

Maplan News

The Elastomer Injection Technology Report

July 2016



AR-TEX & Oldrati

Two long-term customers introduce themselves.

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STATE

Learn more about our Italian representative.

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OPENING CEREMONY: NEW FACTORY

We're ready to go!
Opening ceremony of our new factory is on Sept. 1st, 2016

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Editorial



Dear Readers,

With record sales in 2015, we look back on a very successful year.

In general, our order situation looks good, with an increase in new orders from US and Italy being particularly good news.

The weeks and months ahead shall be a challenging time as we move and settle in to our new production plant in Kottingbrunn. This shall also involve dealing with the transition from batch to production-line manufacturing and the temporary management of two locations.

In this issue of Maplan News I am very pleased that we are showcasing our longstanding Italian customers Oldrati and Ar-tex.

Last but not least, we will be exhibiting at the K 2016 trade show in Düsseldorf and presenting our new machine design there.

I hope you enjoy reading our „Italian Newsletter“!

Best wishes

Wolfgang Meyer, CEO

The rubber industry in Italy

What comes to your mind when you think about Italy? Sun, sand and sea or Rome, Venice and Italy's other major cities? It's definitely a country with a great history, culture and home to cuisine that rightly calls itself world food! There is however, another side to Italy: the rubber industry!

Italy is not only a leading holiday destination and industrial powerhouse with well-known brands such as Benetton, Fiat and Vespa, but it is also home to a fascinating rubber industry.

The centre of this industry lies in northern Italy, in the region of Bergamo, located some 50km northeast of Milan at the foot of the Alps and on the edge of with Po Valley. Tucked away in this picturesque landscape are world-class rubber processing companies. Companies with household names such as Ar-tex and Oldrati, but also many others, most of which are still privately owned. In all these companies, there are more than 3,000 rubber injection moulding machines in daily use.

One of the secrets of the region is probably that the surrounding area offers everything you need to produce rubber products.



Lake Iseo



Bergamo old town

Starting with mixing compounds and making moulds, through to process-related automation, right up to deburring as well as general and optical testing machines for quality control, everything is available in the region. In this way a unique network has developed which benefits all companies in the area.

These firms supply renowned international companies in all sectors of the industry with their rubber articles, from the

automotive industry and white goods, right up to medical systems and space travel.

In a country like Italy, labour costs account for a high proportion of production costs. For this reason, top quality products have to be manufactured economically with high-precision machinery to be successful.

The production of simple standard products of average quality is nowhere to be found in this region. Instead, you can find products made from rubber compounds which often cost several hundred euros/kg, combined with perfected processing. Many well-trained staff competitively manufacture these high-quality products and are able to deliver them to satisfied customers with short lead times and sophisticated logistics.

At MAPLAN we are proud to be part of this success story with our machines.

We are AR-TEX

This very successful company from Bergamo explains the values it shares with MAPLAN and what methods it applies in striving for utmost perfection

„We are Ar-tex.“ That’s our motto. In our opinion, the word „we“ stands for our strong belief that people come first. At Ar-tex, each individual employee truly identifies with the company. And it is this factor that we think amounts to the great success of our firm, which has been in business now for nearly 50 years.

Since 1970 we have been producing O-rings and technical rubber moulded products. We deploy the FEM method (Finite Element Analysis) to develop new, tailor-made customer needs solutions. This enables us to supply the market with products of the highest possible quality at competitive prices.

In order to provide our international customers with a door-to-door service, we have set up production facilities in Spain, USA, Mexico and China since 2000. All factories are certified to ISO 9001 and ISO / TS 16949 quality standards as well as to the environmental management standard ISO 14001. The main plant and headquarters remain in Viadanica (Bergamo) where the company was established nearly half a century ago. This is also the largest production site of the Group.

authorities such as DVGW, WRAS, ACS, NSF and UL. Furthermore, we manufacture special seals for hydraulic and pneumatic equipment and for general industrial plant.

In the last few years, our company has developed various PTFE and plasma treatments for surfaces. This means significantly better processing of our products on our customers’ automated assembly lines. At the same time we can guarantee the predefined dynamic performance of our products.

