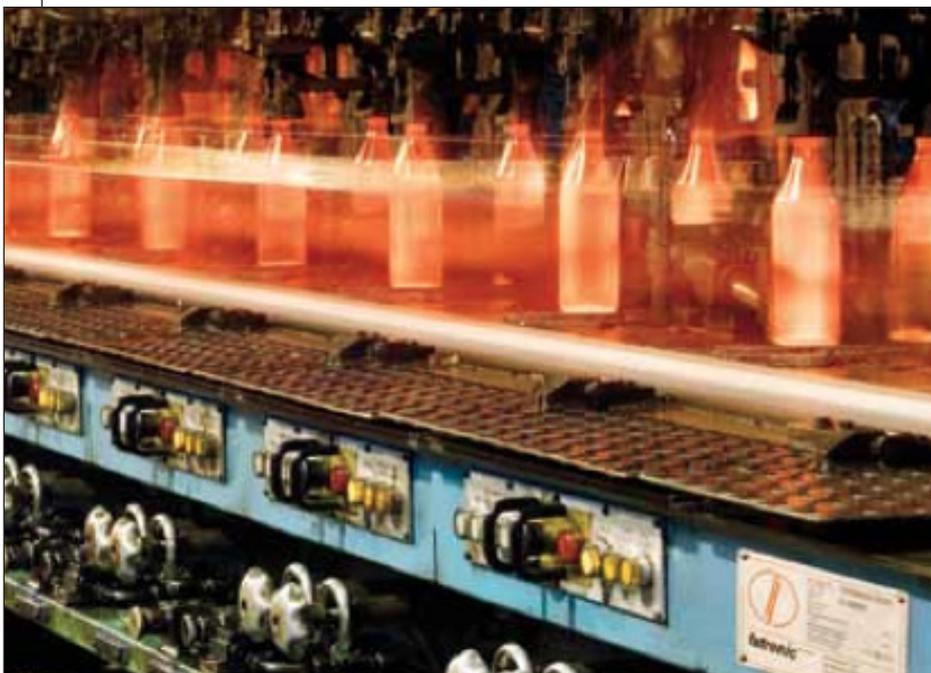


Modernisation I: Turning old into new

A thorough facelift

futronic has made a name for itself as an OEM and supplier with an open source strategy embracing multiple systems. Refurbishing – the modernisation and overhaul of old plant and used machines – is one of the company's core competencies: the Tettngang experts can meanwhile draw on several decades of experience.



Anyone familiar with the history of futronic will be aware that the company originally had nothing to do with glass production. This situation changed when futronic secured a contract from Oberland Glas in Bad Wurzach to design a control system for glass machines. That was many years ago now – in 1978 to be precise – and only a very few people can still remember what these machines actually did or who built them. In any case, all that matters today is that glass has become the essence of our business strategy. From the outset futronic has pursued a kind of open source strategy embracing multiple systems. Engineering companies normally have a preference for proprietary solutions.

Our competitors likewise see each individual system in isolation and the controls they offer are developed for the machines of a particular manufacturer. futronic, by contrast, designs whole generations of electronic control systems that can be flexibly tailored to each customer's unique specification regardless of the manufacturer. These systems describe the differences between machines in a standardised way. All machine parameters, for example, such as the design characteristics, wiring and configuration, are stored centrally in a main control terminal (MCT) and not set to their final values until the equipment is commissioned at the customer's site. „We start on a higher, meta level, as it were, and we've always been very



Michael Preuß
Wolfgang Lachmann

Dear readers,

Open interfaces, flexible solutions and customisable parameters have never been simply a means to an end for futronic but an integral part of our philosophy. The rightness and importance of our decision to pursue an open source strategy embracing multiple systems from an early stage is regularly confirmed whenever machinery or plant needs to be modernised. Our title story explains why – and the report on a servo gob transfer section for blow moulding machines is just one topical example.

You can also make the acquaintance of our new man in Eastern Europe and Turkey in this issue and read about why training young people is such a passionate concern of ours as well as various 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

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careful to keep our eye on the big picture”, explains Wolfgang Lachmann, Managing Director Development & Technology at futronic. „Making sure our controls are compatible with various types of machinery and plant is traditionally a key priority. It’s never been our policy to restrict ourselves to just a single manufacturer.”

