



# GAWGROUP

## NEWS FROM THE GROUP imteam

### Waste Coating Colour Recovery Technology for SCA



GAWGROUP  
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GAW

automationX

ECON

UNICOR®

artec  
AUSTRIAN RECYCLING TECHNOLOGY

osmo  
membrane systems

KRESTA  
Industrial Plants

Ki KRESTA  
industries

thomas

Edition 2 | 2014  
limited edition

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### Shortcuts

#### Expansion of Audi Neckarsulm roof-fitting plant

The plant, supplied by GAW, which has been producing roof assemblies for car body construction since mid-2013 without malfunction, has been expanded this autumn with additional materials handling equipment for skid and container transport and has been commissioned. Similarly a pneumatic gripper has been mounted on the portal system supplied by GAW, operational for nine different models of vehicle roof. Currently the test phases of the pre-series models are being conducted by the customer and in 2015 series production is scheduled to begin.

#### Successful commissioning in the VW works in Bratislava

After spending the summer carrying out comprehensive and labour-intensive reorganisation, the materials handling equipment supplied by GAW to the VW works in Bratislava was commissioned exceptionally satisfactorily and to a large extent without problem. Currently the Bratislava works produces the VW Touareg, Audi Q7, Volkswagen up!, Skoda Citigo and SEAT Mii models, as well as the bodywork for the Porsche Cayenne. This site is, therefore, the only works in the world to manufacture 5 brands of cars under one roof. The acceptance of the plant is scheduled for the end of 2014.

#### Fresh fluctuation in the corrugator market: generation G22

"What production techniques do our customers currently use and what techniques will they use in the future? What technical features must a corrugator have to fulfil these requirements? And what features are definitely not needed? What nominal diameter range makes sense?" UNICOR has been busy investigating the answers to these and other questions. The result is a revised range of models for the small and medium diameter range. The G2 corrugators with their modular construction, which can be adjusted to meet the specific technical features required by customers, will shortly be coming onto the market. All the models and features of the UNICOR G2 generation will be introduced at the next edition of imteam.

### Editorial

In the last few weeks poor and therefore also negative employment market messages have been accumulating in Europe and Austria, but, instead of discussing and quickly bringing into play growth and offensive location-related strategies, redistribution is being enthusiastically considered. The answer is a tax on millionaires. But what would such a tax really mean? The fact is property tax affects us too! Family firms like us, which take care that our company has a good equity base and re-invest the profits. Family firms like us, which put the long-term survival of our company at the centre of our daily activity as our most important maxim and do everything to ensure that our employees and their families can sustain a high quality of life. Property taxes would produce the opposite. Tax reform, yes. But please, not before a serious, honest discussion, which focuses on relieving the load on people and companies. Clearly relieving the load on employment must be in the foreground, with the objective of attaining more net for those who pay tax on wages and income and lower labour costs for the companies. This is the only route to success, if we are to increase Austria's ability to compete and thus to create urgently needed new employment posts. Expenditure-related and counter-financed of course, by permanent changes in the main factors driving expenditure – pensions, administration, health, funding and subsidies. However, what will certainly not help us further in times of sluggish economic growth and exploding public spending is continuing an ideological debate on unequal wealth, income distribution or opportunities.

If one considers the (lack of) development in Austria in combination with the (international) market forecasts, one gains absolutely no confidence in a bright economic future. In this situation I am very glad that I directed the strategies in our corporate group in good time into the correct channels. The targeted acquisition of companies and the broadening

of our business base into other industries and applications have put us in a position today that is largely crisis-proof. Not until recently, with the acquisition of AutomationX, the technology company with world-wide business activities, have we extended our service offer in customer-specific, complex industrial plant with components from process automation. On the one hand, we have been linked with AutomationX GmbH for a long time now by a lasting business relationship and on the other hand, GAW has been involved in this company right from the start. I am all the more delighted that the circle of cooperation has closed

again and we have been able to gain an additional strong asset for the further sustainable development of the GAW Group.

In this spirit I wish all our readers and their families a good, healthy and successful 2015.

Mag. Jochen Pildner-Steinburg

#### The Editorial team

Above from left: Nina Pildner-Steinburg/GAW, Marc Pildner-Steinburg/GAW, Andreas Mühle/GAW, Nikolaus Brücke/GAW  
Middle from left: Christian Stine/GAW, Magdalena Deisl/ECON, Christian Steiner/OSMO, Rinco Albert /orange' clou für UNICOR  
Down from left: Oliver Koroschetz/GAW, Sigrid Tertinegg/GAW, Iris Müller-Grabmüller/KRESTA industries, Jörg Severing/ARTEC



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## COMPANY REPORT

# A newcomer to the GAW Group – AutomationX GmbH

The integration of the technology company into the Group enhances the GAW Group's service offer for process automation components.



1 AutomationX – integrated complete solutions in the automation technology sector

AutomationX is a technology company with world-wide business activities, which focuses on integrated complete solutions in the automation technology sector. Its main activities are the implementation of overall projects in the industrial sector – e.g. in the paper, steel and food production industries, in the infrastructure sector – such as traffic, tunnel and building control and the energy sector – energy management systems. In addition, it develops and distributes its own automation software and hardware products.

