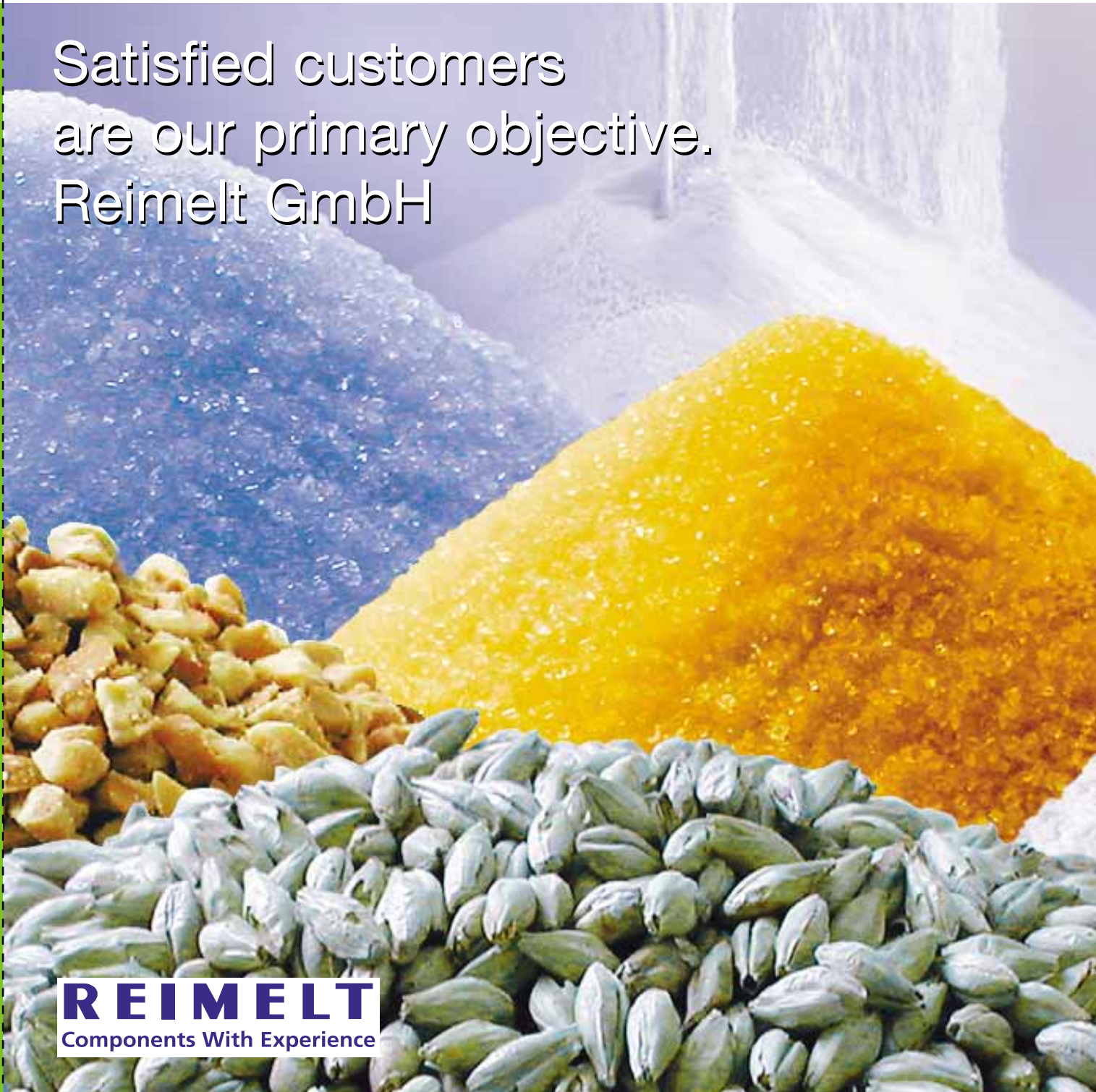


Reference

Satisfied customers
are our primary objective.
Reimelt GmbH



REIMELT
Components With Experience

Bulk goods in safe hands



REIMELT

Components With Experience

Reimelt GmbH

Messenhäuser Straße 37-45

D-63322 Rödermark

Tel. +49 (0) 60 74 69 1-0

Fax +49 (0) 60 74 60 31

www.reimelt.de

Interview-Partner:

