

The EMCO^{Onomist}

[NOV/2008]

emcogroup

Designed for your profit



[Discover the Variety of EMCONOMY]

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Salzburg Machine Tool Specialist complements Management Team:
Stefan Hansch appointed as Managing Director of the EMCO Group.



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On October 1, Stefan Hansch joined the Management Team of Salzburg machine tool manufacturer EMCO, a subsidiary of the stock market listed A-TEC Industries AG. Dr. Hansch will take over from Ewald Gattermayr, acting Managing Director since March, who will return to A-TEC Industries in December in his capacity as the CEO of Mechanical Engineering Holding GmbH and member of the Board of Directors of the EMCO Group. Dr. Hansch, who will be responsible for Development, Production, Marketing, Sales and Service within the EMCO Group, will be a real asset to the Management Team. CFO Peter Vidounig has been responsible for Accounts, Controlling, IT and Human Resources since 2004.

"I am highly motivated and looking forward to my new duties. I hope to contribute to the success of the whole Group with my many years' experience in the engineering sector," said CEO Stefan Hansch. Gattermayr has high expectations of this new appointment:

"With Dr. Hansch we have gained a highly regarded sector expert for our team. In addition to increasing productivity through process optimization, he will reinforce the group concept through bringing together all the factories and encouraging an open communication and error management culture. Emphasizing and increasing team thinking and team spirit is top priority."

Dr. Stefan Hansch gained his doctorate in engineering at the Technical University of Chemnitz, majoring in machine tool design. He then worked as Design Manager and Engineering Manager for Heckert, amongst others, before taking over management of the "Engineering and Production" department at Honsberg Lamb in Remscheid. In 2000, Dr. Hansch became Technical Director and later Chief Executive Officer at Alfing Kessler Sondermaschinen.

A-TEC significantly increases revenue and earnings

Despite of drop in order intake in the German machine tool and plant engineering industry EMCO's orders from its core markets are on target

If the experts' forecasts are to be believed, economic storm clouds are gathering over Europe. Clearly, the A-TEC Industries Group will not emerge completely unscathed, but due to the high order backlog and continued strong order intake the - hopefully temporary - slowdown will be weathered well. For example, Plant Construction again won several major contracts in the second quarter. Thanks to the sale of our copper investments, net debt has also been cut and the impact is reflected in our net finance costs.

A-TEC Industries AG is a holding company that heads four operating divisions :

- **Plant Construction**
- **Drive Technology**
- **Machine Tools**
- **Minerals & Metals**

Mirko Kovats, CEO of A-TEC Industries AG ascertains: "All four divisions are trading in line with our expectations, and we continue to regard our previous guidance for the 2008 financial year as realistic."

Comparison of half-yearly results with 2007

Revenues increased especially across three divisions, bringing the total for the Group to EUR 1,622.4m, for an improvement of 67.2 %. Earnings before tax (EBT) surged by 79.7% year on year to EUR 62.7m.

Sharp rise in order intake

The 49.6% rise in order intake is symptomatic of our continued strong operational performance, and makes it easy to forecast future revenue. The quarter-on-quarter increase was 50%, bringing total order intake to EUR 834.6m.

Markets and products EMCO Group

A real drop of 5% in order intake in the German machine tool and plant engineering industry passed EMCO's core markets by. While the downturn in Germany was mainly due to a fall-off in export orders (7% down in June), EMCO's orders from its core markets are on target. The company's activities continue to focus on the E-series EMCOTURN and EMCOMILL models, which are entry-level products that provide improved access to markets such as milling machines. Increased market penetration is enabling EMCO to make greater inroads in complete machining, thus also qualifying it as a supplier of equipment for complex tasks. In the second quarter of 2008 EMCO appeared at all of the major industry trade shows (Industrie Paris, Metav Düsseldorf, For Industry Prague, International Engineering Fair/Nitra and MPT Poznan). Numerous coop stands and attendance at in-house trade exhibitions also offered excellent opportunities to showcase new products. EMCO is working flat-out on establishing sales offices in France and Spain. Dealer networks have been built up, and the necessary structures for the service business are already in place. Optimisation and expansion of the Italian dealer network continued.

Outlook for 2008

In the light of results for the first half of 2008, ongoing projects and our assessment of the second half of the year our improved guidance is as follows. We anticipate continued revenue growth to well over EUR 3bn in 2008, excluding any future acquisitions. Management is targeting a further improvement in earnings on the back of this growth.

Revenue in the Machine Tools Division is predicted to jump to some EUR 320m due to the full-year consolidation of DST.



Konrad Auer

After graduating from technical college in Braunau am Inn, Mr. Auer worked at Siemens AG in Munich for several years in various roles, one of which focused on the internal training of service personnel around the world. After completing an in-service training program in England in 2002, he was head of customer service at Windhager Zentralheizung and, most recently, worked as a service manager at Linde Kältetechnik in Vienna, focusing mainly on ensuring a customer-oriented and efficient organizational structure as well making the service department into an internal profit center. Mr. Auer has been a service manager at EMCO since September.



Gerhard Bayer

Mr. Gerhard Bayer has been contributing to the successful Industrial Training-team as a product manager since March this year. Mr. Bayer gained his experience in product management at W&H, a manufacturer of dental instruments. Together with his colleagues, he aims to promote EMCO's CNC training concept and to establish it even more firmly.



Reinhard Fanninger

Reinhard Fanninger has been with the EMCO group for 20 years. After working for EMCO in the USA and Germany, he is now product manager for EMCO-FAMUP machines. He provides a link between the two EMCO sites in Hallein and San Quirino and improves co-operation with customers, enabling products to be more closely tailored to their requirements.



Borja Pradas

Borja Pradas' roles at DMG and Mazak show his in-depth knowledge of the industry. He is now putting his well-grounded knowledge to use as the new Sales Manager for the Spanish market (industry) at EMCO.



Markus Puntigam

Having completed his international technical sales management studies at the vocational university in Steyr, Marcus Puntigam has now been responsible for the area of Latin America at EMCO Industrial Training since 2008. His main tasks are to acquire new training projects, to strengthen existing customer contacts, and to expand the retail network.



Josef Seiwald

Josef Seiwald was head of customer service, product manager and area sales manager at EMCO for several years. He is now passing on his extensive knowledge in the form of service and product training.