#### GAW – partner since the foundation phase

Herbert Ritter, one of the firm's founders began setting up AutomationX in his parents' living room. Together with Gerhard Maitz he worked day and night on the basis principle needed to realise their vision: technology, which is still used today, on which to base the completed solutions offered for automation in industry. The firm was finally set up in 1989 and GAW was not only one of its customers from the beginning, but was also a significant partner in developing the aX software of the same name from a device purely for system control into a complete solution for industrial production processes.

In the last 25 years we have jointly successfully realised numerous projects in the paper technology sector and when Maitz and Ritter, the two company founders decided to concentrate in the future on other business areas with their M&R Group, the question arose as to into whose hands they could with equanimity place the future of AutomationX. After all, they had devoted half their careers to building up the firm and working towards its requirements. The GAW Group rapidly emerged as the partner of choice and within an extremely short time we were able to come to mutual agreement about the take-over.

#### The Automation X software family

The core of the independently developed Automation X software family is the aX system, with which all automation tasks can be solved in one coherent environment. At one and the same time it carries out SPS and DCS tasks and controls visualisation, SCADA and MES systems. For batch processes and/or discontinuous production processes with liquid, paste-like or powdery products the system can be expanded to the aX Batch module. A production management programme, (MES) for the scheduling and evaluation of formula-controlled production processes as well as an Advanced Process Control module for process analysis, improvement and simulation round off the portfolio. There are specific functions for applications in infrastructure, such as for the switching of traffic programmes, the optimum use of video walls or a help desk manager.

ents, tablets and smart phones). Operating parameters can be continually logged and trends derived from them and displayed. Switching operations, interventions, system messages and alarms etc. are documented in journals and logs and can also be visualised by means of Playback Manager.

#### The hardware

The extensive software package for all industrial and infrastructural applications is being expanded by a hardware product family. Among other products this includes a PC-based controller for installation in the field (aXcontroller), a field bus Ethernet coupler (aXlink100), as well as a route station for traffic applications (aXtraffic). The use of these specifically balanced components, however, is not totally necessary, since the system software is 100% compatible with all standard components made by all the relevant manufacturers, starting with the large server systems up to the embedded controllers. Redundant architecture ensures the greatest possible availability

and data security for servers, SPS and networks.

#### Thinking ahead

That is the motto, to which AutomationX is committed and which is reflected in all its products and solutions. As the result of intensive research and development activity, the company is able to offer individual solutions for its customers' sector specific demands. The performance spectrum is rounded off by a comprehensive After Sales Service and a professional Support Department on call 24 hours a day, in conjunction with a system-guided Service Hotline and a Remote Support Department. Most frequently-occurring problems are equally speedily remedied and continuous operation is ensured.

automation X

A particular feature of the Automation X system family is its consistency. This means that the entire system – process diagrams, SPS logic, communications, etc. – can be projected using just one tool. The technical basis for this is created by its consistent object-orientation. This enables automated tasks to be carried out and entire automation projects to be created from ready-made, graphically displayed software modules. These modules already contain all the details concerning control, visualisation, alarm management, data management, simulation, etc. The user can thus control the objects without difficulty and combine them to his individual requirements without needing any knowledge of programming language.

The most diverse platforms can be used for visualisation (monitors, video walls, web cli-

## PROJECTS

2 Brigl & Bergmeister GmbH, Mill in Niklasdorf

# GAW awarded major contract by Brigl & Bergmeister

New talcum powder processing plant and expansion of the coating kitchen for the leading manufacturer of labels and packaging papers.



GAW technologies GmbH has been awarded the contract by Brigl & Bergmeister GmbH for the supply of processing plant for stocking and dosing kaolin and for expanding the existing coating kitchen including its talcum powder stocking and dosing plant at the site in Niklasdorf.

#### Multi-stage project implementation

The project was carried out in several steps. The equipment for stocking and dosing kaolin, auxiliary material for the paper machine, including the silo unloading system, are being constructed this year. In summer 2015 the

existing coating kitchen, which incidentally was originally supplied by GAW and has been in use for some 25 years, will be expanded. Similarly, the entire new talcum processing plant, including the silo unloading system, will be commissioned towards the middle of next year. In autumn two separate work stations, one for coating colour and one for the starch cycle, will be added. The new contract will be rounded off with the expansion of the Automation X process control system to include an upgrade to the latest version.

#### Long-standing partnership

The partnership between GAW and Brigl & Bergmeister has now lasted many years and GAW is very proud that we have been invited to carry out this project. Brigl & Bergmeister can look back over a long tradition – the first factory was founded in 1842 – and today it is the leading manufacturer of labels and flexible packing papers. Since 2011 the firm has become part of the Roxcel Group and on its two sites at Niklasdorf and Vevče it employs around 540 people. Annual production is 185,000 tons and every fourth wet glue label in the world is printed on a Brigl & Bergmeister product.

# Patented GAW Waste Coating Colour Recovery Technology for SCA

Therefore, as well as having been introduced in Germany, Italy, Spain and China, GAW Waste Coating Colour Recovery technology has also successfully been introduced to the market in Sweden, the world pioneer where efficiency is concerned.

The course pursued by GAW technologies for the re-use of coating plant rejects results in

- savings in raw materials,
- minimisation of transport,
- more cost-effective paper manufacture,
- relieving the load on waste disposal sites,

and takes full account of energy efficiency and protection of the environment, which we owe to our natural surroundings.

