

The magazine for clients and friends of Brabender Technologie GmbH & Co. KG

# FLUX

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Goods streams Converge  
in Duisburg

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Keep the Flow  
in the Production



**WELCOME TO DUISBURG**

**/05**

## > editorial



### **HORST VOHWINKEL**

General Manager  
Brabender Technologie  
GmbH & Co. KG

### **BRUNO DAUTZENBERG**

General Manager  
Brabender Technologie  
GmbH & Co. KG

Dear business partners,  
Dear colleagues,

In this issue of FLUX we would like to introduce you to the place we call home. Duisburg is the heartland of “underestimation”. Many people associate this city just with coal and steel, yet it is logistics that make it an attractive business location for many companies. Not only is Europe’s largest inland port located here on Europe’s busiest waterway. This is also where shipping meets the only direct rail link to China. Why not join us on a tour of this city that has plenty of surprises in store.

Time is our second topic. Our anniversary year 2017 was eventful – you can see for yourself in this issue. For this reason we should like to thank our business partners, who showed patience and understanding during our move, and our colleagues, who went that “extra mile” with us. We promise that the changes we have undertaken will bear fruit in 2018. Brabender Technologie will become faster and more flexible.

On this note – let’s embark on a journey together to make the New Year a success!

Kind regards  
Horst Vohwinkel and Bruno Dautzenberg

# FLUX

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# The Hub of Europe

## **GOODS STREAMS CONVERGE IN DUISBURG**



**20,000 ships a year**

**5 highways**

8 container terminals

**25,000 trains a year**

133 million tonnes of goods (2016)

45,000 jobs in and around the port

**21 harbor basins**

300 companies in the vicinity of the port

**200 kilometers of rail track**

2 million square meters of covered storage space

400 rail links to 80 destinations

**230 million Euros in sales (2016)**

Port, rail, road – Duisburg is regarded as Europe’s leading intermodal transport interface and railroad hub. Every important industrial region can be reached from here – and this extensive network is continuously being expanded. Alexander Dobrindt, Federal Minister for Transport and Digital Infrastructure, said on the occasion of the port’s 300th anniversary in 2016: “The Port of Duisburg has played a key role in Germany’s economic success story and is now a vibrant marketplace in the heart of Europe. Germany is the world’s leading exporter and logistics center – this success would never have been achieved without the Port of Duisburg.”

The city and the port operator are now looking eastwards to Asia as an attractive destination, which is linked via rail at Duisburg to Europe.

“Our extensive intermodal network has played a key role in the last few years enabling Duisburg to be established as the central origin and destination for transcontinental rail links between China and Europe”, says Erich Staake, President & CEO of Duisburger Hafen AG, the management company of the duisport Group. “Together with partners like DHL we are actively helping to develop these routes further and are thus reinforcing Duisburg’s function as the leading logistics hub in Central Europe.”

### **Cheaper than flying, quicker than a ship**

Lead times for intermodal container shipments between Western Europe and China average between 16 and 18 days. This rail link is significantly less expensive than airfreight and considerably faster than seafreight. There are now several

logport I in the district of Rheinhausen is home of the Duisburg Intermodal Terminal (DIT).





The rail connection gives Duisburg a direct link with China.



More than 3.7 million standard containers (TEU) are handled annually on a site totaling 1550 hectares.

freight forwarders specializing in these China trains that ship full containers as well as consolidate individual components to container loads.

Plenty of major German and international manufacturers like Audi, BMW, Siemens or Hewlett-Packard utilize the rail link to China. Daimler, for instance, has linked its factories in Stuttgart, Bremen and Speyer into the land bridge and dispatches up to three trains a week to China. 700 containers were shipped in the period from April to December 2016. The container contents are typically components for installation in automobiles, ranging from headlights to transmissions.

In Duisburg trains head for the Duisburg Intermodal Terminal (DIT) on logport I, which was built on the site of the former Krupp smelting works. It is the largest of the total of eight terminals in the Port of Duisburg. Since operations first commenced in 2011, the number of China trains has increased from 1 to the current 25 a week that head to various destinations (see map). The trains from China currently carry automotive components, IT products

and textiles. Mechanical equipment and food products in particular are shipped to China.

