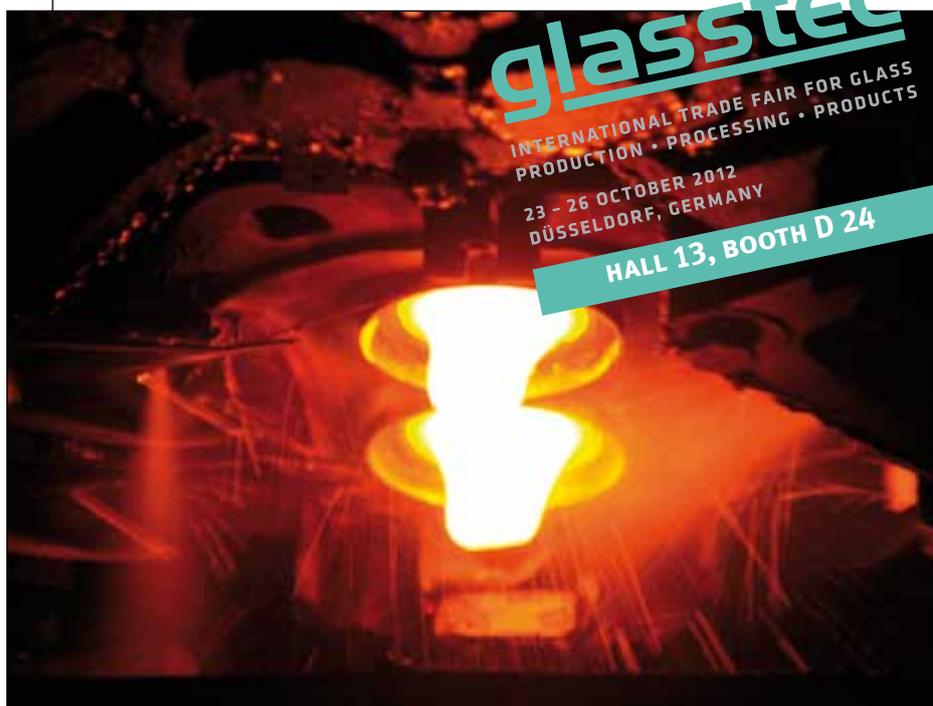


glasstec 2012

Gob by Gob

glasstec, the premier exhibition for the international glass industry, will soon open in Dusseldorf. This is obviously a must-attend event for futronic. At this year's fair the control system specialist will also unveil its new multi-gob weight system. The feeder logic, which is based on the FDU24S servo drive concept, breaks down traditional proprietary boundaries between plant and machinery from different manufacturers and integrates easily into existing infrastructure.



Servo technology continues to gain ground in plant and machinery for hollow glassware. Compact motors with high power density are increasingly also taking the place of classic motor-and-cam drives on the feeder and shear. Multi-gob weight feeding, in other words the controlled production of consecutive gobs of different weights in repetitive cycles, would likewise be unimaginable without modern servo technology – and more and more manufacturers meanwhile offer proprietary systems that are optimally tailored to their own equipment. futronic, the control system specialist, has now develo-

ped new multi-gob weight logic for up to four different weights that breaks down traditional proprietary boundaries. This logic is based on the FDU24S (Flexible Drive System) originally launched by futronic three years ago in 2009. The FDU24S enjoys one decisive advantage compared to rival solutions: it has a modular design and is also available as a standalone solution. As a result, the servo drive with futronic's multi-gob weight extension integrates easily into the infrastructure of plant and machinery from multiple manufacturers. Existing machines can thus be retrofitted without any problems.



Michael Preuß
Wolfgang Lachmann

Dear readers,

glasstec 2012 is just around the corner and as usual futronic will be there. Preparations for the glass industry's premier exhibition have been in full flow for several weeks now. glasstec is a must-attend event and we obviously want to present ourselves to customers and business associates in the best possible light.

This year, too, we'll have several innovative products and features on board, notably our new multi-gob weight system (see title story), a novel control system for blow moulding machines and presses in domestic glass production and a cold-end coating system. Why not pay a visit to our stand? We look forward to meeting you there!

Our journal additionally includes a retrospective on our anniversary gala on Lake Constance, a report on the best result ever in the history of the company, the reason why our premises have been turned into a building site yet again and other events of interest at futronic.