Up until now large volumes of high quality pigments were lost as a result of cleaning the coating units and through grade changing. Since these were contaminated (dirt and agglomerates) and had a low solids content, it was not possible, until now, to return them to the process. The pigments flowed with the factory effluent into the factory sewage treatment system, were separated out there and disposed of as sludge. This caused considerable costs to the company for the disposal of

the sludge on the one hand and the replacement of the lost pigments on the other.

## Massive energy savings

The use of the patented GAW Waste Coating Colour Recovery technology makes it possible to return 100% of the coating colour rejects (semi-bleached pulp, pigment agglomerates, coarse filler material, and bonding agents) to the process, resulting in considerable savings and thus benefitting the environment.

Thus, for instance some 70% less energy is needed for reprocessing than is required for the grinding of fresh pigments. The CO<sub>2</sub> emissions, which accrued until now in the manufacture and transport of the lost pigments, have now been completely eliminated. The volume of effluent is massively reduced, since the separated-out clear water is similarly returned completely to the process and thus the load on the sewage works is relieved. Waste disposal of contaminated pigments, which up until now ended up in the sewage works via the effluent and thus in the sludge, is now completely unnecessary.

The plant was commissioned in November 2014 and the quality-aware customer expressed it-

SCA, another international group, has confidence in a technology patented by GAW, for reusing coating plant rejects.

## PROJECTS



self delighted with the problem-free installation procedure and the fact that the plant was immediately functional from the start.

GAW has negotiated a 30-year business relationship with Svenska Cellulosa AB, SCA for short, an international manufacturer of cellulose and paper products in the tissue paper and packaging sector and we are proud that we have yet again been able to live up to the confidence placed in us.

3 GAW-process engineer at work

4 Waste Coating Colour Recovery Technology for SCA



# Surface refining for fibre glass fleece

GAW has been retained by one of the largest and most innovative manufacturers of construction materials for the construction of residential and industrial buildings, as well as of fibre glass reinforcements and composite systems, to carry out the mechanical and electrical engineering and to supply a bonding agent processing plant for the impregnation of fibre glass fleece.

## Surface refining with GAW Variable Shear Technology

The scope of supply includes the feed hopper for the products supplied in powder form, storage containers and key parts, such as agitators, pumps, screw-conveyors, filter stations and instruments. The core of the plant is the dispersion aggregate based on GAW Variable Shear Technology, which guarantees

Leading innovator in fibre glass technology orders bonding agent processing from GAW.

continuous alignment and adjustment of the shear rate during operation, which in turn ensures that the media is processed gradually, at a steady rate.

GAW technologies will work on this contract in close collaboration with GAW PCS in Chicago. Delivery of the plant is scheduled for early 2015.

# GAW at Audi Ingolstadt: PVC lifter project

In May this year Audi AG awarded GAW the contract for modernising the PVC lifter in the paint shop in the Ingolstadt works. The Ingolstadt works is Audi's largest production plant, employing some 37,000 workers and producing more than half a million cars in 2013 alone. GAW is very proud to be able once more to demonstrate its skill in materials-handling plant construction for Audi.

## Trouble-free start-up despite tight time schedule

The starting basis for this project was the existing heavy duty electrical overhead track, which

consists of two identical 100 metre lengths of line lying next to each other. These lines transport EMS/EHB<sup>1</sup> carriers from one worker or robot work station to another. At the end of the line the carriers are raised, transported back at a height of about 9 metres and at the start of the line they are once more dropped to the lower level. The modernisation of the lifters commissioned brings many advantages and makes transport of the carriers considerably more accurate, since the load is now split centrally between 4 conveyor belts. Power surges and other problems are minimised and this prevents malfunctions.

Modernisation of the PVC lifter in the paint shop has made line management more accurate.

Phase 1, construction of the intake lifter, in a very tight time-schedule, which placed extremely high demands on the GAW Automotive Team, was completed in summer 2014. Both the deadlines for development, planning and calibration and for the actual construction phase were extremely tight. The renovation of the intake lifter had to be completely finished within only 3 weeks and despite a few critical moments, the team was able to satisfy all the customer's specifications on schedule and the system was started up almost without a hitch.

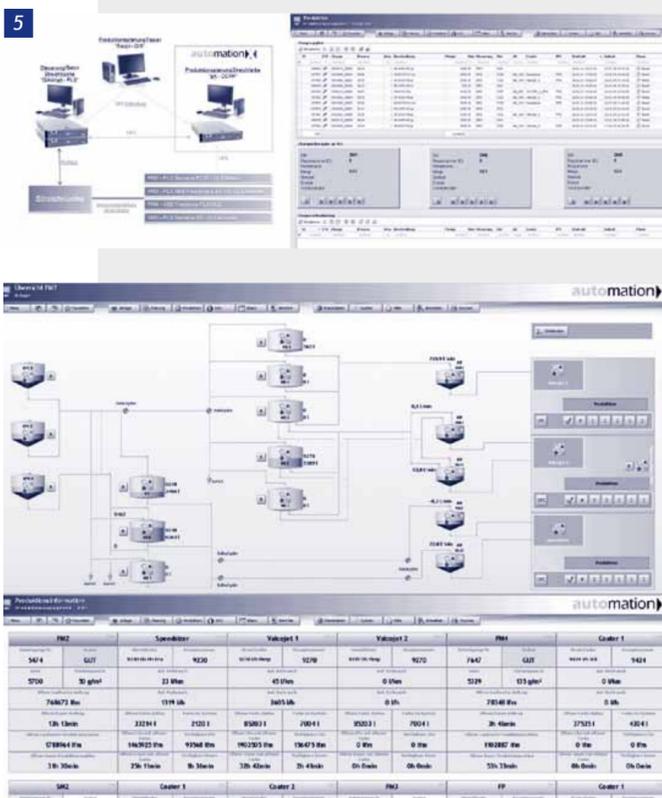
Phase 2, the construction of the outlet lifter, is scheduled for the end of 2014/beginning of 2015.