Refurbishing helps increase efficiency

According to Lachmann, there was no long-term plan – things simply happened that way: „We developed a taste and it soon became a habit”. It wasn’t long before futronic made a name for itself as an OEM and supplier with this open source strategies. Engineering companies like GPS fit their IS machines with futronic control systems as standard. Many end users have likewise trusted for years in Tettngang-made technology and insist on it whenever they invest in new equipment. At the same time, futronic’s experts can draw on several decades of experience when it comes to adapting controls and drives to old, freshly overhauled plant or used machines of different types from a variety of manufacturers. In the meantime, refurbishing is one of the company’s core competencies. „A service life of 25 or 30 years is no problem for IS machines, which are very robust provided they’re maintained properly and regularly”, says Marc Meersschaut, who works at futronic as a sales engineer. „There are hundreds of this kind of plant still operating today around the world”, Lachmann adds. „With new control and drive technology they can run for another twenty years.” He perceives enormous potential in the plant and machinery



refurbishing segment. „Customer expectations with regard to efficiency and product quality are rising steadily”, he comments. Since most „modern” functions are defined exclusively via the control system, replacing this system can lead to real operational benefits. More automation accordingly means improved operator safety in the area immediately surrounding the machine, consistent product quality on a high level and better productivity, for instance because the time required for job changes or for starting up the machine can be significantly reduced. The owners – container glass producers and used machinery distributors worldwide, especially in export oriented markets – will therefore be required to invest heavily in the next few years. Meersschaut: „We naturally want to secure ourselves a share of this investment cake”.

Integration in a heterogeneous system

The existing, heterogeneous plant and machinery form a complex system of highly diverse components from multiple manufacturers. The challenge confronting futronic’s engineers is to coordinate these components in a harmonious whole. „All the machines obviously work in a similar way”, says Lachmann. „There can be big differences in the details, however.” The Tettngang specialists are able to build upon a huge knowledge base and their rich experience of the sundry systems is the outcome of partnerships with all leading producers, typically over a period of many years.

As one good example, Ta Hsiang – a glass container manufacturer in Taiwan and a long-standing futronic customer – regularly buys up used, completely refurbished machines, which frequently enjoy a second – and sometimes

even a third – lease of life at the company’s several factories. The control systems are habitually built by futronic, and each machine and its peripheral equipment has to be integrated into a heterogeneous setup. In 2013 futronic equipped a second-hand Emhart machine that had been acquired by Ta Hsiang with an FMT24S control system and FDU24S drives. „That turned out to be one of our most successful refurbishment projects of the last few years”, Meersschaut reports proudly. In a similar project for O-I in Maastricht a MAC cabinet – a control cabinet from past times that went out of production long ago but still controls servo gob distributors very reliably in numerous facilities – had to be integrated into new control infrastructure.

Trusting partnerships

Projects like these, which can often be complex, always follow more or less the same pattern. They kick off with the initial customer contact, of course – either a visit or at a trade fair – which is followed by preliminary talks about a concrete investment. Project meetings, ideally at the customer’s facility, are the next step. The general conditions and constraints are then clarified along with the technical specifications of the various components to be integrated in the new plant. Finally, the costs have to be estimated and an offer prepared. „During this phase we also check that what the customer wants is actually feasible”, Meersschaut explains. To make sure they have all the information they need, he and his colleagues generally get in touch with the various suppliers and partners. „We know all the relevant

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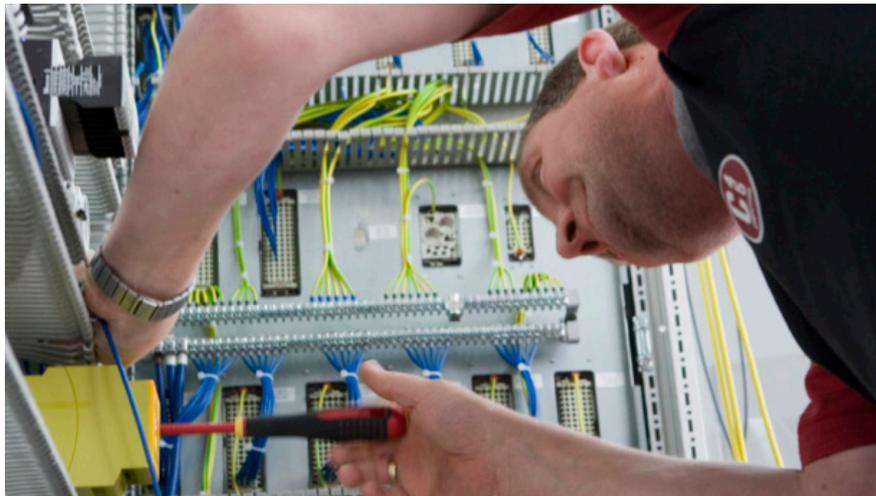
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Precision production: futronic's technicians fit out and wire the control cabinets and cable ducts, indeed the entire electrical equipment.