Harry Gliesing, Prokurist

Head of Components

Division

gliesing.harry@reimelt.de

Tel +49 (0) 60 74 69 1-109

Fax +49 (0) 60 74 69 1-213

Mobile +49 (0) 170 22 72 22 1

Company profile

The Reimelt company was set up in 1883, originally supplying bakeries with components and systems for handling loose goods in bulk (sugar, flour, salt). In the meantime, the customer portfolio has been extended to include many sectors working with raw materials in powder and liquid form.

The concept of bulk goods handling covers the acceptance, storage, weighing out, mixing and supply (mechanically and pneumatically) of raw materials. Bulk goods systems consist of components such as cellular wheel sluices, 2-way distributors, sieving machines, conveyor worms and the actual containers. These are individually manufactured, with practically every container representing a unique item.

Reimelt GmbH is a manufacturing company with divisions for the development, manufacture and marketing of components. It employs a workforce in the region of 450 at its Rödermark site. Reimelt GmbH's customer base is drawn from the food stuffs industry sector including baby food (ca. 70 %) and pharmaceuticals (ca. 30 %).

INTERVIEW

How, and to what extent do you make use of welding technology?

Welding is one of our core activities, particularly in the field of container construction. We have some 60 employees in production, of whom around 40 are welders. This demonstrates the importance of welding. The smallest standard measurement for our silos is 404 mm diameter, and we work up to a maximum of 2200 mm. The maximum standard length is 8 m. We frequently have to come up with a solution for what are in the truest sense of the word "large-scale" technical welding problems.

How do you assess your collaboration with OERLIKON?

We find our collaboration with OERLIKON to be extremely positive, in particular because of our reliable contact partners. Our relationships are based on sound personal contacts and broad-based trust. We greatly value the competence and commitment of the staff responsible for our operation. Our decision in favour of OERLIKON also has something to do with the size of the company and its membership of the Air Liquide Group. In the past, we have not automatically excluded others, nor do we do so at present. As a matter of course, competitive tenders are obtained for all major investments. However, OERLIKON has always made the running so far – on the basis of both the right prices and the appropriate experience it can present to us.





Which welding processes are used?

We still work to a minor extent with MMA electrodes, however for the most part we use pulsed MIG welding (OPTIPULS). MMA electrodes are only used in response to quite special requirements – if, for example, steel pipes are encased in cast iron, any final welding is done with MMA electrodes.

MMA electrodes are also used for welding stainless steel to structural steel. However, we have switched completely away from structural steel over to stainless steel. Our customers in the foodstuffs sector demand stainless steel only, as the hygiene aspect is of prime importance.

In the construction of standard containers, 2 mm thick stainless steel is used predominantly, with butt welding techniques. The laser cutting plant handles up to 20 mm stainless steel and produces cuts accurate to the range of one tenth mm. From material thicknesses of 4 mm and up, we then use edge trimmers to prepare the V-preparation.

Is there a joint project with OERLIKON you would highlight in particular?