1 Electric overhead tracks are overhead conveyor systems, with carriers fitted with single drive. By means of points, lifting and lowering stations or vertical lines positions can be reached as required.

## PROJECTS

# AutomationX coating colour management for Sappi Alfeld

The CCPP® – Coating Colour Production Programme – reduces coating colour losses and time wastage in changing products



## 5 Coating Colour Production Program

The number of coater systems on modern paper machines and the frequency at which the type of paper is changed increase the challenges in coating colour production. For this reason, when the PM2 in Sappi's Alfeld works was being renovated, an AutomationX coating colour management system has been integrated throughout the works; by taking account of the paper production schedule and the current colour coating operation, this sys-

tem automatically plans and coordinates coating colour production.

### Wastage of resources and environmental pollution minimised

As part of the renovation of the PM2 two additional coater systems were integrated and production was adapted for coated speciality papers. The three existing coating stations are still supplied by the central coating kitchen. Since formulations change frequently, however, even slight fluctuations in production may result in surpluses of coating colours, causing corresponding consequential costs for reprocessing or interim storage costs. An automatic coating colour management system has been introduced with the aim of minimising this waste of resources and damage to the environment.

The challenge here is to coordinate the quantities of coating colours with the coating heads for different uses depending on type and time and that requires

- accurate consumption planning,
- continuous adjustment of consumption planning to actual consumption,
- transferring the coating colour from the mixer to the work station at exactly the right time
- and problem-free matching of the changing products with the coating colour process.

### The solution

The paper type schedule and the coating colour formulation data are transferred in a regular progression to the CCPP system via a communication interface to Sappi's higher-ranking production schedule (QIS/MICS). Coating colour consumption is calculated theoretically on the basis of data such as running meter and coating application. Preparations with the same types

of coating colours are combined and depending on the mechanical factors and the utilisation of capacity, the optimum batch sizes and the mixer and transfer routes generate allocations for each production cycle.

The updated production data, such as actual coating colour consumption and type of operation are transferred via further interfaces to the CCPP system. These data make it possible continuously to adjust for the costing calculation for colour consumption and to update batch scheduling. The remaining production time can also be calculated for each production cycle. Parallel to this, the preparation time for the new coating colour product is calculated, processing time is optimised and transfer to the storage containers is planned.

When products are changed, the cleaning sequences can be accordingly coordinated by means of an integral coating colour compatibility matrix and the scheduled production and cleaning batches are transferred automatically to the management of the coating kitchen, processed there and returned to the CCPP system.

As well as automatic, optimised coating colour production scheduling, the system clearly displays the utilisation of capacity and the current production data, plus the generation and issue of production key figures and evaluations.

### Joint implementation with GAW

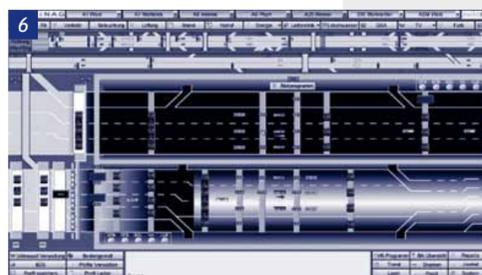
The CCPP system, developed for the PM2 in cooperation with GAW technologies and in close collaboration with Sappi Alfeld, is now in use in the entire coating kitchen, including for supplying machines PM3, PM4 and SM2.

For decades now GAW and AutomationX have been jointly involved in implementing very many projects in the paper industry and the solution for the Sappi Alfeld works shows that the project partners have lost none of their ability to innovate.

2 The Austrian Autobahnen- und Schnellstraßen-Finanzierungs-Aktiengesellschaft, ASFINAG for short, is owned by the Republic of Austria and is responsible for planning, financing, maintaining, operating and collecting toll charges for the Austrian motorway and arterial road network.

# AutomationX process control technology for ASFINAG

The Wels Control Centre is fitted with new process control technology to monitor, serve and manage the tunnel systems on the A8, A7 and S10.



## 6 Process graphic of a tunnel system

AutomationX is currently equipping the ASFINAG's Wels Control Centre with new AutomationX process control technology. This Control Centre is responsible for all the tunnels on the A8, A7 and S10 motorways in Upper Austria, plus all the traffic guidance and control systems in Upper Austria. All these systems are monitored in the control centre at three operator stations. The systems are also served and controlled from these operating stations. Images from the surveillance cameras and the process images for the control system are displayed on a video wall to give the operating staff an ideal overview.