We have been working together with MAPLAN for many years now because we have the same human values and are very satisfied with more than 30 horizontal MAPLAN injection moulding machines installed at our plants.



Ar-tex building in Viadanica, IT

We produce over 300 million items for various applications every month, including parts for the automotive industry, sanitary systems, heating and household gas appliances. We have developed materials that have been certified by international inspection

MAPLAN International

STATE – MAPLAN’s agent in Italy

A strong partnership – MAPLAN develops flexible solutions with STATE for the Italian market

STATE Technologies S. r. l. sells injection moulding machines for elastomers, thermoplastics, TPE and silicones. Long-standing relationships with local and internationally renowned companies enable the Italian company to provide products optimally tailored to every application.

STATE has been closely cooperating with MAPLAN since 2007. During this time, STATE has achieved continuous annual sales growth with MAPLAN machines. Today the company comprises a team of ten employee who deal with the challenges of the Italian market on a daily basis. The company’s headquarters in the Calvenzano province of Bergamo is home to offices, a comprehensive stock of spare parts and a well-equipped showroom with demonstration machines and a dedicated customer training area.

MAPLAN is the company that understands the requirements of the Italian rubber industry best.

A good example for this is the tried and tested FIFO technology – applying this technology can offer many advantages such as the slightest of pressure losses and is thus an easy way to drive down cycle times.

MAPLAN has responded perfectly to the requirements of the Italian rubber industry with the introduction of the vertical lift FIFO injection unit (FIFO dual), without abandoning proven technology. In practice, MAPLAN machines are impressive not only due to the FIFO system, but also in terms of their compact size, high precision and low power consumption.

The STATE team wishes MAPLAN a successful start in Köttingbrunn.



Team STATE (2nd from the left Francesco Valsecchi / CEO)

Did you know?

- Italy: **61 million** inhabitants
- No. of rubber injection moulding machines: **5000**
- Rubber production in Bergamo: ~ **60%**
- Population of Italy in Bergamo: <**2%**
- Production of rubber products: ~ **500 million kg** per year
- Wine production: ~ **4.2 billion** litres of wine per year
- Pizza consumption: ~ **1,390 million** units per year.

Oldrati: The secret of its success

A MAPLAN partner talks about its 52 year history toriale, che vanta 52 anni

These days, it is essential for a company to be able to adapt successfully to sudden changes and even reinvent itself, where necessary. And this is the secret of success for the Oldrati group. Specializing in the manufacture of gaskets for industrial applications, this family-run company has been doing business for 52 years. During this time it has developed a formidable level of expertise in the field of processing rubber.

It all began with Vanni Oldrati. Full of an urge to innovate, as a young man he acquired new techniques for the development of elastomer seals. In 1964 he founded Oldrati Guarnizioni Industriali. Production capacity was quickly expanded through



Oldrati plant

investments in technology and personnel. New gasket types for use in different industrial sectors were added to the company's production portfolio.

The first fully integrated manufacturing processes were achieved during the 1980s. Business grew thanks to successfully serving leading companies in the automotive industry and in the fields of sanitary systems, household appliances as well as hydraulic and pneumatic systems. It was during this time that the firm already began acquiring other companies. The Oldrati group was established in 1991.

In the 1990s, Vanni Oldrati's three sons joined the family-run business and soon took on senior management roles. Today Vanni Oldrati is president of the group and his son Manuel CEO. Diego and Devid Attilio are responsible for new technologies and sales.

Initially, the group only expanded within Italy. But at the beginning of the new millennium, the

first cross-border acquisition took place with the takeover of a Brazilian-based company. Then in 2004 Oldrati Slovensko was established with a small manufacturing plant in Slovakia. Today, the Slovakian factory employs more than 700 workers. Another Slovakian company, Tecar SK was also acquired. 2012 saw the opening of Oldrati Kauçuk, a manufacturing plant in Bursa, Turkey. In the domestic market, Silital, a manufacturer of silicone products (LSR and VMQ) was added to the group in 2008.

This was followed in 2015 with the acquisition of Satig, a company specializing in surface



Oldrati hall



Manuel Oldrati

processing. The latest addition to the group in 2016 is Linea Stampi, a company with 30 years' experience in the manufacture of injection moulds for plastic products.