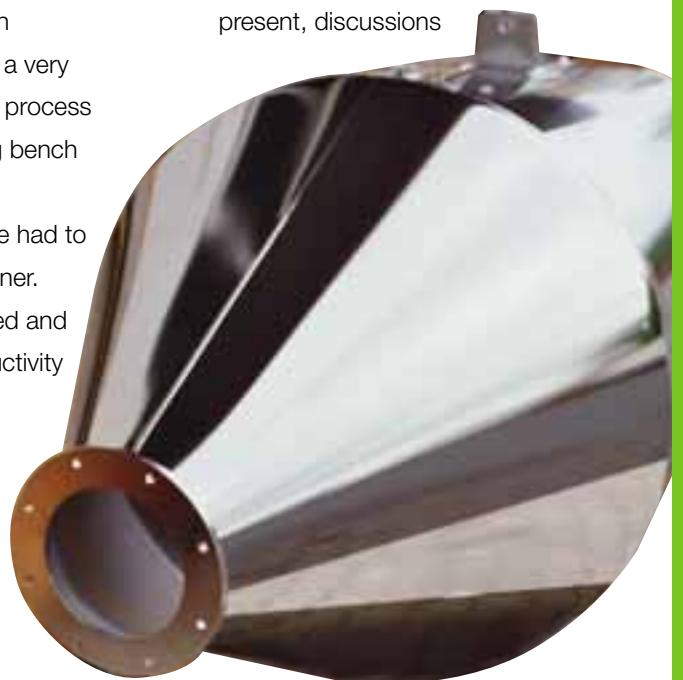
Our production processes have been automated to a high degree, and as a result the proportion of manual welding has fallen. The need for this change was made obvious by the value analyses carried out for all components. In all areas where we would have been unable to produce the best quality and for the best price, components would have become bought-in parts. Our production was thoroughly rationalised, allowing us to retain all components in this process. Container manufacture in particular now stands at a very high technical level. This process began with the clamping bench and the welding system. Previously, one employee had to produce an entire container. Today, all of this is phased and we achieve higher productivity with improved quality. OERLIKON provided us with the best of support in all aspects of welding throughout the process. We consulted frequently and openly and also addressed possible problems. It was not all about selling

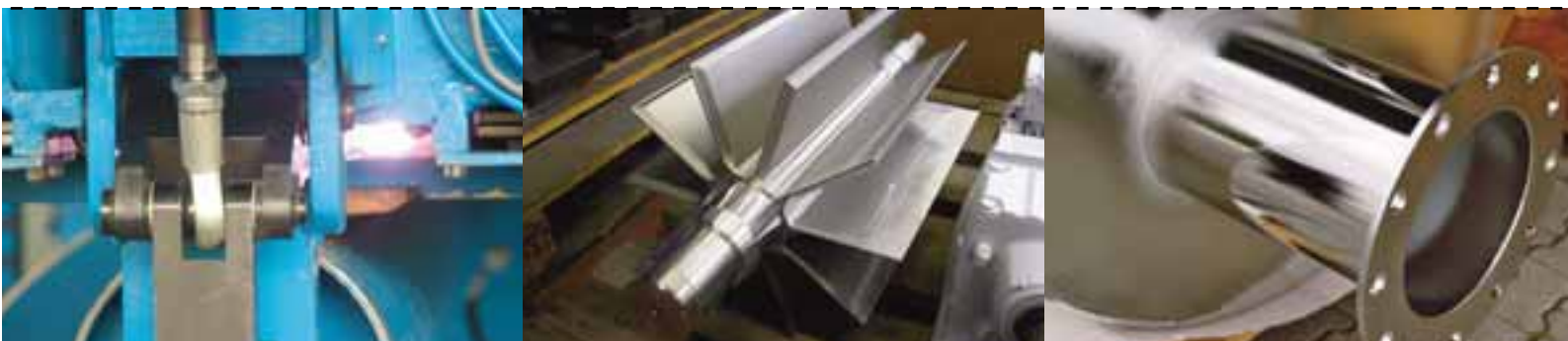
something quickly, but ensuring long-term functionality for the specific purpose.

During commissioning, the normal "teething problems" occurred and here we found OERLIKON's employees prepared to really roll their sleeves up and speedily identify the right solutions.

How are your products changing and what do you see as the technical challenges for welding in the future?