Marc Guardia

Over the many years he spent working for the large Spanish company DELTECO, Mr. Guardia gained in-depth industry experience in the sale of well-known new and used CNC machine tools. He is also extremely knowledgeable about automation solutions. Since October, he has been working to establish EMCO on the Spanish market.

[EMCO with new corporate design]

With its new corporate design EMCO increases the recognition of the brand and masters to combine technology with economy and, not at least, emotion.

[4]



CD stands for „Corporate Design“ and defines the overall, visual presentation of a company through its logo, slogan, typography (font), colours and figurative marks – in other words, all perceptible manifestations of a company from flag to press release.

Why do companies change their corporate design? There are many reasons - mainly because structural changes should be signalled to the outside world: extreme growth, acquisitions, a generation change in the ownership structure or the realization that the existing corporate design needs to be re-launched or updated.

Early forms of expression of a corporate design were the flags and armour associated with various peoples. These helped them to locate their fellow tribesmen, identify other groups and differentiate between one another. This is also a fundamental task in communication - if we see word picture trade marks, whether it be for Red Bull, Coca Cola, Milka, or Gucci, we know what we are dealing with. Our brain immediately makes associations with the trademarks or what they stand for: a sweet syrupy drink and a feeling of infinite lightness, a black sugary beverage synonymous with pure, easy living and refreshment, delicious chocolate and sweet dreams of purple cows or exclusive fashion with the promise of stylish haute couture.

EMCO has recently also redesigned its appearance - so what's new and why?

EMCO has a distinct advantage in that it already has some very typical elements of corporate design - the EMCO script and the red colour. The task was therefore clear: to create a consistent and EMCO-typical presence in the industry linked to the slogan „Designed for your profit“. This was done very successfully by introducing the new logo structure and the new figurative mark (= new photo style) and typography/font.

Initial feedback from trade fairs has been very positive - both the new sales documents and the presentations made at trade fairs have been well-received by customers and dealers.

The next task is to ensure that the new look is applied as universally and consistently as possible, whether it be for flags, promotional vehicles, business cards or machine brandings.

At the same time, EMCO is very aware of the commercial implications of such a changeover, since the introduction of a new corporate design to a specific deadline always involves a great deal of stationery, advertising material, etc. having to be destroyed.

80 % of the existing advertising materials and brochures have already been adapted to the new corporate design. The rest are continuously following suit.

EMCO hopes that this change and the new corporate design will communicate the advantages of EMCO's products and services more effectively to its customers. The style of the product presentations in brochures, displays, and on the website combines technology, economy, and, not least, emotion. This is how EMCO links the brand with the products - that is, the image with the technical benefits.

In addition, this should increase recognition of the EMCO brand. The more clearly EMCO communicates its message, the more customers will also profit from this distinctive, unique, and transparent new design: transparent with regard to the Group's structure, the individual product categories, and also with regard to how the products are promoted.

This all creates trust, which is an important foundation for a successful partnership with our customers.

EMCO group
Designed for your profit

[1+1=3]

That's E[M]CONOMY!

Hr. Johann Bräker, Firmeninhaber und Geschäftsführer der Bräker Ges. m.b.H. renommiertes österreichischer Hersteller von Präzisionsdreh- und Fräsmaschinen: „Mit den EMCO-Maschinen schaffen wir es, unseren hohen Qualitätsanspruch in der Produktion umzusetzen - und das zu äußerst wirtschaftlichen Konditionen.“

Profitieren auch Sie von E[M]CONOMY. www.emco.at

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[That's E[M]CONOMY:]

Complete Solutions – unlimited Possibilities. EMCO MAXXTURN 45

Universal machining center for the complete machining of bar stock and chuck work

EMCO group
Designed for your profit

Be clever. Be an E[M]CONOMIST.

Wir sind ein international erfolgreicher Hersteller hochwertiger Werkzeugmaschinen. Ständige Innovation ist die Basis unseres Erfolges. **Zur Verstärkung unseres Teams in Hallein sind die folgenden Stellen zur Neubesetzung ausgeschrieben.**

Zeitnehmer für die Zeitwirtschaft
Für diese Aufgabe erwarten wir Bewerber: • mit abgeschlossener Berufsausbildung • REFA-Ausbildung • technischem Hintergrund • mehrjährige Berufserfahrung

Lead Buyer mechanische Komponenten
Ihre Aufgaben: • Realisierung regionaler sowie internationaler Commodity-Strategien • Verantwortungsbereich für weltweite Einkaufsbündelungsaktivitäten • Führung von Preis- und Vertragsverhandlungen im internationalen Umfeld • Definition und Umsetzung von Cost-down- bzw. Design-to-Cost-Projekte • Durchführung der Lieferantenauswahl und dem Lieferantenmanagement • Mitarbeit beim Aufbau von neuen Einkaufsmärkten
Ihr Profil: • Fundierte technische Ausbildung auf Maturaniveau oder Studium • Mehrjährige Berufserfahrung im internationalen Einkauf • Analytische Vorgehensweise und ausgeprägte Kommunikationsfähigkeiten • Ausgezeichnetes Englisch bzw. Idealerweise SAP-Kenntnisse • Reisebereitschaft

Innendiensttechniker/in Hotline Österreich
In dieser Position sind Sie unter anderem verantwortlich für die Fehleranalyse bei Maschinenstörungen mit unseren Kunden, Ersatzteilabwicklung zwischen Kunden und EMCO und allgemeine Büroarbeiten im Bereich der Serviceabteilung
Wir bieten: • eine interessante, abwechslungsreiche Tätigkeit • in einem dynamischen, ambitionierten und jungen Team • in einem expandierenden Unternehmen • leistungsorientierte Vergütung • flexible Arbeitszeit
Wir erwarten: • eine fundierte Ausbildung (Mechatroniker/Elektrotechniker) • Idealerweise Erfahrung im Umgang mit Werkzeugmaschinen und Messtechniken • Selbstständigkeit, Kundenorientiertheit, gutes Auftreten • Englisch in Wort und Schrift • EDV-Kenntnisse (Grundwissen)

Kontakt: Ihre Bewerbung mit Lebenslauf und Zeugniskopien richten Sie bitte an die EMCO Maker Ges.m.b.H., Abteilung Personal/Recht, Salzburger Straße 80, A-5400 Hallein. Für Rückfragen stehen wir Ihnen jederzeit gerne unter der Tel. 06248 891-326 bzw. per E-mail: martina.viehauer@emco.at zur Verfügung.