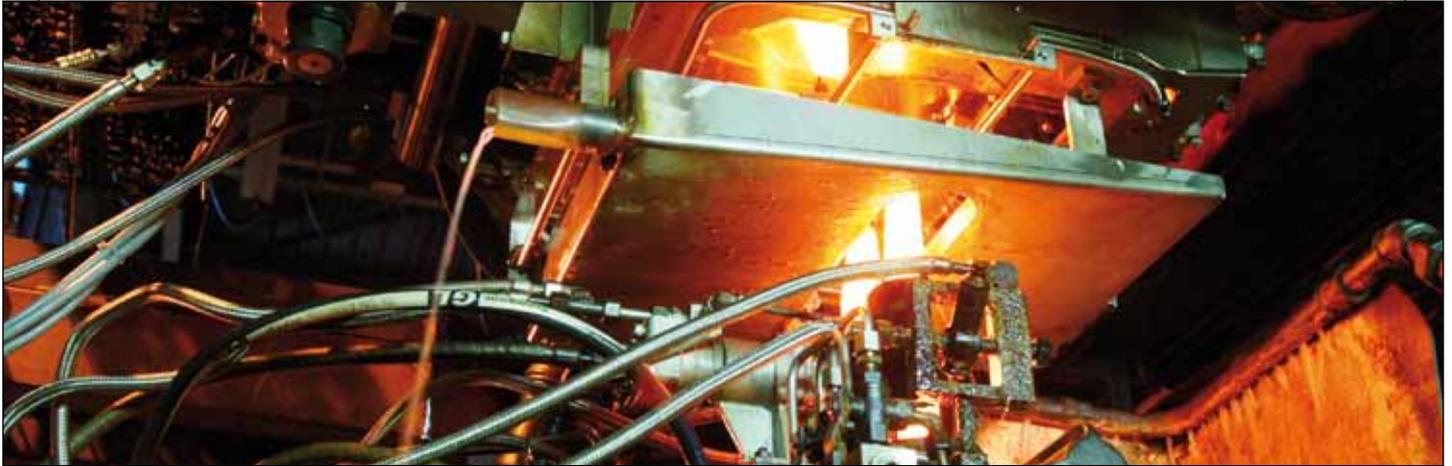
On this note, we wish you plenty of exciting reading with the new Journal.

Sincerely,

Michael Preuß
Wolfgang Lachmann

»Contents

Gob by gob glasstec innovations	» page 1
futronic turns 40 Anniversary Gala on Lake Constance	» page 4
Balance sheet 2011/2012 On course of growth with best result	» page 6
News News and other interesting reports	» from page 7



Ideal for producing smaller quantities

„Any feeder machine with servo technology basically has multi-gob weight capability“, explained Wolfgang Lachmann, Managing Director Development & Technology at futronic and responsible for product development. „It all depends on the control system.“ The idea behind the new solution is that the plunger and shears of a conventional feeder system carry out the same motions for every gob that is cut. As a result, every gob is exactly the same size and weight – the intended effect. Multi-gob weight systems remove these rigidities and open the door for highly complex plunger and shear movements in one machine cycle, giving a choice of gob weights and sizes. Particularly where smaller quantities are concerned, multi-gob weight systems offer several important benefits: for one thing, it is no longer necessary to convert all an IS machine’s sections to new moulds. Other jobs can still be manufactured on part of the machine. Multi-gob weight systems provide extra flexibility because production is more closely aligned to demand and short-notice jobs can be accommodated comparatively simply – above all without having to halt the entire machine.



Responsible for development and technology: Wolfgang Lachmann, Managing Director

This optimises capacity utilisation and minimises the need to keep stock. What’s more, if a mould set only has to be purchased for one machine section, the capital investment is only a fraction of what would be required to equip all sections.