The field of liquid containers, i.e. jacketed containers with an outer heating, cooling or insulating layer, is increasing in importance. At present, discussions



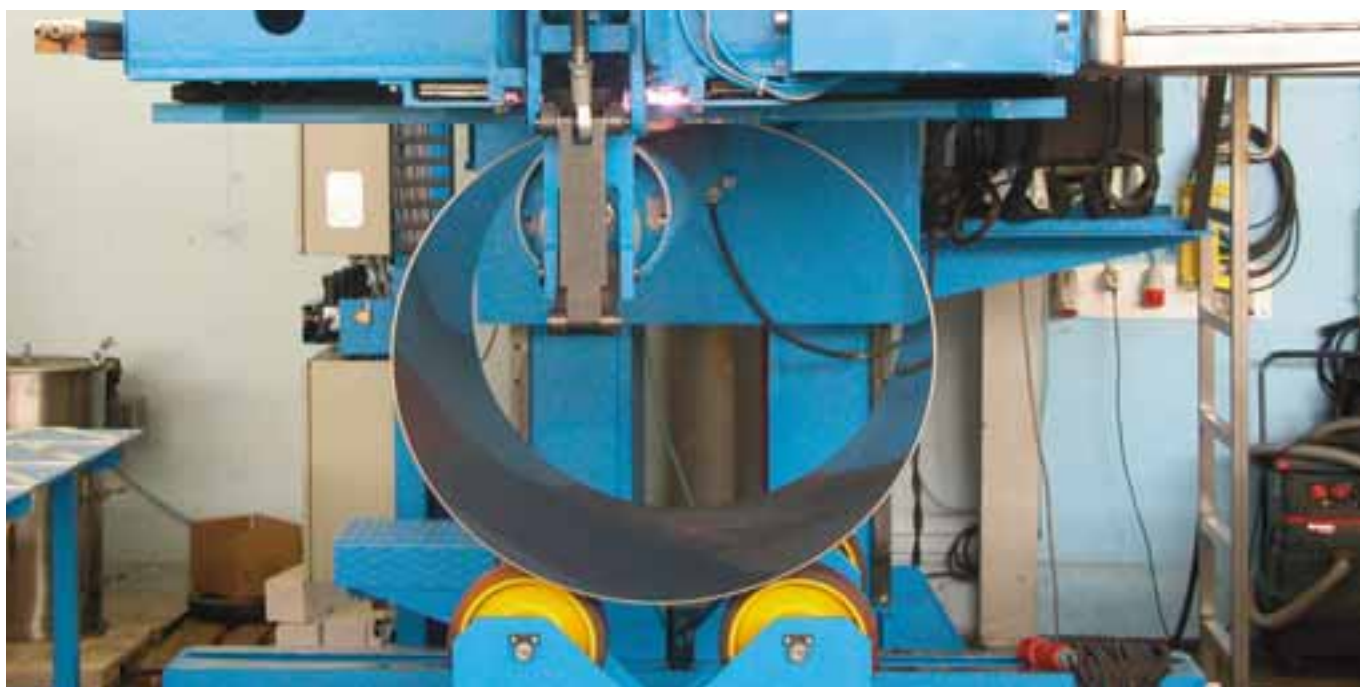


are underway with OERLIKON, about what still remains to be achieved in this area with welding technology, or how processes and results can be still further improved. Reimelt GmbH is investing significantly in production. Our Company Management is always stressing that "if we want to manufacture in Germany, we have to be at the cutting edge of manufacturing technology".

Technology:

Machinery and ancillary materials used.

Longitudinal seam welding machine, 3000 mm gripping length, height-adjustable for maximum component diameters to 2500 mm and maximum material thickness of up to 10 mm. Citotum 500 with Optipuls 350i orbital seam welding machine. Admiral 500 TIG welding system.



AIR LIQUIDE WELDING FRANCE

13, rue d'Épluches
 BP 70024 Saint-Ouen l'Aumône
 95315 Cergy Pontoise Cedex
 Tel.: +33 1 34 21 33 33
 Fax: +33 1 34 21 31 30
www.oerlikon-welding.com