**“One belt, one road”**

This method of transportation is not straightforward. Customs and border formalities, multi-language communication and different track gages are just some examples of the challenges encountered along the way. The risks are complex along this almost 12,000-kilometer route – but the will to overcome these obstacles is just as great. That’s because China wants to enhance the connectivity and

development of its central provinces using the “One Belt, One Road” Silk Road initiative as its vehicle.

Duisburger Hafen AG has therefore partnered with China Merchants Logistics Holding (CML) since 2016. The latter is involved in transportation, infrastructure and finance. CMG owns 31 ports in 18 countries and around 1148 logistics centers in key regions. Erich Staake is a strong advocate of this German-Chinese partnership: “We want Duisburg to evolve into Europe’s leading transport hub for China traffic.” ■

The “New Silk Road” consists of two routes.



# HISTORY

## A port through the ages

In 2016 the Port of Duisburg celebrated its 300th anniversary. Strictly speaking, its origins are not in the urban region as it was back then. The Ruhr flows into the Rhine – two popular waterborne trade routes – at a place called Ruhrort. A port for transshipping coal was established there, which attracted a great deal of interest and a touch of envy on the part of neighboring Duisburg, which had been silted up since the Middle Ages. The Duisburgers upgraded the dead channel on their side to a port, marking the start of stiff competition between the port facilities in Ruhrort, Duisburg and Meiderich. They ended up in a partnership at the beginning of the 19th century – today Ruhrort and Meiderich are districts of Duisburg.

Following the destruction of World War II, the port and its bridges were reconstructed as quickly as possible to ensure security of supply. During

the Economic Miracle years there was a steel and oil boom that changed the face of the port. Pipelines connected the land bridges with refineries and iron ore became the number one transshipment commodity. The flourishing steel industry required constant conversions and upgrades. Yet the crisis in the coal, iron and steel industry in the mid-1980s changed the face of the port once again and the next structural transformation was on the doorstep – Duisburg became a Freeport with trimodal logistics facilities. The focus is now on containers that are shipped by water, by road and by rail. Duisburg has become Europe's most important goods handling hub.

## Chongqing: the great unknown quantity

The first vestiges of human life are 25,000 years old. The region of Chongqing has been populated for a long time and has a turbulent past.

Once an imperial city, it faded into obscurity until Mao Zedong initiated construction of the Three Gorges Dam. It took until 1993 to complete this project to build the world's largest dam. Yet in parallel to this structure, a special economic zone was set up along the Yangtze and a population of 1 million (1948) soon turned into today's 32 million – in an area the size of Austria.

Plenty of newcomers and fortune-seekers migrate from the neighboring province of Sichuan to the megacity. Here all buildings are more than 30 years old and high-rises with 50 storeys cling to the hillsides. Nearly 2000 companies have located in Chongqing, China's new Silicon Valley. Linking in to the "New Silk Road" is therefore a matter of national importance. This city needs trade links to the west. ■





# GLOBAL POSITIONING, REGIONAL ROOTS

**FLUX spoke with General Managers Bruno Dautzenberg and Horst Vohwinkel about the importance of Duisburg as a business location for Brabender Technologie.**

**FLUX:** Brabender Technologie has been located on the same street Kulturstraße for 60 years. A good place to be?

**Bruno Dautzenberg:** Duisburg mirrors us and our business. The city is down to earth and connected – a place that builds bridges to other regions. Duisburg is a superb example of structural change in action and its infrastructure is evolving – we benefit from that of course. By specializing in logistics, Duisburg is championing important future issues that will attract innovative companies.

**Horst Vohwinkel:** We are finding there is a large availability of human resources in this area because of the contraction of the traditional heavy industry. The University of Duisburg-Essen also provides us with an excellent standard of education. People like living here, because the city is a great place to live. We have a wide range of interesting cultural and sporting activities on offer. Watersports are particularly popular given the proximity of the Rhine. Duisburg, for example, has an international regatta course in Sportpark Wedau.

**Bruno Dautzenberg:** People are able to live their lives here as they like. Duisburg features

everything from old industrial zones where steel has left its urban housing to green-belt uptown districts. Exclusive Rhine-front residential suburbs are still affordable here.

**FLUX:** What do logistics mean for the city and the company?

**Bruno Dautzenberg:** Logistics are now what keeps this city alive. Many large companies have set up logistics centers here, thus ensuring inward migration and new jobs.