EMCOMILL E600, E900 and now new E1200:

[The new machine generation from EMCO]



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In order to offer an adequate solution to customers who want to produce larger and heavier workpieces, EMCO has decided to develop and produce a standard 3-axes milling machine for this segment as well at a top-notch price/performance ratio.

The promising result of a successful cooperative effort between EMCO and its Italian subsidiary, FAMUP, is enormously attractive particularly for general machining as well as tool and prototype construction.

["Made in the Heart of Europe" and "Design to Cost"]

With the EMCOMILL E-series, EMCO expands its ample product range and thus offers an even more matching structure: the new machine generation is the counterpart in milling to the successful EMCOTURN E25/E45/E65 turning center series. Therefore, EMCOMILL E-series is the very recent proof for the persistent application of the "Design to Cost" approach: offering the highest possible benefit at the lowest cost to the customers. All components that contribute to performance, precision and long duration of the machines are optimized, focussing at the same time on main functions for the customer. However, the customer need not dispense: The development and the production

of the machines is carried out according to the EMCO philosophy "Made in the Heart of Europe", i.e. exclusively in Central Europe in cooperation with European brand producers who comply with top standards regarding quality, productivity and economy.

[Mechanical Engineering without Compromises]

- Machine base, support and all 3 slides are of massive cast design
- Excellent damping properties of the cast material result in high surface qualities with ample cutting values
- Slides traverse precisely and without jerking
- Very quick 2-arm magazine with tool changing times of 1.6 seconds

[Concept of Modular Structure]

The highly proven modular concept facilitates a perfect adjustment of the machine to the customer's requirements also in the EMCOMILL E1200.



The **EMCOTURN Plast 95**: Light materials meet smart specialist

For efficient bar stock machining of workpieces made of plastic, aluminum, brass, or steel with diameters up to 95 mm, EMCO has developed a new specialist - based on the EMCOTURN E65. For the first time, plastic and aluminum can now be machined from bar stock with diameters up to 95 mm using an extremely compact and reasonably priced EMCO machine.

[The Highlights]

- Particularly large spindle bore measuring 106 mm
- Efficient machining of plastics, pipes, and aluminum
- With EMCO LM1200 short bar loader for fully automatic loading with bar stock up to 1200 mm in length, 8-95 mm in diameter and with a maximum bar weight of 45kg
- Siemens or Fanuc control

[The Technology]

- Solid machine base with a thermosymmetric headstock ensures high levels of stability and precision
- Tool turret with 12 VDI30 axial stations, and if required, all 12 stations can be driven; for various operations (like synchronized thread cutting and polygonal turning)



Efficient machine loading and unloading with the new **EMCO ROBO LOAD 10**

EMCO is expanding its focus to include the automated loading and unloading of CNC machines with inserts. On one hand, this significantly speeds up production, while on the other hand it enables low-manpower production.

[The Technology]

The 6-axis articulated arm robot is equipped with a component-specific gripper system. With this gripper system, it continually processes the workpieces from a dual drawer system. Depending on the size of the raw parts, 8 (400 x 300 mm) or 4 (600 x 400 mm) pallets can be placed in the drawers and replaced as required. The maximum bearing load including parts catcher is 10 kg. The automatic overhead cleaner on the robot's hand cleans the completed workpiece and the clamping device.

[The Advantage]

The new EMCO ROBO LOAD therefore allows a significant increase in productivity and profitability. When the ROBO LOAD is used in combination with the EMCOTURN E-machines, its manufacturing efficiency lends a whole new meaning to EMCO's "Design to Cost"-commitment. Of course, the ROBO LOAD can also be installed on all other turning centers.



One-stop Shop: The new **EMCOMILL C40** with EASY CYCLE control

From now on EMCO customers will benefit from one-stop shopping: machine and control.

The EMCOMILL C40 with the new EMCO in-house developed cycle control EASY CYCLE is distinguished by its universal applicability and its massive user-friendliness.

Whether for one-off or small series production, simple or complex workpieces, the EMCOMILL C40 convinces with its high cutting performance and maximum precision. CNC knowledge is not necessary. Programming is carried out through user guidance and graphic simulation of the workpiece. This ensures user-friendly programming.

[The Highlights]

- High machining power
- Solid construction
- Universal applicability
- High dynamics

[The Technology]

- Chip protection doors that can be swiveled
- Infinitely variable speed control
- Circulating-ball spindle and linear guides in all three axes
- Reversible main spindle
- Coolant system with external coolant tank
- Extremely clear configuration of the cycle control

[Training on the job]

The new EMCO CONCEPT MILL 450

EMCO Industrial Training presents the new Concept MILL 450 with interchangeable control: a vertical CNC machining center with the latest drive technology for maximum performance. For training at industrial level.

Providing training on industry-standard machine tools – the stated aim of EMCO Industrial Training. EMCO has once again met this requirement with its new CONCEPT MILL 450: The

poses, and equipped with the EMCO WinNC interchangeable control unit. The result: customers acquire the necessary expertise to operate the machine on their own, and to use all of its functions proficiently and without error.

Unique concept of interchangeable control for industrial training

With its globally unique concept of the interchangeable control, EMCO Industrial Training offers the chance

and control systems employed.

To change to a different control system, it is simply necessary to start up the appropriate software and change the control-unit-specific keyboard module.

The Concept MILL 450 – the ultimate in modern machine tool technology training

The Concept MILL 450 is typically aimed at industrial training establishments with production applications, manufacturing businesses with apprentices and trainees, factories, watchmakers and jewellery manufacturers, and both beginners and advanced trainees with more demanding requirements. It is ideal for machining steel, non-ferrous metal and aluminium.

Engineering without compromises

The refined machine design ensures perfect training conditions for industrial metal-cutting machining: with a powerful direct-drive main spindle (10,000 rpm and 13 kW), a high feed rate coupled with immense power, a fixed 20-tool magazine, a fast two-arm changer, and the EMCO WinNC control unit, depending on user requirements, the Concept MILL 450 can be used not only as a fully-functioning production machine, but also for CNC milling training – "two in one", so to speak.