Two different multi-gob concepts in one

Multi-gob weight systems are based on two technical concepts. In the first process, the control system varies the travel and travel speed of the feeder needle in the clay pipe, so that the feeder machine produces different gob weights. In the second, the system adjusts the time required for a complete gob cycle. In other words, the gob size is also determined by the instant at which the feeder needle retracts and the shear severs the glass strand. The majority of competitor systems make use of one or the other of these principles. „Our multi-gob weight extension is different – it unites the two processes in one by controlling both the plunger curve and the time distribution“, Lachmann continued. The on-screen interface allows the system to be individually configured by the operator. Templates of standard feeder curves are provided in the integrated database of the FDU24S. The system really comes into its own when



Simple and intuitive: the on-screen interface allows individual and precise configurations.

teamed up with the futronic FMT24S machine control, however. The firing order generator, which is an integral component of this control, calculates the firing orders needed for the multi-gob weight system at the press of a button. Although the settings are much more complicated than with a classic feeder, they are automatically uploaded to the feeder control of the FDU24S.

There are firm plans to install a prototype at a glassworks in the near future, to see how the system performs in productive operation under authentic conditions. There is already no doubt in Wolfgang Lachmann’s mind: „People that know us are confident that our multi-gob weight system will master all the challenges of modern glass production and live up to our clients’ high expectations.“

»Imprint

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glasstec 2012 – meeting by the Rhine

The Dusseldorf glasstec is the biggest and most important fair in the world for the glass industry, providing an ideal setting in which to meet – and exchange experiences with – other players in the industry. It's a good place for exhibitors and visitors alike to strengthen relationships with customers, establish useful contacts and initiate new projects

It goes without saying that futronic will be returning when the exhibition centre's doors open in just a few weeks time. The Tett nang control system specialist will show its innovative technology at a joint stand (Hall 13, Booth D24), where the new multi-gob weight system will make its *début* in front of a trade audience. futronic will also demonstrate the replaceable segment of a blow machine for stemware production, a cold-end coating system, a key reader system and functional enhancements for the FMT24S machine control. The main highlights are described in brief below:



Cold-end coating tangibly improves the glass surface quality – The mechanical and control components of futronic's cold-end coating system are optimally matched. A PLC based futronic control system and panel make sure the spray guns are positioned absolutely precisely. The system is offered as an end-to-end solution.



New control system for tableware glass – futronic will present its new FBC and FPC control systems for blow machines and presses. These two control systems will enable futronic to cover the complete requirements profile of a production line for tableware – from glass cutting at the feeder through the moulding process to the conveyor to the annealing lehr. They were inspired by a current project with Forma Glas GmbH encompassing the planning and design, software development, component manufacture and commissioning. The cold run at Forma Glas was recently completed and the system is scheduled to start production at the end customer's facility in China early next year.



Safety first: Electronic key system for the FMT24S – In future, futronic will equip its FMT24S control system with access software that allows customers to assign separate authorisation profiles to different user groups. Each user will then be able to authenticate themselves to the terminal by means of a sa-

fety key (transponder) instead of the normal ID and password. The advantage of this method is that as soon as the key is inserted into the reader correctly, the operating menu for which the user is authorised opens on the fly; when the key is removed again, the screen for the „no key“ authorisation level is immediately restored. The software and reader can be retrofitted in existing systems without any problems. At the forthcoming exhibition, futronic will show a flush-mounted reader version; a desktop model in a high-quality aluminium housing will be available at the end of the year.



FMT24S: Operational safety in an emergency – futronic has enhanced its FMT24S machine control with special functionality that will afford even better protection for the operator, the machine itself and all equipment in the event of an accident. The systems now interact 'cooperatively', for example by monitoring BHSB bus connections or switching commands; if a fault occurs, the control software sets the machine to the safest possible state, depending on the situation and the configuration, thus minimising the risk of injury to persons.

futronic turns 40

Anniversary Gala on Lake C



At the end of June, futronic GmbH celebrated its 40th anniversary with a special gala on the MS Graf Zeppelin. Around 250 guests were present on board to convey their best wishes and join in the festivities. Customers, shareholders, business associates and friends turned up to pay tribute. Among those offering their congratulations were numerous representatives of regional industry and politics.

It was futronic's staff who were the centre of attention, however. It was their party and it was to them that thanks were especially due. As Wolfgang Lachmann and Michael Preuss emphasised in their joint keynote address, they are the soul of the company and their contribution to its successful development is vital. The two Managing Directors found suitably witty words for their brief account of the 'futronic adventure story', which has also taken in a few stormy periods and all kinds of adversities. „Any success story is inevitably the story of people with courage and ideas“, said Preuss in conclusion. „And the story of futronic is no exception: employees with innovative ideas and customers and partners with courage and faith in their abilities“, Lachmann continued. The two 'captains' simultaneously urged those present to keep up this faith in

the future as the basis for fruitful cooperation.