### New operating concept makes road network even safer

Because of the approximately 3,000 process images and diagrams and more than 700,000 data points, the project had to develop and implement special functions for managing the operation and performance of the control system. Furthermore, the new operating concept makes it possible for the first time to combine and operate the tunnel systems and traffic guidance and control systems in a single system. Until now all ASFINAG control centres used two different systems for these

tasks. The innovative operating concept allows the operator to retain oversight of the hugely large surveillance area at all times and to take the correct action in terms of traffic safety when alarms are set off or interventions are necessary.

In addition, for the well-known and extremely over-stretched A7 in Linz, a ramp metering system has been installed, which controls the inward flow of approaching vehicles at the Franzosenhausweg slip road, in accordance with the traffic flow on the A7.

# The greenest factory in Holland – controlled by AutomationX

Unipro B.V. awards AutomationX the contract for implementing the control systems in their production plant.

Unipro B.V., a subsidiary of Uzin Utz AG in Ulm, which develops and produces products and product systems for the laying and surface refining of floors, plus the machines for processing floors, has constructed a completely new factory in Haaksbergen near Enschede, in which adhesives and self-levelling floor coatings for industrial floors are manufactured. Right from the planning and construction stages ecology and sustainability were high priorities

and consequently the works, where adhesives and self-levelling floor coatings are produced by totally carbon-neutral processes, have been certified as the greenest factory in Holland.

### AutomationX production management tool ensures consistent planning

Unipro has chosen to control fully the ground-batching plant, the filling systems etc. and

their production scheduling and evaluation systems by using the AutomationX production management tool, which makes possible complete, integral planning and control, based on master data and order data from a SAP R/3 system and the customer-specific formulations.

The opening ceremony in May 2014 took place in the presence of Queen Maxima.

PROJECTS

# Processing of lithium salt – follow-up order for OSMO

Lithium ion rechargeable batteries are regarded as the energy storage solution for the future and are indispensable, in particular, for electro-mobility. One of the most renowned producers of speciality chemicals has once more ordered an ultra high pressure reverse osmosis system to expand its capacity to produce lithium salt.



The demand for lithium is rising sharply and mention has been made many times of the outbreak of “lithium fever” anticipated in the next few years, for the mercurial

growth in demand for this chemical element is not simply due to the increasing significance of lithium in battery products. Until now, lithium ion batteries were used princi-

pally to power portable electronic devices, such as notebooks, and mobile telephones, but now they are regarded as key technology for electro-mobility, which requires much greater quantities of lithium.

**Major plant expansion**

OSMO is undertaking a major project to expand existing plant for one of the largest and most famous speciality chemical producers in the world, which specialises in producing lithium salt, among other products. The expansion of the existing plant in Canada was completed in 2011 and successfully commissioned. The plant has been expanded by means of a multi-stage ultra high pressure reverse osmosis system, procedurally similar in application to the one already constructed for Südchemie at their Heufeld site in Bavaria.

**Concentration of 1 g/l to more than 120 g/l**

The entire ultra high pressure system comprises three stages specially connected to each other and concentrates lithium salt from a concentration of 1 g/l to more than 120 g/l. Depending on the salt concentration in the preparation cycle the operating pressures are in the range of 30, 60 or 115 bar.

As well as planning and supplying the new HP UO stages, the contract includes electrical and mechanical supervision, commissioning and on-site training.

OSMO is very proud of this repeat order since the customer is once more putting its confidence in the outstanding quality of the plant constructor’s work and its ability to meet production deadlines. The system will be delivered in January 2015.

7 Ultra high pressure reverse osmosis system



# The new UC 210 – clearly more cost-effective

The difference between the UNICOR UC 210 with 48 moulding jaws and its little brother with 36 pairs of moulding jaws rests purely in terms of mathematics on 12 pairs of moulding jaws. This value will not excite much applause on its own. However, real enthusiasm will be shown when the economic and technical improvements are made public.

The UC 210/36iV enters the market with relatively low investment costs. This is to some extent due to the improved inlet geometry, which makes possible high output at small and medium nominal diameters. The steady high cooling capacity, produced by directly cooling the moulding jaws with water and the vacuum moulding jaws with a single-profile

UNICOR is bringing a new corrugator onto the market, which combines high production performance with the best economic value.

extraction system for optimum wall thickness distribution and the lowest possible weight per metre are further technical improvements, which guarantee tube and pipe manufacturers clearly improved cost-effectiveness in the manufacture of PE cable conduits and PVC drainage pipes right from the start.

COMPETENCES

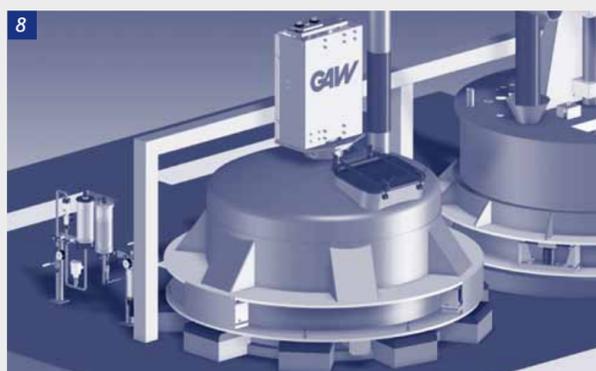
# New technology for old coating colour blenders and dispersion tools

It is not always necessary to replace old coating colour blenders with new ones in order to achieve higher quality and performance. The desired result is often achieved by renovating an existing type, irrespective of the original manufacturer.