As well as programming in different control units, users are trained in future trends in metal-cutting technology. This means above all the selection of the right cutting parameters, such as depth, feed rate, and rotational speed, taking into account optimum chip formation and the surface to be achieved. The upshot is that EMCO Industrial Training has set another clear milestone towards a soundly-based industrial training regime in metal-cutting machining.

new machine is based on the successful EMCOMILL E600 design, developed and manufactured in line with the EMCO philosophy "Made in the Heart of Europe". The new Concept MILL 450 corresponds to the EMCOMILL E600 in terms of performance, size and working area. In effect, the EMCOMILL E600 has been more or less adapted for training pur-

to learn to use up to nine different common control units in industry. This is a significant advantage, not just for future specialists, but also for operators. As well as opening up a wide range of professional opportunities and perspectives for CNC technicians, it creates a pool of expertly trained staff that companies can draw upon, regardless of the machines

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[From the industry, for the industry]

25 years of EMCO Industrial Training

Over the past 25 years, EMCO Industrial Training has trained both company employees and specialists from around the world in the use of state-of-the-art CNC machines. In honor of this, we wanted to provide a short summary. This is not a review, but rather a profile which looks at the power of ideas around the world. Ideas which have benefited thousands of highly trained skilled workers throughout the metal machining industry over the past two and a half decades, and which will continue to guarantee training concepts which are perfectly tailored to individual companies' specific manufacturing requirements. With over 60 years' experience developing and producing high-tech machines for the machining industry, the EMCO Group has first-hand knowledge of the secrets of successful professional training. For the user, this means learning to use industry-standard machine tools safely and being able to incorporate this expertise seamlessly into his company's manu-

facturing processes. "From the industry, for the industry!" This motto has made EMCO Industrial Training the world's market leader in the training sector. In this booklet, you are invited to join EMCO on a journey they began 25 years ago; a journey which has led EMCO from some of the most famous companies in the world to the most fascinating countries and cultures; a journey that has produced the world's leading training technology, and which has had just one destination from the start: the future! The brochure is available in German, English, Italian, French and Spanish.



EMCOMaq is the new exclusive EMCO retailer in Brazil

New retailer EMCOMAq has been exclusively representing EMCO CNC machines throughout Brazil since April 2008. Paulo Hänni, EMCOMAq's Managing Director, has over 30 years' experience in the machine tool industry and is extremely familiar with the Bra-

zilian market and its customer structure. The Brazilian market is highly competitive. Hänni explains: "There were, and still are, many customers whose only consideration is price, which is why there is still a high demand for Asian manufacturers." However, it now seems that price and quality are gaining more awareness. "More and more customers are now specifically looking for machines that provide an excellent cost-performance ratio. This is just what EMCO machines provide."

EMCOMaq is perfectly positioned: Brazil's individual regions are covered by different vendors. Training, installation and servicing are provided by GE Service.

[PROJECT JOURNAL] GERALD STURM



Project Vietnam MOET - Equipping 3 universities in Vietnam.

May 2008, 2nd visit to Vietnam:

I've come to Vietnam for the second time. My first visit was over a year ago when the contract between the customer and EMCO was signed. A great celebration with the Vietnamese minister and the Austrian ambassador. Then it was another 9 months before the final details for the financing were confirmed. Our AEP colleagues worked hard. They designed the project on behalf of EMCO and saw it all the way through to the signing. Now it's our turn to take over the development and I am here to play my part in putting the contracts into practice, to allow something "real" to emerge from all this paperwork. As I meet many new people, I introduce myself as an EMCO representative and try to figure out who is responsible for what. I have to take on a great deal and learn about the country and people over the coming months.

Our Vietnamese partner is taking me on a tour of the customer's 3 universities which are involved in the project. They will receive fully equipped work areas and classrooms and their specialists will be trained to use EMCO's modern CNC machines.

The next to-dos:

- Complete the construction of the areas where training on the machines will eventually take place.
- Purchase: Organize the prompt delivery of the machine components, accessories, tools, raw materials etc. in Hallein
- Organize logistics: Packing, transport and shipping of the machines
- Train the 14 Vietnamese specialists at EMCO in Hallein (3 months)

An interview with Gerald Sturm,
international project manager at EMCO:

[Farmhouse bacon in Manila]

Gerald Sturm has been an international project manager for EMCO Industrial Training since 1992, and, during this time, has developed large-scale training projects mainly in Indonesia and the Philippines. This means that he often spends several years in these countries. He has been working for EMCO in Gabon since April 2007. A man who has been around the world several times has a lot of stories to tell, of course. In the following interview you can read about his experiences of different cultures and mindsets, the peculiarities of life on the road, and find out what Paul has to do with a horse.



Mr. Sturm, you have supervised various projects around the world for EMCO Industrial Training and have often been far from home for several years at a time. How do you find the frequent moves to strange countries?

It's a little bit like a journey into a dark tunnel; you never know what awaits you at the other end. Will it be a little haven where you feel at home straight away, or will it be just the opposite? But the desire for adventure keeps me going, and whatever happens, it is certainly exciting. At the beginning you have to steer your way cautiously to be sure that you are heading in the right direction.

While we are on the subject, what are the biggest challenges that you face during the course of a project?

It's always the same at the beginning: my personal belongings get stuck in customs for weeks, sometimes months, and I don't have any dishes, clothes, or books. Despite this, I still have to put 110% effort into my work because of the constant pressure of deadlines. And on top of this, there is no one I can ask for advice. Especially when you have to deal with the really big problems and important decisions all on your own, the situation becomes a real test of strength. This makes it all the more important to set up a network of contacts as quickly as possible, so you can draw on it for information and help. That's not always easy to do; you can't just pull up a seat with the locals in Jakarta, Tripoli or Manila.

Don't you find the language barriers to be a real problem? I suppose you couldn't really learn every new language.

Actually, you can get quite far using English. But it is still important to learn a few simple phrases quickly in a new language. I always learn how to say "please" and "thank you" first. These are the two most important words. But the language isn't really

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that much of a problem. More often, it is the unbelievably slow bureaucracy or the drawn-out customs clearance procedures that make it really difficult. Constantly shifting political influences also mean that key personnel involved in the project keep changing. You often have to start again from scratch with new colleagues, because they have no idea what the project involves. Of course, this involves the use of interpersonal skills. You really can't achieve much alone; I depend on people to support me. When you just don't get along together, it can be really difficult.