250 smiling guests on a summer's night

Tettngang mayor Bruno Walter was likewise keen not to waste his words. He spoke of his pride at having a company like futronic in his town. He promised to do everything in his power to ensure that the company can continue to develop efficiently and successfully in the coming years. His tribute marked the end of the official programme before the buffet was declared open and the informal part began. With 250 smiling guests on board, the MS Graf Zeppelin sailed for four hours through the warm summer's night past Friedrichshafen, Romanshorn, Konstanz and Mainau. It was not until way after midnight that the last of the passengers alighted again in Friedrichshafen, the boat's home port.



Host meets ex-colleague: Wolfgang Lachmann (left) talks to Markus Beutinger, Plant Manager of Verallia in Bad Wurzach.



Best wishes and a pledge of support: Tettngang Mayor Bruno Walter made a firm promise to maintain his commitment to the futronic cause.



Two expert minds: Martin Jetter and Bernt Küstner, former Managing Director of futronic, took advantage of the evening to engage in an intensive exchange of ideas.



The futronic adventure: Michael Preuss (left) and Wolfgang Lachmann thanked customers, shareholders, associates, friends and staff for tremendous faith and commitment.

Constance



'Captains' on board: Martin Jetter, Chairman of Jetter AG, futronic Managing Director Wolfgang Lachmann, Bruno Walter, Mayor of Tettngang and Michael Preuss, futronic's other Managing Director, celebrated forty years of futronic with a thoroughly enjoyable evening under the command of „real“ Captain Martin Vollmer (from left to right).



Pictures right: A great time was had by all. With about 250 smiling guests on board, the MS Graf Zeppelin sailed for four hours through the warm summer's night.

Balance sheet 2011 / 2012

Best result in company's history

In the fiscal year ending on March, futronic GmbH generated sales revenues of 8.6 million euros – up 1.4 million euros compared to the previous year. This represents an impressive increase in revenue of approximately 19 percent. The share of sales from projects for customers outside the glass industry rose to nearly 33 percent. In the new financial period the order books are already well-filled; futronic remains on course for growth.

"This is the best result ever in the 40-year history of our company", proclaimed Michael Preuß, who has been Managing Director of futronic together with Wolfgang Lachmann since 2004. "We are more than satisfied with this result". The current order situation and the level of development and production capacity utilisation in the present financial year are excellent. "All the signs are pointing to growth", Michael Preuß added, "We're confident that this upward trend will continue".

Positive investment climate in core market

Preuß also attributes the sales growth achieved in the fiscal year ending on March 31 to the sustained positive investment climate in the container glass industry – futronic's core market. During the last twelve months the company has extended its marketing and

partner network, especially in Eastern Europe and Southern Asia, and its products have been shown at numerous international trade fairs. "These measures have paid off", Preuß explains. The new partnership with Austrian company Forma Glas GmbH, a manufacturer in the tableware glass business, is likewise bearing fruit. The prospects are outstanding: Chinese glassworks, in particular, are very busy modernising their machines and timing systems. There is already an enormous demand and the trend is clearly upward; production capacities will therefore be obliged to grow at the same pace. To meet ever higher quality standards, Chinese factories also have to invest in control technology. Preuß: "We'll definitely have a share in the cake".

Sales increase from non-glass industry

At the same time, futronic is reaching out more and more into the industrial automation

segment, recording a significant increase in orders from machine and equipment manufacturers worldwide. Their share of total sales leapt up from 29 percent in the corresponding period last year to 33 percent this year. "We hope to continue growing in this market in the next few years", Lachmann comments.



Two reasons to be pleased: Michael Preuß and Wolfgang Lachmann (from left), Managing Directors of futronic, announce the best result ever in the firm's history.

»Expansion

futronic enlarges production capacity

It was only four years ago in 2008 that the company moved into new premises, yet space is scarce again already. To prevent a shortage of production capacity on its way of growth, futronic started to work on a new extension at its Tettngang site in mid-September. The area earmarked for this purpose totals approximately 800 square metres, spread over several floors. The selected building contractors are initially adding about thirty feet to the length of the production shop. A tent and a dock board at the rear of the shop gable, which have been a temporary fixture for years, have had to be sacrificed. In the next step, the gap between Administration and Development will be closed. New jobs will be created for information technicians and for automation technicians and engineers. More room will be available in future for control system specialists and new employees – for the skilled staff futronic is desperately seeking, in other words.