Oldrati is a major player both in the domestic and foreign markets for rubber products. This is thanks in no small part to the company's history and its corporate values.

Expanding the team

Generation change in the sales team

We have strategically restructured Maplan North America! Father and son John Mohl Junior and Senior joined MAPLAN Sales Team North America in June this year. John Mohl senior is head of sales in North America and is responsible for the entire sales



John Mohl Senior and Junior

team and the further successful development of the market.

John Mohl junior has joined the sales team as a new sales representative. Both men have extensive experience in rubber injection moulding. We welcome them to the MAPLAN team and look forward to working closely with both of them!

We would also like to take this opportunity to say goodbye to our long-standing sales representative Jeff Kenton. Jeff will be taking his well-deserved retirement in late August. We would to thank him for his commitment to the MAPLAN team and wish him all the best for this new phase of his life.

System Rubber

Perfect automation for horizontal machines

MAPLAN and System Rubber have been working together for many years in the automation of horizontal machines. In particular, System Rubber has an extensive portfolio for the automation of machines for the production of O-rings. In addition, this brush and demoulding system manufacturer based in Bergamo also offers customized solutions for demoulding rubber parts of all kinds.

The company offers simple and complex brush systems with and without blast air as well as grabber and ejection stations.

A feature which is unique in the market is the side arm design of the components. This allows easy access to the mould, a big

advantage, especially when changing moulds. System Rubber is extremely flexible when responding to special customer requests and can supply its products with short lead times and at moderate prices.

MAPLAN and System Rubber - a proven partnership for efficient horizontal machines.



System Rubber brush system

New machines

MTTF200/30C



- New C-frame machine concept; closing/opening and injecting from above
- Space-saving, one-piece design
- Excellent suitability for the production of small parts/small batches and corner joints

MHF700D/300editionS



- Fully automatic production of gaskets and O-rings with low energy consumption
- Highly flexible thanks to large clamping stroke area
- Wide range of brush and grabber systems
- Compact machine design

MTF200HF200/320editionS



- Semi-automatic production of 2K elastomer composite parts
- Ergonomic working height
- Two high-pressure spray units: from the top and from the side; material distribution in 2K cold runners system
- Time-saving, synchronous shuttle change with servo-electric shuttle drive unit
- Energy efficient MAPLAN Cool Drive II drive systems reduce cycle idle times
- Simplest process transparency and ease of use through intuitive machine controls

Review

International Rubber Expo 2015

In October 2015, the International Elastomer Conference took place in Cleveland, USA. More than 4,000 registered visitors visited the event, some 500 more than 2013. There were plenty of opportunities for interesting discussions during the conference. Numerous technical presentations provided a wide range of interesting information on the topic of rubber.

Machinery & PLANning, MAPLAN USA, used the opportunity to present the new 3200 kN vertical machine to a trade audience. This type of machine is in high demand around the world and particularly in the US market, as it offers much more flexibility than 2500 kN machines due to the significantly larger heating plates.

Review

Iranplast 13 – 17 April 2016

With 80 million inhabitants, Iran is a large market, which has a massive backlog of investments caused by the embargo in recent years.

After lifting the ban, a strong sense of optimism can now be felt right across the country. The interest in western industrial goods is very high.

MAPLAN is very well positioned with its own sales and service centre in Iran and is very well known in the country due to its past presence there.

Interest in MAPLAN machines at the trade fair was impressive. Iranplast was a complete success due to the number of visitors at our booth and the resulting inquiries about our products!

Preview

New factory opening in Kottingbrunn

Ternitz goes Kottingbrunn! We shall be moving to our new site in August. Production will be successively transferred from Ternitz to Kottingbrunn from July

onwards. Our office staff are moving in from August. The official opening ceremony shall take place on September 1, 2016.



Upcoming Events

Int. Elastomer Conference	Pittsburgh, USA	10. - 13. October 2016
K2016	Düsseldorf, GERMANY	19. - 26. October 2016
Kaucuk Tuyap 2016	Kielce, POLAND	24. - 27. November 2016

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