**Horst Vohwinkel:** This gives Brabender Technologie a great deal of flexibility. We have every option – seafreight, airfreight and rail – and the same applies to passenger traffic. This is ideal for suppliers and customers.

**Bruno Dautzenberg:** Düsseldorf Airport is only 25 minutes away, which means that international communication with customers and colleagues is easy. We feel we are in a good place here. Duisburg fits with us and we fit with Duisburg. ■



# Nuremberg

# RENDEZVOUS

**> The 20th edition of POWTECH in September 2017 in Nuremberg was a real success for Brabender Technologie.**

“From the first day we had more new customer contacts than ever before”, Klaus Plien, Head of Sales for Europe (not including Germany, Austria and Switzerland) and South America, relates. The company regards POWTECH as one of the most important trade fairs in Germany. “This show is special as we can establish relationships in all industries”, Bernhard Hüppmeier, Head of Sales in Germany, Austria and Switzerland, explains. This is because the processing, analysis and handling of powders and bulk materials plays a key role in many branches of industry.

“We also meet representatives of the pharmaceutical industry here”, Bernhard Hüppmeier adds. It is well-represented – the “Pharma. Manufacturing.Excellence” Forum and the special “Fokus Pharma-Feststoffe” show are specifically tailored to the pharmaceutical

# INFO

## POWTECH: FACTS AND FIGURES

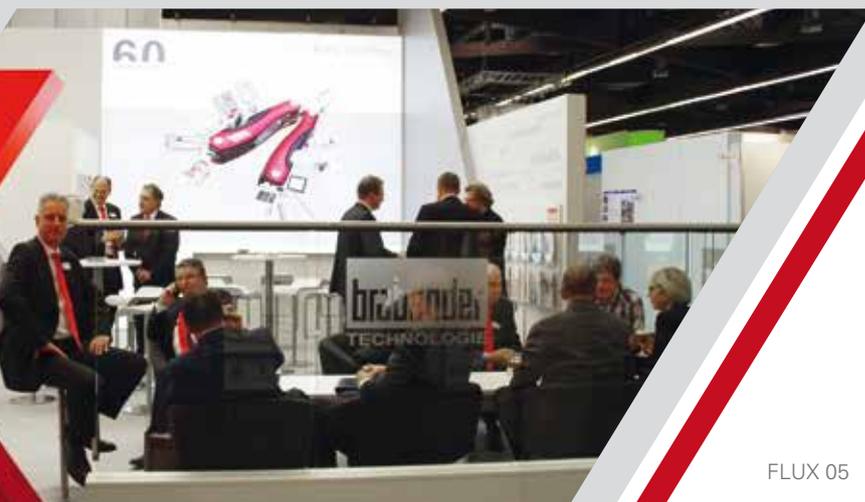
- 835 exhibitors from 29 countries
- Machinery for shredding, separating, mixing, granulating, measuring, conveying and for many more processes
- 14,066 visitors, around 40 percent from abroad
- Two special shows

industry. The presentations in the Expert Forum, where Head of Sales Hüppmeier also gave a presentation (you can read more about this on the following pages) are more general.

“Exhibitors and visitors from all over the world, new product innovations in the exhibitors’ booths and expert-to-expert dialog – this mix makes POWTECH the undisputed leader of all bulk materials events worldwide.” Beate Fischer, POWTECH event manager at NürnbergMesse GmbH, knows what she is talking about. “Processing industries find the solutions to the challenges of tomorrow at POWTECH.” The 15 staff at the Brabender Technologie booth can only agree with that statement – and are helping to find those solutions.

That’s because this year FiberXpert was the magnet of the Brabender booth. Of all the exhibits, it was not only the latest product innovation, but it also features a very special technology that attracted a large number of potential customers. “This device is certainly no standard feeder, but has to be specially matched to the relevant bulk material in each case”, Bruno Dautzenberg, General Manager of Brabender Technologie, explains. “Our new Technical Center provides superb opportunities to do just that.” Its capacities and level of spec were therefore also highlighted at the show.