You often hear that the ability to improvise is the most important skill needed for developing large international projects. Can you tell us about that?

Here's a typical problem: there are 40 tons of machinery and all kinds of material standing around, and it's my job to somehow unload it all, undamaged, from the containers and get it into the buildings. There are no suitable machines to be found anywhere, especially if we happen to be working in quite a remote place where there is no infrastructure. Once, in the Philippines, about 70 young girls from a Catholic girls' school helped us with the unloading. They were so happy that they were allowed to do something useful for once. Without their help, the work would have taken several hours longer. There was also a typhoon on its way, which could have meant being stuck there for a week. Those girls really were sent from heaven. But, oh my God, so much squealing ...

Have you ever lost hope that a project would be completed successfully?

Never fully. Although each project has what I call ist "dark moments," when all I want to do is pack it in, run home, and hide myself away. But things don't stay the same, they are con-

stantly changing. You have to see a project as a living thing which the people involved try to influence and make their own mark on at various stages and in various ways. As a project manager, I am in the middle of all this, and am exposed to all the tension. So you have to be quite an optimistic person to want to take on such a task.

What do you have to do in the "dark moments" to carry on?

I "re-boot" the computer in my head to give my mind a fresh start after a short feeling of depression. And then I always see how to carry on again. It has always seemed to work. I think of a line from a lovely song: "Don't worry, there is sunshine after rain."



Do you sometimes miss Austria? What do you miss the most?

Sometimes I get real withdrawal symptoms. Then I have to eat some potato salad or some Austrian bacon with a glass of schnapps. Music can also be a big help, anything from modern folk to classical, from wind music to folk is allowed. In an emergency, nothing is ruled out. For a while, "Paul mit sein Gaul..." (Paul and his horse) was my favorite. But only at full volume and when I was at home alone! Those wonderful

Austrian tourism posters are as precious as gold. Most of all, I miss the mountains, the fresh air, riding through Salzburg on my bike on Sunday mornings, the church bells, good bread, and fresh, hot meat loaf. And of course, I can't forget the changing seasons and the snow.

Do you ever feel like you have no country and no home?

Not at all. I still feel connected with my home – Vorarlberg in a narrow sense and Salzburg and Austria in a wider sense.

How does your family find the constant traveling?

My wife comes with me on longer postings. She enjoys traveling even more than I do. It is quite difficult to stay in regular contact with the rest of the family. My mother always says she worries that we will be caught up in one of the many natural disasters. When the dreadful tsunami happened, one of our many friends from around the world told everyone by e-mail that we were staying in the affected area in Thailand. We were actually a couple of thousand kilometers away. Family, friends, and acquaintances sent anxious e-mails from various parts of the world. My brother even called the Foreign Office's emergency center. Four days later, when we finally had access to the Internet, we didn't even know there had been a tsunami. I had seen just one picture on the front page of a local newspaper and thought it was of an earthquake.

What do you and your family do to fit in as quickly as possible with the local customs and become integrated?

It can often be tiring to try and learn as much as possible about the country and its people and to immerse yourself in a completely different culture in addition to the challenges of the day's work. But traveling in the country can help a great deal with

this. My wife and I always try to travel around our host country as much as we can. You can experience a lot in this way.

Are there cultures in which you feel more at ease and those in which you feel less comfortable?

I always dreamed about North and South America, and the indigenous cultures there when I was younger. When I came to Asia, I was surprised most of all by how diverse it is, and the things there are to discover. I am essentially open to all cultures, but I don't throw myself into them completely. I continue my own, Austrian way of life, and keep a certain distance from any culture. In a way, I am an onlooker, and try to approach a new culture as impartially as possible, and to take a lot in.

Which country left the greatest impression on you?

Basically, every country has its own characteristics and its good and bad points. I am constantly fascinated by human diversity with its many different forms of language, music, dance, social structure, religion, attitude, cuisine, nature, architecture, etc. Of course, you mustn't forget the negative aspects: social injustice, poverty, conflict, crime, pollution, the unscrupulous exploitation of nature, misgovernment, poor education, ignorance, and "cultural" prejudice. Indonesia left a strong impression on me, as it was my first project location. It is a perfect example of diversity, partly due to its size and its geography, which encompasses around 15,000 islands. It has more than 400 languages, various cultures, and is unbelievably rich in natural beauty. Libya was also a wonderful experience. Fantastic people and an unforgettable atmosphere in the desert, stary skies that make you dream. Sometimes it was like a tale from "Arabian Nights," with the image of "brother leader" Muammar Gaddafi

floating above everything. In the Philippines I was introduced to the fine art of political and social manipulation, and saw a traditional Good Friday crucifixion ceremony with my own eyes. A terrifying experience. And I had a couple of the most extreme experiences of my life in Africa. That's why I can't really say which country left the strongest impression on me. I have had amazing experiences and gotten to know some lovely people. On the other hand, I have experienced difficult times in each place. But these contrasts are what make the countries, the people, and even life itself exciting.

Do you see the journey from project to project as a task for life or as a phase in your life? In other words, do you ever want to settle down?

Of course, I will settle down one day. But I'd like to carry on for a while longer, if I can.

GERALD STURM'S PROFILE

Date of birth: 16 March 1964

Part of EMCO Industrial Training since: 1992

PROJECTS:

1992-1993 Indonesia. CNC training project: Trainer

1994-1996 Indonesia. CNC training project: Technical Assistance Team Leader

1996-1998 Libya. Engineer-training project at the technical university in Tripoli. Training for Libyan oil company engineers and other national companies (not for EMCO, for Voest Alpine Oilfield Services in Linz): Project Manager

1998-2001 Indonesia. Three-year training project in the skills of mechanics, electronics and welding: Project Manager

2002-2007 Philippines. CNC training project: Project Manager since April 2007 Gabon. Project involving technical training in the specialist areas of woodworking, electrical engineering, automotive (mechanics, electrics), mechanics, welding, etc.: Project Manager