**Energy efficiency in the lime-light**

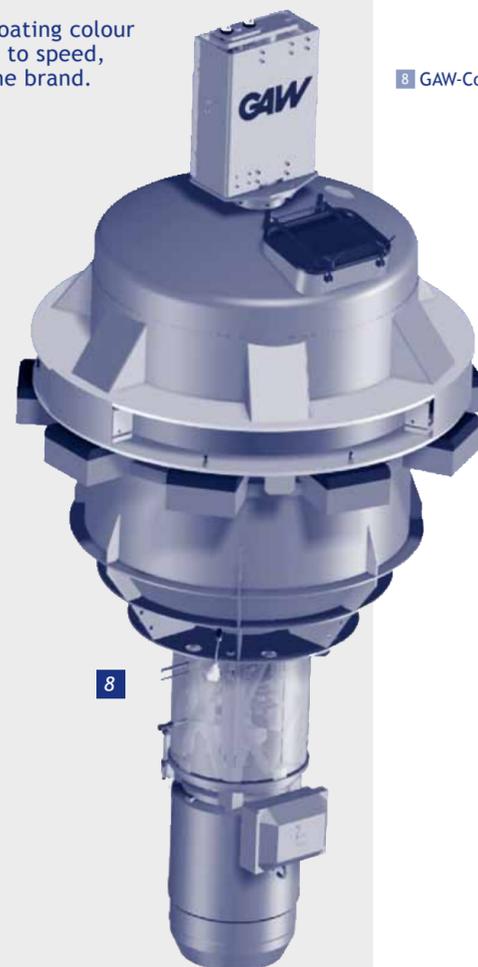
In the course of renovation on the one hand the containers and flow sweep system are modified and on the other the machine is fitted with dispersion aggregate based on GAW VST technology and receptive to the latest state-of the art technology at any given time. Similarly, aXF breakers or sXF breakers are used instead of the previous baffles, guaranteeing energy efficient fluid conduits.

- Retrofitting brings additional benefit*
- Improves dispersing quality
  - Allows higher solid content
  - Less energy requirement
  - Investment protection



GAW brings old coating colour blenders back up to speed, irrespective of the brand.

8 GAW-Coating Colour Mixer



## FOCUS ON

## Universities of Technology rely on Memcell test system

9 Memcell Test system

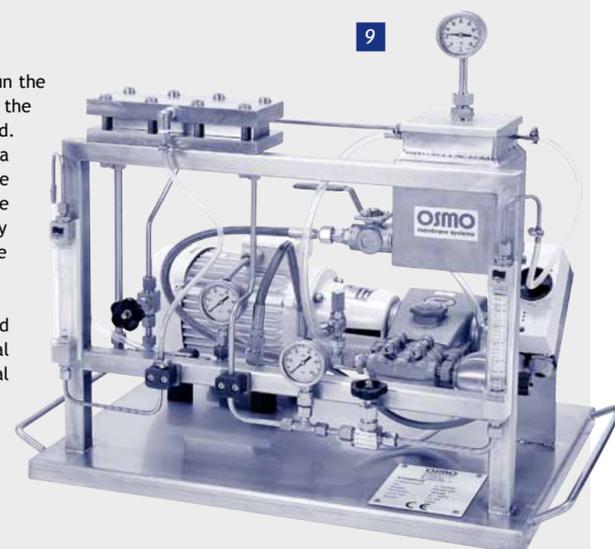
The Memcell test system has been established for years and is now used not only by industrial firms for test purposes, but increasingly frequently it is being sought by Universities of Technology as a training tool, both in Europe and throughout the world. In this way students and institutes can combine theory at the university with industrial practice.

### From Graz via Dresden to India

The Memcell calculates specific parameters for processing water-based media by means of ultra-filtration, nano-proliferation and reverse osmosis. The hydraulic properties of the flat module are based on a spiral wound element. Thus, experience gained in the laboratory can be carried over into the pilot production testing. The flat cell in the system is supplied with vari-

ous spacers (30-44-80 mil); to run the plant with another spacer, only the centre part needs to be changed. On the permeate side there is a porous sintered plate, with the same properties as the permeate spacer, ensuring optimum steady permeate flow. Thus, the module can be reliably scaled up.

OSMO is particularly delighted to have acquired the Technical University of Graz, the Technical University of Dresden and an institute for the textile industry in India as customers. This brings the number of Memcell Classic and Automemcell systems sold to more than 80.



The system developed by OSMO for the calculation of specific parameters for the processing of water-based media is in increasing demand as a training tool in Universities of Technology.

## ECON introduces the smallest pyrolysis furnace to date

10 ECON stand at Fakuma



In the intervening years between the dates for the K Trade Fair in Düsseldorf the Fakuma Trade Fair is always held two years in succession in Friedrichshafen. ECON regards this fair, together with the K, as the most important trade fair in Europe for the plastics processing industry. This year, with the slogan, "Pelletizing is in our DNA ... and we pass it on", they introduced two new small-scale systems: the EUP 10 laboratory pelletizing system and the smallest pyrolysis furnace to date, the ECON EPO 100.