providers and we've built up trusting partnerships with them over many years", says Lachmann. The same applies to futronic's competitors. Once the customer has placed the contract, they can be disregarded because „the cooperation is invariably excellent". The engineers then set to work formulating the technical details, designing the cable ducts and planning the electrics – all in continuous consultation with the project partners. When all the preliminaries have been completed and all relevant information, parameters and additions incorporated, it's time to pay a new visit to the customer for re-briefing. „Every single project is unique", Meersschant emphasises. „The more meticulously we plan and coordinate upfront, the more precise the data and machine dimensions used in our designs and the more

attention we devote to critical aspects at an early stage, the smoother the final implementation and commissioning will be." Then everything happens at once: the components have to be ordered, the manufacture of the cable ducts subcontracted and the logistics planned and organised compliantly with the customer's specifications and delivery deadlines. A metalworking firm just around the corner, for instance, which has all the necessary resources to produce smaller quantities or bespoke components and offered „exactly what we were looking for", makes the ducts. The delivery costs are zero. The production process proper is eventually ready to start – futronic's technicians fit out and wire the control cabinets and cable ducts, indeed the entire electrical equipment. Meersschant attests that all components undergo stringent

testing before a machine leaves the loading bay at futronic „to rule out any unpleasant surprises on the construction site". In many cases the customer sends a representative to Tett nang to carry out the acceptance directly on futronic's premises. The project is now nearing completion: the equipment is prepped and shipped, if necessary in made-to-measure crates from a specialist supplier in which all components can be vacuum sealed on the spot in seaworthy packaging. Commissioning at the customer's facility can take anything from five days to two weeks. It comprises the assembly of the cable ducts at the machine as well as all wiring work and the installation of the control cabinets, in other words joining the new and existing equipment together. „futronic technicians are constantly present on site for this purpose", Lachmann confirms. The plant is then started up for the cold run, in which all components are operated overnight at no load. The so-called „gob-in", when the equipment goes productive, tends to be quite exciting: the first glass drops pass through the machine in what the Managing Director describes as „a magic moment". It can easily be a few hours until the gob weight has been adjusted correctly, the machine gradually increased up to normal capacity and the first container glasses roll off the assembly line. Assuming all of this is accomplished without a hitch, there are no further obstacles to formal acceptance.

Training and after-sales service

Comprehensive customer training, especially if the operators are new to the machine and not already familiar with the finer details, is always an important part of the commissioning phase. „We prefer to provide it at our Training Centre here in Tett nang", Lachmann stresses. The advantage: those taking part are no longer distracted by day-to-day business, as would inevitably be the case if they were trained in their normal environment, and they are more able to devote their full attention to the training contents (for more information, see futronic Journal 01/2011). „That's far more effective than sending our personnel out to the customer, where interruptions to attend to some urgent matter would be the norm." It goes without saying that futronic service engineers remain available to deal with any problems that arise after commissioning is over; they can access the plant directly from their workplace in Tett nang or if needed get on a plane or drive to the client's facility. „Extensive after-sales service is something we take for granted", says Meersschant. „After all, we want our customers to be happy in every respect."