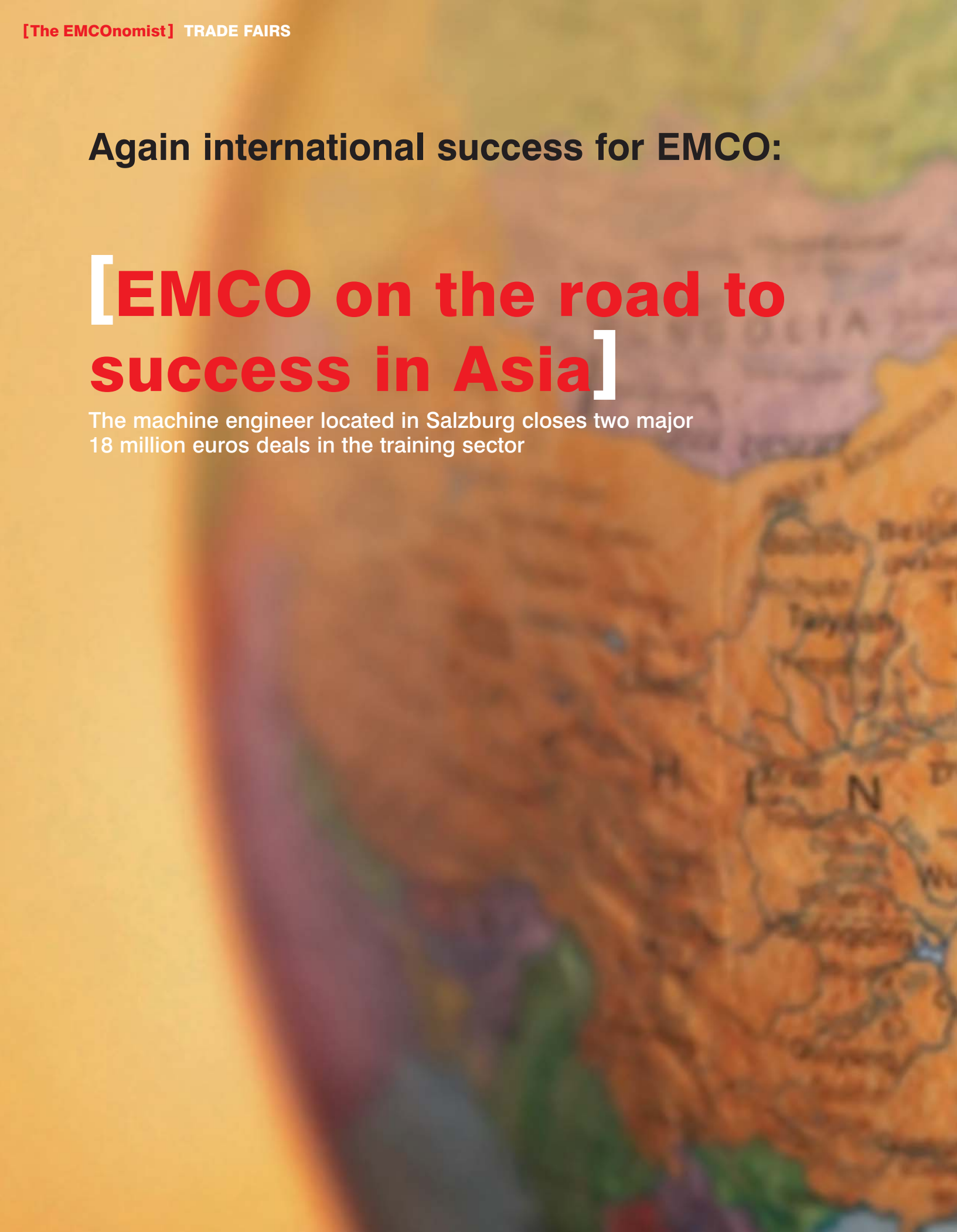
Since Oct. 2008 Vietnam and China. CNC training project (3 technical universities and 8 technical vocational schools): Project Manager



Again international success for EMCO:

[EMCO on the road to success in Asia]

The machine engineer located in Salzburg closes two major 18 million euros deals in the training sector



EMCO lands 18 million euros order

EMCO, the mechanical engineering company from Salzburg, was highly successful in competing for an impressive large-scale order: as the world market leader for CNC training systems, EMCO was able to prevail against numerous renowned competitors from Europe, the United States and Japan and finalized a contract with the Vietnamese government to deliver a total of 84 fully automatic CNC turning and milling machines. The contract includes CAD/CAM training stations, as well as the corresponding technical support from qualified training staff. The machines will be used to equip the technical universities in Hanoi, Da Nang and Ho Chi Minh City (formerly known as Saigon). Pleased with the latest developments EMCO's management stated: "The project volume amounts to 18 million euro and gives us outstanding business perspectives for the forthcoming fiscal year." Before the end of the year, the Salzburg machine construction company, in partnership with AEP Education Projects GmbH, also a subsidiary of the listed A-TEC Industries AG, was able to carry out further international projects. Within a few days a contract for another million-Euro project was concluded; this time in the Chinese province of Canton.

In his project journal, Mr. Sturm keeps you informed about the progress and the next steps involved in carrying out this project. (see p. 9).



Another international success for EMCO

EMCO will deliver 143 machines, accessories and didactical systems also amounting to an overall value of 18 million euros to a total of 8 vocational schools to train CNC and CAD/CAM specialists.

In this project, the A-TEC connection - EMCO and AEP Education-Projects (both 100 % subsidiaries of A-TEC) - has again proven itself. AEP managing director Robert Neubauer, who has been negotiating for EMCO in China for months and is presently still in the Far East: "With this order the EMCO group will also gain an adequate position on the market in China."

Neubauer reported on the extremely strong competition from America which, however, was subdued due to the excellent technical competence of the EMCO products.

Shanghai Mitsubishi manufactures successfully with EMCO

Together with its local partner in Shanghai, Freeson, EMCO was able to secure an order worth over 2 million euros from Shanghai Mitsubishi Elevator Ltd. at the end of December.



The deal involves four HYPERTURN 690 machines - highly modern turning/milling centers for the complete commercial machining of workpieces, which are available in several versions.