One thing was certain after three days in Nuremberg – the Duisburg sales office would be busy because of the high level of inquiries and leads obtained from the show. ■





# MISSION: Knowledge Transfer

> **The Experts' Forum is an integral part of POWTECH. Here international experts and users share best practices with their audiences. It was in this setting that Bernhard Hüppmeier, Head of Sales for Germany, Austria and Switzerland at Brabender Technologie, presented information about the extensive topic of feeding technology.**

“Feeding technology for high-precision, formula-driven processes” was the title of his presentation that attracted a large audience. By way of introduction Bernhard Hüppmeier highlights the wide range of feeders available: screw feeders, vibrating trays, belt feeders, agitators, screw feeders with agitators, paddle activation and

plenty of other options – it requires an expert to find the right solution for each bulk material. He also factors in the customer's requirements in relation to product handling, flexibility, feed range, accuracy, device handling and space requirements. "We have to take account of a wide range of issues to ensure the feeders we recommend match products and processes", Bernhard Hüppmeier emphasizes.

Furthermore feeders also have to adapt to different ambient and plant conditions. Control and operating units also play a key role as processors of data via interfaces – to say nothing of service.

### Batch vs. continuous

Basically there is a distinction between volumetric and gravimetric feeding. Volumetric systems dispense a volume of bulk material as a function of time while gravimetric ones also measure its mass or weight as a function of time. The objective is to achieve a constant mass flow. The mass is critical to formula consistency, which is why volumetric systems have to be calibrated to their feed materials. The right choice of actuators and product activation is very important in these systems.

The structure of a weighing system allows measurement and control by comparing a fixed set point to the actual value loss of weight. These forms of metering are used for continuous and batch processes. Bernhard Hüppmeier believes continuous production, which is already an established practice in the chemical and plastics industries, is gaining ground in the food and pharmaceutical industries as well. Significant benefits in terms of process reliability, product quality and cost efficiency favour continuous production.

The issue of cost efficiency is also a key aspect of the day-to-day handling of devices. Quick cleaning and maintenance procedures save time and money. "Easy-change methods are extremely important for our devices like the Flexwall®", the expert explains. Rapid trough replacement,

"Continuous production, which is already an established practice in the chemical and plastics industries, is gaining ground in the food and pharmaceutical industries as well."

for example, enables cleaning to be performed outside of production facilities. "This increases production time".

### Collaboration for product safety

Where sensitive pharmaceutical or food applications are involved, a specialist like Brabender Technologie is also opting to go down the collaboration route. The company has been a member of the EHEDG, the European Hygienic Engineering and Design Group, since 2009. It is an association of equipment suppliers to food manufacturing and food processing businesses, to research institutes and public health bodies, whose mission is to promote hygiene during the production and packaging of food.

### FiberXpert makes people sit up and take notice

To finish off his presentation Bernhard Hüppmeier introduced the FiberXpert fiber-specialized feeder, which has mainly recycling and plastics industry applications. It can also feed very heterogeneous fibers made of carbon, wood shavings, PET flakes or similar materials, which cause product bridges on other feeders. This special feeder produced serious interest among the audience.

Questions from the floor were mainly related to issues of control and interfaces – in an age of increasing process digitalization these are common questions of many trade fair visitors. Brabender Technologie offers control systems that feature Ethernet, Profinet and Profibus interfaces as standard enabling data to be read and processed directly. ■

# Plastics

# MARKETPLACE

**Brabender Technologie attracted a great deal of interest at this year's anniversary edition of Fakuma.**

Thoughts do not normally turn to plastics and polymers against the idyllic backdrop of Lake Constance during a beautiful fall day. However, the plastics processing industry gathered in Friedrichshafen from October 17 to 21, 2017 for the 25th anniversary of Fakuma. The number of exhibitors this year was the highest ever and required additional space to be used in the exhibition foyer.

Since its beginning in 1981, the trade fair has acquired an international reputation as an "informal plastics marketplace", according to Sandra Füllsack, spokesperson of the Fakuma exhibitors' advisory body. You can understand this from the high proportion (over 40 percent) of non-German exhibitors, but also from the full aisles and booths. Its strategic location in the tri-border region lured plenty of visitors from Germany, Austria and Switzerland as well as from Italy to Friedrichshafen to find out more about the latest industry innovations and trends.

"Fakuma is a very practical show with many highly qualified participants. We meet plenty of end users and OEM customers here and their feedback is particularly valuable to us in terms of product enhancement and development", Ralf Kanter, a sales executive at Brabender Technologie, explains. Even though the industry

currently has a good capacity utilization and order forecasts are high there is still a need for more efficient, resource saving technologies and equipment.