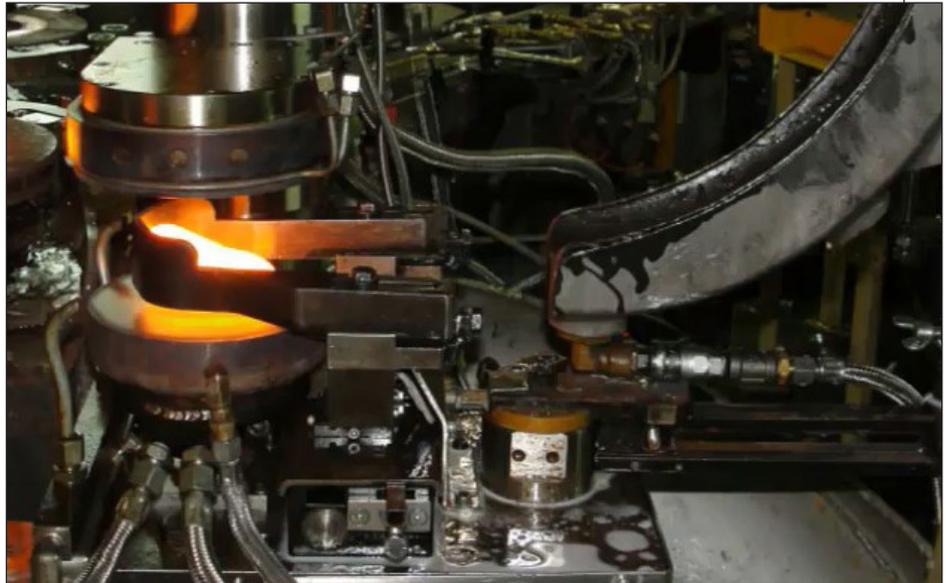
A perfect gob

In cooperation with its partner Forma Glas, futronic has developed a servo based gob transfer section for blowing machines. This standalone solution for retrofitting allows older machines to be brought into line with the latest state of the art as a way to improve productivity and product quality.

Ever higher machine productivity and glass quality are increasingly taken for granted and the tableware market is no exception. This quality can often only be assured with new or modernised plant and machinery. Attention is mainly focused on the production of the blank mould gob and its transfer to the blow mould section of the glass machine, which is a particularly sensitive step in the tableware manufacturing process. In older machines, this step still tends to be controlled pneumatically.

Servo technology replaces pneumatic control

In cooperation with its partner Forma Glas of Neukirchen, Upper Austria, futronic has developed a standalone solution based on high-precision servo technology. Retrofits to replace conventional technology are now an affordable option, even if the blowing machine is getting on in years. „The new system’s mechanical automation components are perfectly coordinated with one another”, explains Alexander Körner, project manager at futronic and responsible for the cooperation with Forma Glas.



A sensitive step with a big impact on quality: the blank mould gob is transferred to the blow mould section of the glass machine.

Consistent product quality

The advantages are undeniable. The plunger, for example, ensures that the blank mould gob is absolutely homogeneous. „Since the gob is

precisely centred on the work table before it is transferred, an ideal glass distribution in the moulding process, glasses with a uniform wall thickness and consistent product quality are now a reality”, Körner continues. The system is easily installed and can be integrated into the end customer’s environment both mechanically and electrically without any problems. The servo gob transfer section is also synchronised fully automatically with the existing blowing machine; the gob production and transfer steps are adapted to the feeder synchronously. Remote maintenance and updates take place via a VPN connection.

Several of these machines have already been installed, for instance at KHS (Kro nie skie Huty Szkła) Krosno S.A. in Poland. „Initial experience has shown that the system lives up to our expectations in every respect”, Körner concludes. Our customers are very happy – and so are we!”

High-precision production: the control and automation components of this standalone solution are integrated in a motion control system.



Stricken by the glass virus

It is now twenty-five years since Wolfgang Lachmann, aged 58, joined futronic as Technical Manager. He took over as General Manager of the Tettang control system specialist together with Michael Preuss in 2004. Prior to that he was in charge of technical computer applications and production automation solutions at Oberland.

Lachmann took a degree in Electrical Engineering, specialising in Communications, at Ravensburg-Weingarten University of Applied Sciences, ten miles north of Tettang. Originally from Bad Waldsee, he began offering „student engineering services“, as he calls them, to local firms while still at college. Some of the projects he became involved in were definitely on the bizarre side, such as the „information component“ of a device for measuring the thickness of cigarette paper, which Lachmann developed in the late seventies on behalf of Escher Wyss. He would actually have been quite content to carry on that way after graduating, as a self-employed engineer. In 1980, however, he received „an offer that was too good to resist“ from Oberland, the Bad Wurzach glass manufacturer. He decided to take a look at the factory and after being treated to spectacular insights into the production process, he was „stricken by the glass virus“. He was put in charge of technical computer applications and production automation solutions in the company’s R&D department – in which a certain Bernt Küstner was head of the electrical workshop – and soon became a preferred contact for suppliers and external service providers. „That was when I first got to know about futronic“, Lachmann recalls.