### Laboratory system in live operation

As a particular highlight, the EUP 10 laboratory pelletizing system was demonstrated for the first time in live operation to allow the public a real opportunity to visualise the benefits of ECON technology. The EUP 10 has all the advantages of the ECON underwater pelletizing systems. This process applies the established thermal break known from the production line, to prevent the melt from freezing in the outlet holes.

ECON presents the EUP10 laboratory pelletizing system in live operation at the Fakuma Trade Fair and also introduces the public to a further innovation, the EPO 100 pyrolysis furnace.

### The EPO 100 pyrolysis furnace for small components

At the Fakuma the public were also introduced for the first time to the brand new ECON EPO 100 pyrolysis furnace. Like the larger models, the EPO 100 is also used to clean tools and filter components contaminated with plastic. With an infeed plenum of about 200 mm in diameter and 260 mm in length, the new pyrolysis furnace is ideal for small components. The EPO 100 functions in the same way as the larger EPO models. Plastics residues are removed from the components under vacuum and emissions adsorbed by means of an activated carbon filter. The result is that the EPO 100 offers a non-destructive, environmentally-friendly solution.

However, visitors to Fakuma will remember their visit not just for ECON's technological advances or the informative discussion, but also we hope for a personal gift – the ECON pants.

## Iran – a market with opportunities and secrets

11 ECON Sales Manager Uwe Neumann and representatives of Nekousaz

12 Expert talk with UNICOR



Iran, with some 78 million inhabitants, of whom 12 million live in the capital, Tehran, is visibly opening up to western companies and the political signs are pointing to détente. At the same time the demand for consumer articles is growing and the country offers the plastics industry enormous market potential. Both UNICOR and ECON have used the Trade Fair to revive former business relationships and to make new initial contacts.

### UNICOR introduces new representation in Iran

UNICOR corrugators have been operating in Iran for several years now, however by virtue of the political instability and continuing economic embargoes in the last few years it has been very difficult to operate on the Iranian market. With the present effective easing of the market, doors are once more opening for UNICOR in a market with which it is already familiar. Jointly with its new representatives in Iran, the firm of Varzidehkar Co., UNICOR presented its product range on a really impressive stand. There were many technical discussions, with enquiries predominantly about projects in the up to 200mm tube and pipe sector (drainage, cable conduits, and white goods); however the visitors also asked about planned investment in more major future projects.

### ECON finalises the project

ECON has also already occasionally supplied systems to the Iranian market, but because of the sanctions which were in place and which to some extent still are in place, machines from Asiatic suppliers are to a great extent being operated. Nonetheless the many discussions with the very friendly and courteous visitors to the Trade Fair have shown that there is most certainly a demand for high-quality machines from Europe, in particular from Germany and Austria. Marketing Manager, Uwe Neumann and Area Sales Manager, Michael Haas, assisted by the owners of Nekousaz, ECON's commercial agency, entered into more than 50 discussions over the five days of the exhibition, from which they were able to make promising contacts. This was especially pleasing, since it was possible to finalise a project already undertaken by ECON during the Trade Fair.

UNICOR and ECON sum up the Trade Fair in exactly the same way: this is a market which could reveal many opportunities, but patience is needed. The time-spans of a project in an extremely price-sensitive market are unusually long by European standards. A further difficulty arises from the Iranians' courteous manner, which makes it hard to estimate ac-

The Islamic Republic of Iran offers the plastics industry a major market. ECON and UNICOR were exhibitors at the major plastics Iranplast Trade Fair.



curately the probability of a project really getting off the ground. To some extent the picture is obscured by the Iranians' encouraging and effusive manner, which means that a customer's genuine interest can remain concealed for quite some time.

# GAW Group – Hidden Champion 3.0

The honour of this distinction is awarded exclusively to companies, which fulfil the criteria for being a Hidden Champion. These criteria include leadership on the world or European market, a turn-over of more than 15 million Euros, being a wholly owned Austrian company and showing evidence of sustainability in terms of ecology, the economy and social and innovative issues.

In Austria, Germany and Switzerland there are more than 1,500 world market leaders. In many respects the public is scarcely aware of them, but they occupy pre-eminent positions on the world and European markets, having reached these positions by virtue of their first-class performance.

### With our sights set on world class

Being Hidden Champion means more to the GAW Group than just having a larger share

of the market. We claim to lead customers, competitors and our markets by setting standards and benchmarks. We will only become world class by having real depth and setting our sights on it. We have taken heed of the realisation that originality is something that can only be created internally and that cannot be acquired on the market by means of outsourcing. Unperturbed by the politics of trends and management methods of the day, Hidden Champions pursue their course. They have already demonstrated their pre-eminence in yesterday's world and since they remain true to their fundamental principle of applying healthy common sense more consistently than others, they will also flourish in the globalised world of the future.

The GAW Group is proud to be one of these enterprises.

In recognition for their outstanding services to Austrian export trade the GAW Group have been given the distinction of being selected as Hidden Champion 3.0.



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## FOCUS ON

13 The president of the Austrian Chamber of Commerce, Christoph Leitl, hands over the Hidden Champion Award 3.0 to Marc Pildner-Steinburg

# Open Day at KRESTA industries

On 19th September 2014 KRESTA industries in St. Andrä held an Open Day. The Federation of Austrian Industry coordinated Open Days for interested visitors in 36 different enterprises in Carinthia.