"During Fakuma's 36-year lifetime a lot has changed in the plastics industry. This versatile material is increasingly evolving into a high-performance one. This change is constantly posing new production challenges at our customers facilities, for example changing raw material flows and feeding rates", Ralf Kanter explains. For these reasons, inquiries for more sophisticated gravimetric feeder solutions have increased at Fakuma.

"Powders and coarse-grained plastic pellets can be processed accurately and reliably using our high-tech loss-in-weight feeders and our versatile feeding devices. Switching bulk materials can also be a fast and simple procedure. Cleaning processes can also be integrated into the equipment. This flexibility coupled with product reliability provides our users with a key benefit", says Jürgen Mann, also a sales executive at Brabender Technologie. Due to this good interaction with customer and many tangible inquiries the general view is that Fakuma has been a very successful trade fair for Brabender Technologie. ■



8:55 am in Friedrichshafen: staff are ready to start.

## INFO

### FACTS AND FIGURES

- 1876 exhibitors from 37 countries, > 40 percent from abroad
- Plastics processing technologies and materials: injection molding machines, extrusion lines, secondary equipment, Dies, raw materials.
- 48,375 trade visitors from 128 countries
- 38 specialist subject presentations in the Exhibitor Forum

# Welcome TO K49!

**Everybody has at last moved into the new building – if that’s not a reason to celebrate, then what is! At the beginning of October Brabender Technologie opened its doors to employees and their families and invited them to join the company for some refreshments.**

Relocation is strenuous for employees. Yet they are now proud of “their” new workplaces and jumped at the opportunity to show their families up close where they now work. “K49 – Brabender Technologie reaches 60” was the motto of the event, and around 350 guests gathered at Kulturstraße 49.

“We unlocked all doors to enable employees to show their families everything,” Anja Sawinski relates. The executive assistant was actively involved in organizing this event. “In the Technical Center we put on a presentation showing how the Kulturstraße site has evolved and old photos from the early years as well as up-to-date ones depicting the company as it is now hung in the foyer.”

The actual event took place in the rear section of the production facility. An entire café was set up there. The cake was provided by employees, who also wanted to make a contribution. In addition, there was an espresso booth, a food truck, a beverage trailer and comfortable seating. Face painting for the children was popular and soon plenty of colorful faces were running around the otherwise rather austere factory building. A feeder was also in operation for the

benefit of the children – using child-suitable filling materials, it demonstrated in detail what different applications Brabender Technologie equipment has.

Anybody who wanted a souvenir photo of this wonderful afternoon was able to get themselves captured on film for posterity at the photo station. The General Managers were pleased with how successful this event was and they want to repeat it next year for customers. ■









# SHORT DISTANCES, Smooth Processes

New buildings offer organizational opportunities for manufacturing operations – they can be constructed with the ideal production process. Prior to this, the question that needs to be asked is: what is actually meant by ideal?



The high density vertical storage tower contains standard components.



All on one table – ergonomic and clearly laid out.

**When a company grows, building extensions provide the necessary space. Yet these new spaces frequently require longer distances to travel. Processes become more complex and prolonged than actually required – a point that causes problems with many expanding companies. As part of its building design, Brabender Technologie took the opportunity to review and reposition its entire manufacturing operations – with impressive results.**

“Before the new building even existed on paper, we critically scrutinized, analyzed and put to the test all of our previous operating cycles and processes with a consultant”, Ingo Schüssler, Head of Work Scheduling at Brabender Technologie, explains. The focus of discussion was on the distances between work pieces, parts, workstations, and different departments incorporated in the production process. Employees were surveyed in this regard as they know where the bottlenecks are and where problems occur. Therefore, they are the best people to advise what the critical issues are.

In the old buildings, individual departments such as Receiving, Warehousing, Production, Test Bay, Control Cabinet Construction and Shipping were separated. In the new building, the aim was to position all departments in an ideal

single-space configuration to allow employees to cover the shortest possible distances when going about their work. “That’s why Receiving, for example, has been located right at the plant gate, so that components can be transferred direct to Inspection and to the warehouse once they have been registered”, is how Ingo Schüssler explains this logical solution.