Our Industrial Automation architect

In 1986 Oberland acquired futronic, the control system specialist, and Küstner transferred to Tettang as Managing Director. Two years later, he was followed by the young communication engineer – and Lachmann was appointed Technical Manager.



Twenty-five years at futronic: Managing Director Technology Wolfgang Lachmann.

When Bernt Küstner retired in 2004, Wolfgang Lachmann took over the helm at futronic together with Michael Preuss. He cites the development of the FMT24S as one of his top personal landmarks. During the next few years Lachmann played a pivotal role in extending the product portfolio as the architect of the company’s fledgling Industrial Automation division. He did so with considerable success – futronic expanded in leaps and bounds and the payroll grew steadily longer. The move to a new building complex in Bürgermoos industrial park in 2008 marked an important milestone in the history of the company and its Managing Directors.

Staff well-being is worth the investment

Lachmann’s engineer’s genes continue to show through to this day, although he has also learned to let go when necessary: „After all, we’ve got some really good people here“. The well-being of his staff and an agreeable working atmosphere are matters of priority for him. Flat hierarchies and the gentle leadership style of the two Managing Directors are key contributing factors. His colleagues show their gratitude with great loyalty to the firm, in many instances over a period of several decades.

Wolfgang Lachmann, born in 1954, is married with two grown-up children. He has sung in Mariabrunn church choir for around twenty years and is co-founder of the Tettang Lions Club, which actively supports many social projects. His personal credo is very apt: „If we embrace the daily changes, manage the risks they create and seize the opportunities that arise, we’re bound to get ahead“.



A captain among captains: in 2012, Wolfgang Lachmann celebrated futronic’s 40th anniversary side by side with Martin Jetter, Chairman of Jetter AG.

Fiscal year 2012/2013

futronic's growth trajectory continues

In the fiscal year from April 2012 to March 2013, futronic generated sales revenues of approximately 10.2 million euros. This represents a further increase of around 1.6 million euros or 19 percent compared to the already excellent figure for the previous year.



The only way is up – the story for several years now at futronic. Managing Directors Wolfgang Lachmann and Michael Preuss (from left) have every reason to be pleased.

„In the preceding twelve months we recorded the best result ever in the history of the company but the fiscal year which ended in March has turned out to be even better“, reports Michael Preuss. „We're absolutely satisfied.“ Amongst other things, futronic got off to a very successful start last year with its new Tableware division. The new control and drive systems for presses and blow moulding machines have enjoyed a positive reception in the market. „It's an area with considerable potential and the cooperation with Forma Glas, our Austrian partner, is certainly paying off“, says Preuss. futronic's other divisions have likewise developed well, making a healthy contribution to the company's sales growth. Both Container Glass and Industrial Automation have profited from intensified sales activities worldwide in the last few years in combination with catch-up effects. The order situation and the level of development

and production capacity utilisation in the current fiscal year are excellent. The focus in the container glass industry – futronic's core market – is on the modernisation projects presently in the pipeline at several production facilities. „More and more manufacturers are opting for futronic technology or considering replacing rival products with controls and drives made in Tettngang“, Preuss explains. In his opinion, the opportunities for further growth are particularly strong in the glass markets of South-East Asia and Latin America. futronic also has its sights set on new industrial automation projects. The Industrial Automation division's share of total sales increased from 33 percent in the corresponding period of the previous year to 35 percent this year. „It's a line of business we hope to develop further in the next few years“, adds co-Managing Director Wolfgang Lachmann.

New man in Eastern Europe

Murat Yolaçan was recently appointed futronic's new Sales Manager for Eastern Europe, Russia and Turkey. Yolaçan has been with the company since July 1. His principal tasks are to build and extend the Tettngang control system specialist's sales network in these three markets, strengthen product sales and marketing in the glass segment, represent futronic at trade fairs and exhibitions and foster personal contacts with customers. Prior to joining futronic, Yolaçan studied Business Engineering, specialising in electrical engineering and information technology, at Konstanz University of Applied Sciences. He then worked for a short period at a management consultancy before „finally finding my dream job as Area Sales Manager at futronic“. Aged 28, he is a native of Friedrichshafen and very much attached to the Lake Constance area. He spends most of his spare time with his family and friends or out playing football.



futronic's new representative in Eastern Europe: Murat Yolaçan

futronic creates space

In mid-August the big day finally arrived – the last cable was laid and the last brush strokes applied. There is now more room on the ground floor of the production building for manufacturing and shipping and the new suspended ceiling has created extra space for storage racks and warehouse management. The offices, too, were completed right on schedule. New workplaces have taken shape here for information technicians as well as automation technicians and engineers. In future, more room will be available for futronic's control system specialists – and for new employees. All in all, futronic's usable floor space has been extended by approximately 800 square metres. The company's investment in this project amounted to about a million euros.