Sleeves rolled up: futronic Managing Directors Wolfgang Lachmann (left) and Michael Preuß.

Symposium in Lüneburg

Experts catching up

Trade conferences are generally a perfect platform to catch up on all the latest developments, particularly in specialised and niche industries. The Lüneburg event at the end of May, attended by around a hundred acknowledged experts from various fields, was no exception. ‚Oil separator technology‘ was the motto for the conference, which was hosted by the LGA, a publicly owned provider of testing and other services in Bavaria, together with TÜV Rheinland, a leading Cologne-based provider of technical services worldwide. These two institutions are responsible for training, testing and approving experts all over Germany and for carrying out type examinations and unit verifications of products subject to testing and safeguards – including separator systems.

Realistic scenario simulation

futronic's Wolfgang Lachmann and Walter Bosshart, joint Managing Director of Abscheiderwerkstatt.de GmbH & Co. KG in Dillingen (Saarland), a recognized authority on the subject and futronic sales partner, were among those who accepted the invitation to travel to Lüneburg. Lachmann and Bosshart took advantage of the conference to introduce the „Opanski 2002“ oil separator warning system to a qualified audience in Northern Germany. In a presentation they showed how the system works under

simulated conditions and explained the most important operating scenarios as realistically as possible. Thanks to a web camera and beamer, the display was clearly visible to everyone. The event memory – a unique attribute of the Opanski system which stores operating information stretching back several years – attracted particular attention. During the subsequent discussion, Bosshart and Lachmann answered a whole series of detailed questions, chiefly regarding the operating principle; several of those present were also keen to try out the unit and its user interface extensively.

„Intrinsically safe“ protection a must

The next presentation brought an aspect into play that is highly relevant for separator warning systems. An expert on explosion protection outlined why light liquid separators underneath the shaft cover are explosion-protected cavities in which there is „a certain probability of a flammable mixture of oxygen and hydrocarbon gas“ occurring. Using a small separator model with a lot of water and a little petrol, he gave an impressive demonstration ‚live‘ in the conference room of how oil separator systems can explode and pilot lights cause fumes to ignite, even with long waste water pipes. „The fireballs confirmed only too clearly why the ‚intrinsically safe‘ type of protection is a must for electrical devices like our warning system“, said Wolfgang Lachmann in conclusion.

ABSCHIEDERTECHNIK
opanski®

Radio controlled warning system for oil separators

The „Abscheider-Manager opanski 2002“ (Separator Manager) is the first ever warning system for oil separators based on radio technology. It watches over an oil separator's operation and monitors its compliance with defined limit values, such as the oil level in the separator chamber or maintenance intervals. In the event of a fault, for example if the oil flow is obstructed or blocked, the unit outputs an alarm and documents the operating history. Thanks to the wireless connection between the separator and the evaluation unit, inexpensive retrofitting is also possible in WHG (German Water Resources Act) areas with complex floorings, which are stipulated when substances hazardous to water are involved (refueling systems, etc.). The electronics and the controller software were designed by futronic.



»Training

Plenty of encouragement for young talent

„It's never too early to start fostering young talent and helping the next generation discover what they'd most like to do after they leave school“, says Michael Preuß, Managing Director of futronic. As usual, the company needed no persuading to take part in this year's ‚Wissen was geht!‘ (‚Exploring opportunities!‘), an initiative sponsored by Wirtschaftsförderung Bodensee (WFB), the regional business development organisation, during the summer holiday period. Eleven boys and one girl aged between 14 and 20 paid a visit to the futronic facility in Tettngang at the end of July to learn more about training and career opportunities in commercial and technical professions. Preuß began with an introduction to the company for the pupils,

who currently attend intermediate secondary or high schools in the Lake Constance area. With the help of practical examples, he described „in detail what futronic actually does as well as the sectors in which our industrial controls and drives are used“. The group was then treated to a tour of the various departments. Vocational training has always played an important role at futronic. The firm offers traineeships as an Electronics Technician for Systems and Equipment or as an Industrial Business Management Assistant with a higher-level qualification in ‚International Management with Foreign Languages‘. Finally, the youngsters had a chance to show a bit of hidden talent by constructing a radio from a kit under the expert supervision of hardware developer Bernhard Altmeier.