**Direct allocation from warehouse to workstation**

Software support is not yet completely in place because integration into the ERP system is still ongoing. Once fully operational, the employee takes their job sheet and can obtain all the components for “their” workpiece at the high density vertical inventory storage tower. If, for example, they are required to assemble a FlexWall®, they will find all the components they need there with the exception of the baseplate and the trough – these are automatically assigned on the basis of the job sheet. At this stage all components are placed on a mobile assembly dolly. This dolly serves as a lift truck and can be adjusted to the appropriate height of the employee. This is a practical process solution that promotes efficiency and ergonomics.

The assembler proceeds with their FlexWall® job to the workspace for standard feeders. Every standard feeder has its own complete tool set.



Every workstation in the special assembly area has its own set of tools.



Packaged goods waiting in the high-rise rack. Forklifts still operate here.

They help themselves to a FlexWall® tool set and can begin assembling. “Our employees therefore do not need to go around collecting up individual components, and they certainly don’t need to go in search of special tools”, Ingo Schüssler emphasizes. Things are organized differently in the custom feeder workspace. Here each workstation has an open tool set, which allows for variable work. The following applies to both workspaces – no employee has their own fixed workstation.

A lift truck is provided for each assembler complete with their designated job in either the standard or custom feeder workspaces, depending on the specification required. Once the feeder has been completed, the employee puts it on the lift truck and brings it to the test bay where it is wired, tested and finally taken to the Shipping department. Of course, Packaging and Shipping are positioned at the exit gate.

### Few separate areas

The Machine and Packaging rooms are one of the few areas in production that have their own doors. Drilling, sawing and nailing takes place here, meaning noise and dust pollution would be irritable for employees. Soundproofing in these areas enable all other employees to work undisturbed in peace. Employees are particularly happy about the closed room in the Packaging department which they proudly refer to as the

“shooting gallery”. Here employees use nail guns to ensure the shipping crates are securely sealed. These days the assemblers no longer notice the overwhelming noise associated with packaging.

The separation of the production space into areas for standard and custom feeder has sped up operations. “Roughly 70 percent of our output is accounted for by standard devices”, is how Ingo Schüssler quantifies this spread. “These devices never leave the front third of the production space. We cut down considerably on distances covered, can now monitor the entire production space and are significantly faster than before.” A bird’s eye view (pages 18/19) clearly demonstrates this.

With the introduction of these new processes, workstations are changing too. The warehouse operator will be doing less assorting of components and more administrative work in the future. “Personal areas” are now being reduced to a locker for personal belongings. Assemblers act flexibly “on demand”; job urgency determines the priority sequence of orders to be processed. “We are very satisfied with our new layout”, says Ingo Schüssler in summary. “Facilities and processes now superbly connected.” ■



You can gain an insight into our new production processes on our new YouTube channel.

# „LIKE CLASSIC COACHING“

**FLUX spoke with Willi Weiden, a project manager at Dortmund-based MALORG Consulting. He and his colleague Julian Stumpf helped the Brabender Technologie team to draw up an action plan, which includes short-term modifications to the existing building as well as plans for the new building, including conceptual planning for the production and logistics areas. The focus was on improved ergonomics, efficient material flows and zero-waste processes. The consultants helped the project team to structure and position the receiving, warehousing, mechanical and electrical manufacturing, control cabinet construction, test bay and shipping function areas in the new building.**

**FLUX: What was your initial brief at Brabender Technologie?**

**Willi Weiden:** We were commissioned to conduct an analysis of potential for the entire logistics process in conjunction with Work Scheduling, Production Planning and Purchasing. In contrast to conventional planning, we are seeking in this case to identify potential improvement within the company. At Brabender Technologie the focus was on logistics and the

“At Brabender Technologie the team examined an extensive process within a very short period of time in search of potential improvement and generated effective solutions.”



**WILLI WEIDEN**  
Project Manager  
MALORG Consulting

manufacturing process including ergonomics – both the ergonomics of the assembly stations as well as the distances that employees must cover.

**FLUX: How do you proceed when you perform an analysis of potential?**

**Willi Weiden:** We examine individual operations and processes on site and ask classic analysis questions: How is something done? Why is it done that way? What are the positives and negatives of doing things in that way? This allows the employees to identify the causes of specific challenges themselves and find their own operational solutions.