The hard hats are back in the cupboard now: Wolfgang Lachmann and Michael Preuss (from left) are delighted with the extra space, which will also benefit shipping.

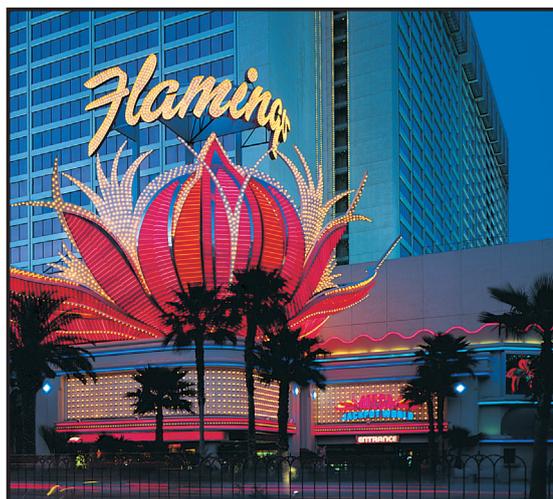
Glassman America

Glass industry visits the Flamingo

Outside on the streets it was the usual colourful spectacle but inside the mood was more matter-of-fact. More than seventy leading manufacturers, OEMs and suppliers from all over the world travelled to Las Vegas, America's gambling capital, to attend the Glassman exhibition.

For two days in mid-September, the event provided a fitting showcase for products and services for the container glass industry. Around five hundred visitors from Asia, Australia, Europe and North, South and Central America turned up to gather first-hand information on the latest technology innovations and trends. futronic Managing Director Michael Preuss was also there at Glassman as an exhibitor, hoping to strengthen existing contacts and forge new ones. A general marked reticence was perceptible at this year's trade show, however. „Investment decisions in the glass market tend to be rather cautious at the moment and things are likely to stay that way until the takeover of Verallia by Ardagh

Glass is complete", he explains. These reservations are not only affecting the American market but are also impacting the glass industry in neighbouring countries such as Mexico. In spite of all this he returned home from the States a happy man. „We had many interesting conversations with existing customers, in which we discussed the installed base and the possibilities for future extensions", Preuss continues. „I'm confident that a few projects will emerge from those exchanges." He also got together with manufacturers of plant and machinery to talk about impending projects and several quotations are now in the process of being drawn up. His trip to the Mojave Desert is already bearing fruit.



Glass, glitter and glamour: the first Glassman America since 2004 was held at the Flamingo, Las Vegas.

Gulf Glass

Industry meeting place in Dubai

The Middle East and North Africa region (MENA) is a crucial and highly promising market – and that also applies to futronic. Early in September, sales engineer Marc Meersschaut set off on his way to Gulf Glass, which was staged for the first time at the Dubai International Convention and Exhibition Centre. It has taken just five events for Gulf Glass to develop into the glass industry's single most important meeting

place in the MENA countries. It was therefore only logical that it should attract particularly robust visitor numbers. The journey proved to be well worth the while: „I was able to engage in a number of constructive discussions about concrete projects and establish several fresh contacts", Meersschaut comments. The only criticism he ventures to make is that „three days are slightly too long for an exhibition like that".

>> futronic worldwide

Stemware production kicks off in China

Chinese glass manufacturer Chuzhou Deli Crystal Glass has just commissioned two new tableware production lines. The order comprised two Forma Glas blow moulding machines, each with 24 sections, as well as two 16-section presses. The complete control system for the two production lines – from glass cutting at the feeder to the conveyor to the annealing lehr – was developed

by futronic on behalf of the Austrian engineering firm. The project encompassed the planning and design, software development, component manufacture and commissioning at the customer's facility. The contract for Deli Crystal Glass marked the start of futronic's extensive cooperation with Forma Glas a year ago. More projects have since been realised in its wake or are in the pipeline.