EMCO was involved in negotiations with its long-time customer Shanghai Mitsubishi as of March last year. After a period in which the machines were specially tailored to Shanghai Mitsubishi's special manufacturing requirements, the deal was signed in December. During this process, the Salzburg machine constructor beat highly renowned international competitors. Shanghai Mitsubishi states that the main reasons for its decision were the good experience the company has had with EMCO and the enormous flexibility and profitability this high-performance mechanical engineering series provides. The first feedback is already here: The machines perform as promised. According to Mitsubishi's experience, it was able to significantly reduce the processing time thanks to the many automation options, among other things. And all this while maintaining a high level of quality.

Robert Neubauer, Sales Director for Asia Pacific and other areas, expressed his satisfaction: "I am delighted that we were able to provide our long-time partner with the right solution and that Shanghai Mitsubishi now wishes to work more closely with us." Shanghai Mitsubishi is extremely satisfied and is already planning follow-up orders.





Complex turning workpieces can also be made from solid plastic

[EMCO turning centers in plastic processing]

[16]

If Amsler and Frey AG's manufacturing plant in Schinznach, Switzerland clamps a plastic rod in a turning center, quite complex, demanding turning workpieces usually result, very often thanks to the involvement of one of EMCO's turning centers.

Amsler & Frey AG is spot on with its slogan "we make more from plastic". The Schinznach company, based in Aargau, Jura, is a typical Swiss supplier of sophisticated turned and milled parts. Plastics of the most diverse types and qualities are processed here. Precise and often highly complex parts are created for industrial branches such as machine construction, medical technology, and the food industry. The company acts as a reliable partner for its customers, but in turn it depends on its own solid partners within the area of manufacturing technology, such as Emco Maier GmbH in Hallein, Austria.

[Flexibility and complexity - Top priority]

When it comes to plastic, the company follows its own paths: The company sells plastics and semi-finished pro-

ducts as part of its activities. For Thomas Gloor, Managing Director, this combination brings valuable additional benefits: "This trade requires a comprehensive stock of the most diverse types, qualities, and shapes of plastic. Thanks to the quick availability of the raw materials, the wide range allows us to be highly flexible and quick to deliver finished parts." He therefore aims at a delivery time of around three weeks from when an order is confirmed. He adds: "Our manufacturing range incorporates complex to highly complex parts. This requires a high level of technical expertise and a suitable range of machines."

[A turn for the better with EMCO]

The turning shop owns a total of 15 CNC turning centers, nine of which are made by Emco. When a new purchase is made, the machine manufacturer is con-

sidered carefully. Daniel Lienammer, the company's Managing Director, defines the guidelines: "The new machine's specifications must provide the right balance of speed, reliability, and economy." The fact that the CNC turning center is an Emcoturn E65 with FANUC controls is therefore no surprise. Thomas Gloor: "We consider many aspects when selecting our machines. Since our batch sizes seldom exceed 1000 parts, we require very high flexibility and the simplest changeover." Because the parts require such precision, he is particularly impressed by the machine's high repetition accuracy and its exceptionally low vibrations. "Since we are already using Emco CNC turning centers with great satisfaction, we naturally tried out the Emcoturn E65 too, and it met our needs exactly." Peter Schori, the turning shop manager, is also convinced: "We process both

chucking components and rod material with the new machine. It meets the rod outlet measurement of up to 65 mm which we require.” What he particularly likes about the new turning centers is the compact design and the short set-up time: “We often interrupt a series in order to produce individual pieces for an urgent order. It is now possible to do this at a very low cost thanks to this machine.” The machine also enables a part to be completed in one turn without the need for subsequent machining. These efforts can be sustained for long periods thanks to the option of using driven tools on the C axis.

[A standardized range of machines makes manufacturing easier]

The technical experts at Amsler & Frey also see a great advantage in a range of machines which is as standardized as possible. Thomas Gloor: “With a homo-



geneous machine range - assuming that this provides the same production capacity - we can increase our flexibility and improve operability for our employees.” Peter Schori confirms this: “If required, the tool units can be interchanged from machine to machine, which is a real plus.”

[Plastic - not a simple material]

Thomas Gloor knows that the material plastic has its peculiarities: “We can not fully clamp the material like a piece of metal, otherwise it would be crushed. Counter-pressure chucking is the solution in this case.” Of course, turning plastic also produces “shavings”, which has to be vacuumed out of the machine quickly. “But, depending on the material, a high dust volume is produced despite

efficient vacuuming, because the plastic is only ever dry processed. The machine must be able to tolerate this without interruptions, which the Emco turning center can.”

Another feature Thomas Gloor points out is the processing speed: “Because chips are removed as the plastic is processed, this allows the turning center’s maximum speeds to be used, even during prolonged periods of operation.” Manufacturing is carried out in double-shift operation. However, the bar loader provides the technicians with the option of running empty shifts. The E65 accepts this prolonged stress without difficulty.

[Medical technology, a demanding customer]

An especially demanding field, medical technology demands perfect quality surfaces and smooth edges. For this



reason, the extremely low vibration level of the Emcoturn E65 is also greatly appreciated. Since these parts must be completely free of foreign products such as oil film or similar, the processing room must be free of oil under all conditions. An oil mist is not acceptable. The new machine can even ensure this.

[A flexible pair]

Calibration between the machine and the control system is essential to efficient production. The turning centers can be used to their full capacities if the control system is tailored to the user’s processing options and requirements Thomas Gloor, who selected the FANUC control system OiTC, also knows this. “In our company, we use standardized control systems wherever possible. This

has the advantage of consolidating the expertise of our programmers and machine setters, allowing their capacities to be even better utilized. Moreover the control system is well adjusted to the E65, is equipped with a large library, and is very easy to manage.”

Adrian Naef, a setter in the turning shop, is enthused by one aspect of the FANUC control system in particular: “The turning centers can be easily and quickly programmed using the “manual guide” module. The self-clarifying menus and graphical simulations guide you through the programming process and ensure efficient results - even with more complex parts.”

He does not agree with the criticism that the control system is positioned on the right of the machine doors instead of to the left as on the previous model: “The turning centers are either operated by highly competent technicians, who



are also control system experts, or by operators who are not allowed to access the control system.” The fact that the operating buttons are found on the opposite side of the machine doors, so that operators turn their back to the controls, results in a significantly lower risk of pressing something on the control system - a very simple but effective safety aspect.

The fact that there was such demand for a CNC turning center specially designed for processing plastic and light metals played a large part in EMCO’s decision to expand its comprehensive product range to include the EMCOTURN Plast 95.