Electronics in practice: the correct use of pliers and tweezers, cables, resistors and transistors is a skill that need to be acquired in the context of comprehensive training.

»People in the news

Time to say goodbye

“Well, I’ll be off then!”

Everyone did their best to persuade him to stay but Horst Walker was adamant. When his sixtieth birthday came around in June, he could not wait to pass the baton to Nicole Kremler, futronic’s new Human Resources Manager, and go into well-earned retirement. Since that day, he has only been seen at the company once a month and will have wound up all loose ends in Quality Control by the end of the year. Then an era will finally come to an end. In the last week of September, Walker held a small party to say goodbye to his former colleagues and was greeted from the Management along with thanks and best wishes for the future.

Originally a bank clerk by trade, he joined futronic 25 years ago. Attending to the welfare of staff and collaborators is something he has always been good at. He also values the freedom and the high degree of individual accountability: „All those years I was able to work independently; I had no-one telling me what to do and that proved to be a huge source of motivation“, Walker explains. „However, there comes a time when you’ve had enough.“ It can’t be his age – after all, the man is absolutely relaxed, fit as a fiddle and chirpy as ever. He has always been a night person and spends a lot of time with young people. He likes the music of

today and feels totally at home in discos and clubs. He rejects the idea that he is trying to make up for lost time. „I simply want to live my life to the full. I’m doing things I never had a chance to before. I spend much more time with friends and acquaintances or away travelling.“ Often, he is content just to enjoy the beautiful scenery of the Lake Constance region – either at the wheel of his Mercedes SL 280 Convertible, built in 1984, or by pedelec. Let’s face it, „old-age pensioner‘ is definitely not a term you’d associate with Horst Walker.



No choice but to let him go: Managing Directors Wolfgang Lachmann (left) and Michael Preuß (right) bid a fond farewell to Horst Walker.

»Customer service

New mobile workshop ready to go

The futronic service team’s new mobile workshop – a Mercedes Sprinter – is now ready to go. The vehicle is fully equipped with standard and special tools and machines as well as an extensive stock of spare parts. The service crew varies according to the individual requirements of the assignment or project, for example customer service as part of regular inspections, maintenance, repairs or commissioning. „Thanks to the new mobile workshop we can even better support our customers on the spot,“ Alexander Petuker, futronic’s Director of Production explains. As usual futronic’s new service van will be in action throughout Europe – and can be on site for emergency work within 24 hours if necessary.



»Social responsibility

Lions Club: „Il Giardino“ performs for a good cause

For many years now, futronic has been actively involved in the development of skilled manpower, lending its support to institutions like Tettng Electronics College. The company is also conscious of its responsibility towards society in general and regularly promotes local sports clubs as well as social projects and organisations. We are pleased to report that many futronic staff show a similar sense of responsibility beyond the confines of the office. Our Managing Director Wolfgang Lachmann e.g. is President of

the Lions Club Tettng Montfort and one of the founding members of the local branch established in the middle of last year. „The Lions Club is a global institution that has been committed to the common good ever since it was founded a century ago“, explains Lachmann. He and his 27 fellow Lions have set themselves the task of canvassing for donations and sponsorships in the framework of special events, etc. Every cent they raise goes into social projects, mainly in the local region, or is used to help people in need. For some time, the Lions

Club has also provided encouragement to young musicians. „That’s what gave us the idea of putting on a charity concert earlier this year“, he continues. There was standing room only in the Knights’ Hall of Tettng’s Montfort Palace on September 16 when an audience of 180 were enthralled by the lively performance of Il Giardino, a string ensemble conducted by Professor Rudolf Rampf. Stefan Tarara of Heidelberg, a young and awarded violin virtuoso was the evening’s star guest. Yet both he and the orchestra willingly took a back seat on this memorable occasion, where the spotlight was on the good cause. The entire ensemble performed free of charge while the soloist’s fee and part of the incidental costs were financed by sponsors. futronic, for example, reimbursed the rent for the room. The net proceeds from the sale of the concert tickets were donated to social projects.