>> News Flash

New control for used machines

futronic has just equipped a stemware production line end to end with new control systems on behalf of Kavalierglass, the Czech manufacturer. This represents yet another project undertaken in collaboration with our Austrian partner, Forma Glas. The order comprised the refurbishment and modernisation of a 20-section blowing machine, a 16-section press and a 20-section stem polishing machine at the Kavalierglass facility in Sázava near Prague. The blowing machine is now controlled by a futronic blow moulding control system (FBC), which unites the machine control equipment and the synchronous drive in one system.

A futronic press control system (FPC), a modular control and drive system for up to 20 sections, oversees the press. The new equipment went productive in Sázava in December.

»Employees in the Spotlight

Christian Heim

Down to earth with local roots



In his job as software developer and automation engineer, Christian Heim spends his time making sure automated processes run without a hitch, especially in Forma Glas rotary blowing machines. He is a regular visitor to futronic's partner in Neukirchen (Upper Austria), where he supervises tests and cold runs and is responsible for fine tuning. And whenever a press or a blow moulding or grinding machine for manufacturing stemware has to be commissioned, he travels half way round the world if necessary to provide our customers with valuable support. Prior to joining futronic last February, 30 year-old Heim had „been all over the place“ on behalf of another South German company specialised in plant and machinery for making pipelines. Although he genuinely enjoys travelling, he has strong local roots and is very much down to earth by nature. He feels particularly attached to the Tettng area – to his partner, friends and family and the farm where he grew up. In his spare time, Heim plays soccer for SV Tannau, rides a motorbike and occasionally goes fishing.

»Training

Cosimo Oscuro

Good marks mean an early holiday



Cosimo Oscuro's marks were so good that he was able to reward himself by finishing his apprenticeship early. Born in Monopoli in southern Italy, he emigrated to Germany at the age of nine. Following two years at Friedrichshafen Electronics College, he trained with us as an Electronics Technician for Systems and Equipment. He took his final exam in July – six months ahead of schedule – and then set out on a well-earned, two-month adventure holiday to Dubai, Thailand and Australia. He's back home again now, and it goes without saying that we want to keep good people like Cosimo. A staunch fan of AC Milan, he currently works in Testing and Service. He also attends evening classes at Tettng Electronics College (EST), where he is hoping to obtain an additional qualification. Congratulations from us, Cosimo – and keep up the good work!

New trainees get off to a flying start

They've made it – school-leavers Isabella Ness, Maximilian Rapp and Steffen Federau have just grasped the first rung on their career ladder, joining us in September as trainees. Isabella, aged 20, from Wasserburg is hoping to become an Industrial Business Management Assistant with a higher-level qualification in „International Management with Foreign Languages“. She began in the Human Resources department and is currently supporting her colleagues in Shipping. Maximilian, also aged 20, hails from Meckenbeuren and is training with us as a Warehouse Logistics Operator. He spent the first few months in Goods Receipt

learning, amongst other things, all the dos and don'ts when it comes to storing electronic components. Steffen Federau, aged 18, came to futronic after completing a one-year vocational course at Tettng Electronics College (EST). A native of Tettng, he has just begun a three-year training course as an Electronics Technician for Systems and Equipment in our Mechanical Components and Control Cabinet Construction departments. It was a particularly difficult choice to make this year but Human Resources Manager Nicole Kremler is very happy with the result: „The three we've found are a good mix: they're alert, open-minded and committed, and they fit in with us extremely well.“



A great team gets off to a flying start: Human Resources Manager Nicole Kremler with new trainees Steffen Federau, Maximilian Rapp and Isabella Ness as well as training supervisor Alexander Petuker (from left).

»Exploring opportunities



Electronics in practice: Heiko Pfisterer treated the youngsters to a tour of the various departments, during which they also learned how a control cabinet is built.

A chance to get a taste

A few months ago, we opened our doors to young people from the local region for the fifth time during the summer holiday period in the framework of ‚Wissen was geht!‘ („Exploring opportunities!“), an initiative sponsored by Wirtschaftsförderung Bodensee (WFB), the regional business development organisation. This year, eight boys and three girls aged between 15 and 20 took advantage of their short visit to futronic to learn first-hand about

training and career opportunities in commercial and technical professions and get a taste of what life is like in different parts of the company. „We've been providing training in a variety of professions for many years“, explains Human Resources Manager Nicole Kremler. „The WFB initiative is a good opportunity for us to help the next generation discover what they'd most like to do after they leave school“. At the same time, it gives us a welcome chance „to draw the attention of tomorrow's qualified staff to futronic by showing who we are and what we have to offer“, she adds.