**FLUX: What particularities did you encounter at Brabender Technologie?**

**Willi Weiden:** We detected very solutions-focused attitudes here from the very first meeting. Everybody challenged themselves and the team without pointing blame at anyone. This enabled the change process to develop a high degree of dynamics and intensity. Team meetings were characterized by plenty of mutual understanding, which had a positive impact on

the harmonization of processes in particular. To ensure a smooth process, single operations must be synchronized, which sometimes occurs at the expense of individual achievements. What’s important is purging. Cutting things out means more focusing, which can be very helpful.

**FLUX: In your opinion, what were the most important lessons from this project?**

**Willi Weiden:** In our opinion it is essential that the company challenges the status quo itself and lets its employees draw their own conclusions. We work in an environment very similar to classic coaching, because your own experiences are the ones that you accept most and then act upon. At Brabender Technologie the team examined an extensive process within a very short period of time in search of potential improvement and generated effective solutions – voluntarily and with high levels of commitment. The will was there and that’s why the team had fun working on the project and coming up with the results. In our opinion, it was a great project that could not have been better. ■



# CITO

## Brabender Technologie goes Virtual

**Brabender Technologie provides regular insights into its business, customer support and interesting features on its CITO platform. Why not stop by, it's worth it!**

This is where we put together a series of interesting and current topics online for you. Topics include particular feeding problems, different fluid viscosities or the activation of fibers. In addition, we provide practical assistance and tips to help with your daily production routines such as information about maintenance or installing spare parts.

### It's movie time!

What's new are the films – all CITO films can also be viewed on the new Youtube channel. Included are fascinating insights into the company, such as tours of the new building, the Technical Center and production facilities. But there are also practical instructions like for instance, the correct way to replace screws.

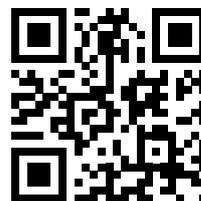
The YouTube channel is also fed regularly with new material, just like CITO. Our tip is to visit regularly and continue discovering the latest news from Brabender Technologie.

We tackle relevant topics in CITO that are usually asked in the course of our Sales or Service activities – our responses to frequently asked questions. Content changes frequently, but not always at regular intervals, because we regard this platform as a flexible tool. Therefore

some content remains online longer than other content, depending on its importance.

The most important factor in the creation of new content is you, our customers. Your feedback and suggestions to our sales staff enable us to incorporate topics that have a high degree of relevance to your daily working routines.

As usual you can find full information about our entire company on our website at [www.brabender-technologie.com](http://www.brabender-technologie.com). We look forward to your next click! ■



.....  
[www.bt-cito.com](http://www.bt-cito.com)



.....  
 YouTube channel – Brabender Technologie

2017



2017, which included a long series of different events, was a very special year for Brabender Technologie. Some, like our 60th anniversary, were rather more an occasion for quiet reflection. Others, like relocating to the new building, entailed major organizational changes.

# 60 YEARS 1957-2017

Brabender Technologie did not celebrate its **anniversary** with any great fanfare in a turbulent year like 2017. But of course to mark the occasion old photos were dug out of the archives, causing plenty of memories to come flooding back. In the last issue of FLUX we reported extensively on the last six decades. Now we are looking forward to the future.



The **new building** also represents a new beginning. We have also taken the opportunity that the new building gives us to reposition our business in terms of organization. Who teams up with whom and how? In this issue we have, for example, given you an introduction to our streamlined production facilities. We admit that it took a lot of effort this year. But the improvements will make our lives and the work we do considerably easier in 2018 and beyond and provide our customers with a wide range of benefits.



Most of our reporting focused on the new **Technical Center** – and rightly so, because it indeed represents the biggest advance we made this year. More space, greater capacity and a high degree of process replication characterize these new facilities. We are proud of the fact that we can now provide our customers with such a high level of process replication and with such extensive testing facilities.



In 2017 we also broke new ground in terms of reporting and media usage. Our **YouTube channel** is filling up and our employees are proving to be accomplished video stars. Brabender Technologie remains receptive to new things and even after six decades is always keen to break the mold.

# 2018

Next year the many changes will really start to take root. IT will take the final steps in the restructuring process. Brabender Technologie will then have achieved its grand objective: we want to react faster and more flexibly to customer requests and put consistently short delivery lead times in place.



# FLUX

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