AMB - The record event

When reading the press review of AMB 2008 it is hard to not notice that the international metal processing exhibition held at the new fair venue in Stuttgart was a great success.

The AMB outclassed itself: Over 80,000 visitors were able to visit the stands of more than 1,300 exhibitors, including more world market leaders from Europe, Asia and America than ever before, to hear about the latest innovations. The fact that Stuttgart has become one of the most significant international high-tech trade event sites contributed to the lively interest of visitor delegations from the booming sales markets of Russia, India and China. The results of a survey showed that the trade fair not only provided information but also promoted investment: 3 out of 4 visitors said they were interested in investing and purchasing. Among these, 7% wanted to invest more than 1 million.

The AMB was also a great success for EMCO. In addition to the new products (which were briefly introduced on page 6) EMCOMILL E1200, EMCOTURN Plast 95, EMCOMILL C40 Easy Cycle and the ROBO LOAD 10, EMCO also presented several highlights from its existing product range such as the MAXXTURN 45, the EMCOTURN E25 and the EMCOTURN E65.

EMCO also received a highly positive response to its new corporate design, which could be seen everywhere - from the booth layout and the machine banners through to the brochures, press folders, and promotional gifts. EMCO therefore agrees with the general verdict on the AMB: It was a great success.

Platform for European trade: IMT Brno

September 15 - 19, 2008

“The IMT is one of the best fairs for machine tools and press equipment in Europe. Everything we, the CECIMO, try to do can be seen here. Here you will find all the leading machine tools and press equipment manufacturers and their innovative solutions. We are thrilled by the enormous interest in this year’s fair”, explained Filip Geerts, Managing Director of the European Advisory Board for co-operation of the Machine Tool industries (CECIMO).

The statistics support him: Companies from 29 countries exhibited their technology, products and services; the total proportion of foreign exhibitors rose to 36.5 percent. On the consumer side, there were almost 100,000 visitors from 54 countries. Business was at its most brisk on Wednesday and Thursday. During these two days, around 60,000 visitors passed through the gates of the fair.

EMCO can also confirm this positive feedback. Together with its subsidiary INTOS, the representative cross-section of EMCO and INTOS’s product program was well received by the visitors.

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BI-MU - Location decision for EMO 2009 and the race to beat the records

The 26th BI-MU/SFORTEC, which took place at the Fiera Milano exhibition center, exhibited a wide range of technological innovations and alternatives for all areas of the machine tool, robotics, and automation system industries. With more than 1,700 exhibiting companies from more than 30 countries, the trade fair also took on an international flavor.

For EMCO, the BI-MU was on one hand an opportunity to discover that the worldwide industry gathering is to be held at the EMO Milan next year and on the other a chance to represent its subsidiary companies FAMUP and EMCO Italy, which is based near Milan. Between October 3 and October 7, the EMCO group used around 10 machines to present at least one machine from each product segment at the Milan Exhibition Center.

A particular draw to EMCO's booth was the Carrera track, on which visitors could test their racing abilities. Prizes to be won were 10 starting positions for the driving camp at the Monza Formula 1 racetrack or 33 Carrera racetracks for driving fun at home. A fantastic experience for the participants, and those who weren't there don't know the fun they missed out on...



Vienna-Tec - Increased enjoyment through perfect technology

From October 7 - 10, an international technical tradeshow for the industry was held at the trade fair in Vienna, Austria.

With the MAXXTURN 65, the EMCOMILL E1200 and the EMCOMILL C40 Easy Cycle, EMCO presented three genuine innovations at the event for the areas of CNC turning, CNC milling and cycle-controlled milling. Of course, trade fair visitors were able to obtain a general overview of the product range by speaking to EMCO sales personnel or consulting the many brochures and flyers.

The "increased enjoyment through perfect technology" campaign, which had already been well received at the AMB in Stuttgart, also received a positive response at the Vienna Tec: When purchasing an EMCO CNC machine or placing an order over the value of 60,000 for all conventional and training machines, customers were given a premium brand JURA coffee machine as a gift. This offer was enjoyed by numerous customers.

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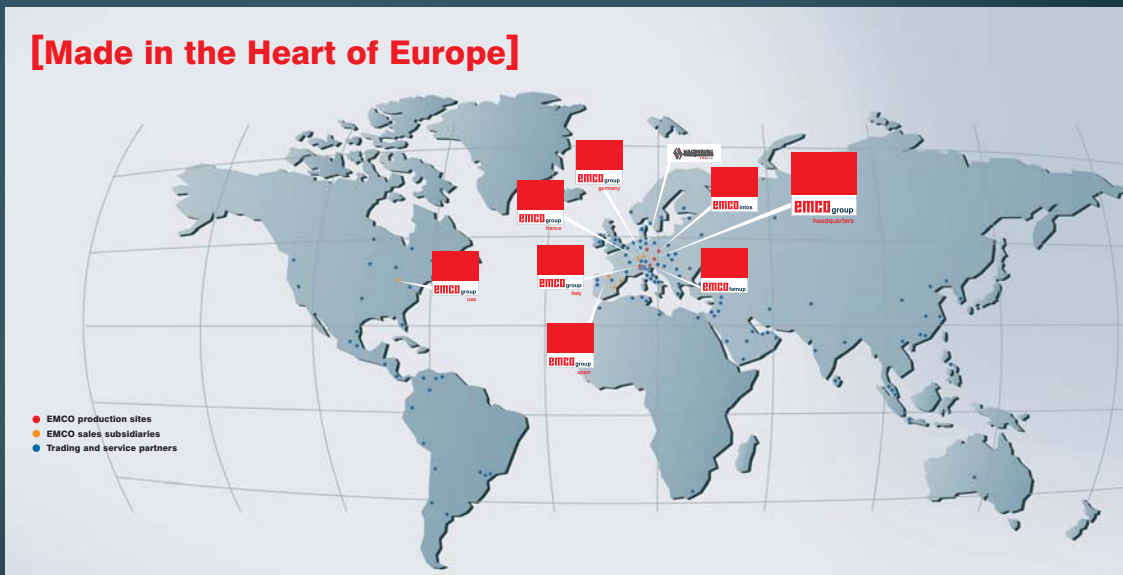
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CNC milling centers with or without pallet changer – long lasting, high performance and low cost.



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