clean production process.

Which are the benefits of OMNIA to your company, your products and the end user?

Mister Sagol: The just mentioned savings in energy consumption is a major benefit for us. Now we can produce more cost efficiently, consequently we are more competitive in our target markets and additionally we are ready for expansion in new markets.

Being an expert in the field of PVC profile extrusion – what would be your recommendations to High Tech Extrusion in regards to future developments of extrusion equipment?

Mister Sagol: We would desire extrusion equipment with a higher grade of automation. Additionally, extrusion equipment should become more and more flexible, so that during material- or tool change fewer changes in parameters and tuning works were necessary.

How do you estimate the development of your market resp. the development of your company for the next three years?

Mister Sagol: We anticipate that the market will keep on growing. We expect a market growth of around 20% per year, 35% growth in Russia for the next three years and approx. 10% growth in the Ukraine.

Mister Sagol, thank you very much for this interview and we wish you lots of joy with your new OMNIA!

NEW DEVELOPMENTS

OMNIA die connection system

The High Tech Extrusion group presents the new OMNIA die connection system which not only simplifies but also accelerates the extrusion process.

The present situation in the area of the die during a long tool change shows cables lying unprotected on the dirty and wet floor, the multiplicity of cables leading to confusion and mistakes and that each cable has to be connected separately. High Tech Extrusion now bundles all cables in only one hose with a multipole connector (up to 6 tooling zones per multipole connector are possible) and therefore eliminates all above mentioned problems. The OMNIA extruder not only comes with the multipole connector but also with the standard connection system for conventional tools.



In order to achieve energy savings the die has been insulated with 20 mm thermal insulation boards. For maintenance reasons the tool can be easily pulled out of this cage of heaterplates. A further advantage is that the temperature of the surface of the die has been reduced and therefore the risk of injuries. This cage includes a higher protection for sensor and other parts of the tool, too.

Advantages of the fast coupling tool connection system in the area of the die:

- Bundling of all cables to the die in one hose with one multipole connector
- Cables are protected and are not lying on dirty and wet floor
- Shortest set-up time
- No confusion while connecting the die
- Up to 6 tooling zones per 1 multipole connector are possible
- 20 mm thermal insulation boards around the tool reducing surface temperature of the die and risk of injuries, achieving energy savings and protecting single parts of the tool, e.g. sensor and many more.

High Tech Extrusion copes again with its slogan "productivity, efficiency and reliability" and now can add "simplicity" as a new element to the slogan too.

EVENTS

PVC Extrusion 2011

Raw material - Processing - Application

Conference from Nov. 30th, 2011 till Dec. 12th, 2011
City/Country: Nürnberg, Germanisches Nationalmuseum, Germany

Mr. Cervenka from High Tech Extrusion presented the OMNIA extrusion line, the achieved energy savings and the efficiency of the line to 135 participants (mainly renowned german windowproducers). Further more he gave an overview of our TEC 4s – a control system with a central computer for the whole extrusion line. The conference was also a very good for discussions with the participants, who opportunity were supporting our complete solution for windowprofile lines and the quick coupling system for tools.

Company Speck Pumpen at Technoplast in Micheldorf

On Dec. 6th the company Speck Pumpen welcomed their customers at Technoplast's Micheldorf site. Speck Pumpen produces high class special pumps, e.g. radial impeller pumps, liquid ring vacuum pumps, which are used in the OMNIA vacuum system too. Speck Pumpen demonstrated the vacuum system and the achieved energy savings at our profile extrusion line consisting of OMNIA Extruder and downstream from Technoplast. Not only the presentations of Speck Pumpen and High Tech Extrusion were interesting but also the speech by GEALAN (profile extrusion company), where the advantages of Speck Pumpen (e.g. high energy savings, easy maintenance, easy mounting, noise reduction and so on) were pointed out in comparison to solutions from competition.



Interplastica 2012, Moscow

In 2012 the High Tech Extrusion Group once more attended the fair Interplastica. The exhibition, which took place from Jan. 24th – 27th in Moscow, is most popular in Russia and the CIS countries. A lot of customers visited Mr. Georg Gimeyn and Ms. Tatiana Pashinskaya at the High Tech Extrusion booth, e.g. Mr. Marat Davletjarov, General Manager and Michael Romanov, Production Manager of Megaplast, Orenburg as well as Mr. Lichtenberg from IKA. IKA develops PVC recipes for our profile producing customers.



Megaplast, Orenburg



Mr. Lichtenberger, IKA

COMPANY CHRISTMAS PARTY AND DISTINCTIONS

High Tech Extrusion, Korneuburg

The Christmas Party of High Tech Extrusion took place at the restaurant "Dorfschenke" in Oberzögersdorf. After a highly motivating speech by Mr. Xaver Gruber the buffet was opened. In the course of this festivity some longtime employees have been honoured:

- 5 years: Christian Linda, Florian Luser, Birgit Schuh, Bernhard Seim
- 15 years: Martina Leupold
- 20 years: Peter Cervenka



Mr. F. Reschl, Mr. P. Cervenka, Mr. X. Gruber



Mr. F. Reschl, Mr. F. Luser, Mr. X. Gruber

Technoplast, Micheldorf

The Christmas Party of Technoplast took place at the restaurant "Spez" in Schlierbach. A delicious meal was served and a captivating speech by Mr. Gruber to the Micheldorf staff was held with a lot of distinctions.

5 years: Mateusz Bialy, Harald Edlinger, Hubert Heissmann, Mario Wirtl

10 years: Renate Wimmer

15 years: Siegrid Braunreiter, Markus Hinterlaßnig, Dean Ramacinovic, Johann Stockhammer, Karl Wöckl

20 years: Helmut Buchinger



Mr. R. Tikal, Mr. K. Wöckl, Mr. X. Gruber



Mr. R. Tikal, Ms. S. Braunreiter, Mr. X. Gruber

Our apprentices in Micheldorf have been honoured for their excellent success in school.

Mr. Mario Petroczy, finished 3rd class with first-rate success

Mr. Piotr Wojcicki, finished 3rd class with good success

The following apprentices have passed their final apprenticeship examination: Huseyin Babul (with good success), Volcan Kantarci, Ivan Lovrenovic.



We waved good bye to Mr. Alois Landgraf and Mr. Gerhard Hemetsberger who will now enjoy their well-deserved retirement. Mr. Hemetsberger will continue to support the sales department.

We congratulate all honoured employees and wish a very prosperous future.

Mr. R. Tikal, Mr. G. Hemetsberger, Mr. X. Gruber