In their Open Day KRESTA industries' guests were given the opportunity to visit and find out about 12 different stations in the Ki Group.

Among other things it was explained to the 360 visitors how the KRESTA headquarters is organised and which affiliated companies belong to the KRESTA industries consortium. Visitors were also taken on guided tours of KRESTA Anlagenbau. At the end of the day each visitor was given a photo, taken on the "violet KRESTA industries carpet", as a souvenir of an interesting and varied day.

More than 180 secondary school students took advantage of the opportunity to find out more about their potential future employer, the leading firm in the Lavanttal region.

14 Open day at KRESTA industries



14



14

# Build the change. It is your future.

To find out what children think the future will be like and from that, to infer what the decision makers of today should be doing was the idea behind the "Build the change. It is your future." event. The Federation of Austrian Industry issued invitations to the event at the beginning of October with the result that more than 7,000 children accepted the invitation to give expression to their thoughts, ideas and visions of the future.

### Children dictate the mission

However, the suggestions from the thousands of children and young people generated by the event, their constructions and statements about the future are not the result of a process, but rather the beginning. The perceptions, jointly analysed by experts, will often be introduced when new schools are to be designed, new urban districts are to be developed or new forms of mobility have to be thought out, in order to create a place fit to live in for future generations, where wealth and quality of life will be secured.

In four days 7,000 children constructed the world of the future from 2 tons of LEGO® bricks.

15 GAW invited the children of the Eisteich - Elementary School to construct their world of the future (from left: Ella, Jördis and Sara)

16 Alhusein and his building



15



16

## FOCUS ON

17 The winner of the Crocodile Trophy in the GAW-jersey

# Imogen Smith triumphs in the Crocodile Trophy



Imogen Smith and Greg Saw are the elite winners of the Crocodile Trophy 2014 – the hardest mountain bike race in the world.

The hardest mountain bike race in the world was held for the 20th time this year and finished at the fabulous Four Mile Beach in Port Douglas (Queensland, Australia). The last stage was a time trial from Wetherby cattle ranch over the “Bump Track” in Port Douglas, known and loved by Australian mountain bikers – a rapid descent to the holiday paradise on the Pacific Ocean. The Australian-born Greg Saw was the winner, riding under Norwegian colours. The ladies’ winner was the Australian, Imogen Smith.

18 The challenge: Andreas Gruber and the Erzberg



## When the Erzberg beckons

GAW summiteer, Andreas Gruber has taken on the challenge of the Erzberg Run.

The Erzberg Mountain in Styria and especially the steep landscape, with its rich history, has been very popular with sportsmen and women for many years. So this year once more and for the 12th time the Erzberg Run was held – a 12.5 km long mountain course rising 745 metres in altitude. Summiteer Andreas Gruber, from GAW took on the challenge and scaled the “Styrian Pyramid” in a respectable time of less than 1 hour 37 minutes.

## People

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GAWGROUP



**DI (FH) Philipp Kreuzer, MBA**  
COO KRESTA Anlagenbau GmbH Nfg & Co KG and quality managementt KRESTA industries

Philipp Kreuzer has been COO of KRESTA Anlagenbau since January 2014 and has taken over the management of production in St. Andrä. His strength lies in aligning production towards the 4.0 direction, i.e. optimising and automating processes.

In addition, he is responsible for quality management in the entire KRESTA industries corporate group. In both sectors he builds on many years of experience in the sectors of procurement, production and project management in the affiliated firm, PAMA. Since 2013 he has worked in quality management in KRESTA industries, where he expanded his expertise.

**Contact:**  
E-Mail: [philipp.kreuzer@kresta-industries.com](mailto:philipp.kreuzer@kresta-industries.com)  
Tel.: 0043 (4358) 3811 292



**DI Bernhard Kodré**  
Managing Director  
AutomationX GmbH

Since October 2011 as Managing Director of AutomationX GMBH, Diplom Ingenieur Bernhard Kodré has been responsible for the firm's fortunes. He brings to the task 16 years' experience as a Managing Director, Head of Technical Section and Key Account Manager in software and technology firms. His strength has always been in control and simulation technologies for industrial, municipal and infrastructural applications, in an international setting. DI Kodré began his career as a software developer with Philips Semiconductors. He studied Electronic Engineering at the Technical University of Graz, which provided him with a solid foundation for his future career.

**Contact:**  
E-Mail: [bernhard.kodre@automationX.com](mailto:bernhard.kodre@automationX.com)  
Tel.: 0043 (316) 4000 - 303



**Dipl. Ing. (FH) Gerhard Scheithauer**  
Sales Manager & Process Engineer  
GAW technologies GmbH

Since summer this year GAW has introduced customers to another highly competent contact in the Sales Team in the person of Mr. Scheithauer.

Having studied Chemical Engineering, Gerhard Scheithauer went into the paper industry and over many years working as a sales engineer in the paper supply industry he built up an extensive wealth of knowledge and expertise. This has given him the ability to comprehend customers' needs quickly and accurately and to design a suitable solution.

**Contact:**  
E-Mail: [gerhard.scheithauer@gaw.at](mailto:gerhard.scheithauer@gaw.at)  
Tel.: 0043 (676) 8870 42 43