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Issue 1 | 2012
limited edition

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Shortcuts

Successful operational start-up for Audi plant in Neckarsulm

The GAW Automotive Team successfully completed the two projects "Integration RS6 (Handling technology for doors and boots) and RS5 (Inward and outward transfer of body frameworks RS5 Cabrio, Lamborghini, etc)" in the vehicle body manufacturing works at Audi in Neckarsulm. The conversion of the handling technology for RS6 was completed in the shortest possible time and on 09.01.2012 the first vehicles left the production line punctually and flawlessly. With GAW's new handling technology processes – alteration to the mode of operation of the connecting conveyor lines and skid-handling technology – the production of RS5 Cabrio body frameworks also began in early April.

Hydrosulfite solvent system for PMT Italia

PMT Italia S.p.A in Pinerola gave GAW the task of providing a fully automatic solvent system for hydrosulfite powder. The installation site for the plant is the SCA factory in Kostheim, Germany, where SCA is operating several Tissue Machines and has commissioned PMT with the delivery of the waste-paper preparation to AP2 and AP3. One part of this is the hydrosulfite solvent system, which is used for the bleaching of scrap paper. Hydrosulfite and/or sodium dithionite are water-soluble and flammable substances, which have particular requirements regarding their processing. GAW solvent systems for hydrosulfite are used worldwide and fulfil the strictest requirements with regard to environmental protection.

KRESTA actively renewed for the EGGER Group

The internationally active Carinthian family business EGGER Group, with its headquarters in St. Johann in Tyrol, has for more than 50 years offered a comprehensive product spectrum for furnishings and interior decoration, wooden construction and floors. A main field of business is the manufacturing of wood fibre boards, known as MDF boards. In early summer, the C-grade steel drying tube in the MDF plant at the Brilon location in Germany will now be replaced by a stainless steel tube. The prefabrication of the stainless steel tube is currently in progress at KRESTA; the exchange will take place in shifts during a 10-day works stoppage.

Editorial

Euro crisis, Europe in crisis – hardly a day goes by without a European project being called into question. Euro scepticism within the population is increasing and political parties throughout Europe are using this trend to fuel anti-European populism. But we need more, not less Europe – with a clear perspective for growth and prosperity. And we need the Euro. Because the fact is, the Euro crisis is not a crisis of the Euro. It is a crisis of certain Euro countries. The Euro itself is stronger than ever before – in October 2000 the Euro was worth only 0.83 US dollars – and Austria is the best proof that the Euro and exchange rate stability are positive: with the creation of the Economic and Monetary Union, the GDP in Austria has actually grown by an additional 0.4% per year and each year almost 9,000 new jobs have been created; the available personal income of the population has tangibly increased by almost 0.04% per year and the unemployment rate is 4.1%, the lowest in Europe. Even during the crisis, the common currency area has proven itself effective and shown itself to be without alternative. Questioning the general reasonableness of the Monetary Union because of budgetary and economic difficulties in some Euro countries is a dangerous trend, above all in Austria, which as an exporting industrial country is particularly dependent on European thinking and behaviour. And which itself still has its homework to do. Because it is not only Greece and Spain that have enormous problems. Also in Austria, structural reforms must be undertaken at once because a too expensive and less productive public sector, growth-damaging taxation structures and charge rates, inert education systems and inflexible employment markets are poison for the future!

What news is there to report from the GAW-Group? In any case, we will be celebrating a company anniversary again this year. After 60 years of GAW and 25 years of KRESTA in 2011, this year it is the haulage firm THOMAS that is celebrating its 25th anniversary. Started in

1987 as a simple transportation company, we are proud to have in our group today a provider of complete logistics solutions operating for customers internationally. But read more about this on page 6.

In the paper and cardboard sector, most projects take place as always in China, where the Curtain Coating procedure for paper coating is now beginning to be implemented. And so at the end of 2013, Fujian Liansheng will manufacture coated cardboard for the first time, based on technologies from partners VOITH and GAW that are already well-established in Europe.

Asia as a whole continues to advance – also in the plastics, chemicals and pharmaceuticals industries, as can be seen in the reports from ARTEC and Buss Chem Tech. With this in mind I would like to wish you great pleasure in reading and a good summer.

Mag. Jochen Pildner-Steinburg

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COMPANY REPORT

KRESTA Montage-Management (KMM)

KRESTA Montage-Management (KMM) was founded at the beginning of March 2012 as a subsidiary of KRESTA industries. The focus of the company lies on the recruiting of qualified employees for deployment in industrial plant construction with a focus on welding construction for metal structures, in assembly etc.

In the selection of qualified employees and personnel deployment planning, the main focus is on technical expertise and high levels of working efficiency.

The KMM company headquarters is in Sarajevo, the capital of Bosnia and Herzegovina; the company is managed by Mr Edin Manko, Director and Mr Damir Mujcinovic, Management.



1 Welding construction

2 Industrial plant construction



PROJECTS

New cardboard machine with Curtain Coating Technology in China

At the Longhai location in the Fujian province in south-east China, the Chinese cardboard producer Fujian Liansheng invested in a new cardboard machine and GAW was commissioned within the framework of the overall package given to Voith with the supply of the coating plant and the work stations. The coating processing is designed and implemented both for the primer, middle and top coats, with the middle coat being applied using curtain coating.

The new cardboard machine BM8 is the first for Fujian Liansheng generating coated cardboard, the results of which were enthralling in the tests conducted with curtain coating in the run-up to the awarding of the contract, making the decision to have the project implemented by Voith / GAW a quick one. Projects already implemented

with this new technology from the two partners also contributed to receiving the contract.

Best positioning in the hard-won Chinese market

For GAW this is a further success in the Middle Kingdom, where in the course of recent decades countless projects have been implemented successfully in the paper industry. The suburban works of the current commission are to begin early in the coming year and start-up is planned for the end of 2013. Designed with a width of 6.6 metres and a speed of 900 metres per minute, after its completion the BM8 will produce annually approx. 600,000 tons of on-line coated Greyback-Duplex boxes and White-top Testliners. Fujian Liansheng is rapidly driving forward its expansion plans at the Longhai location; progress is being made even this year.

For curtain coating, Fujian Liansheng relies on the expertise of Voith and GAW.

The Curtain Coating procedure

The Curtain Coating procedure is a new, future-oriented technology being used increasingly in paper processing. In comparison to classic procedure it offers a range of advantages:

besides the almost perfect coating of raw paper it is possible to apply several layers simultaneously in just one work step, allowing considerable time and cost savings. Furthermore, the procedure works without excess paint and enables the very economical use of expensive special products.

GAW Chemicals processing for tissue machine

Kostheim, near Mainz, is one of the many locations of the global Hygiene and Paper Group SCA, which develops and produces hygiene products, tissue, packaging papers, graphic papers and wood products. At this location, Voith is now constructing a new plant for the manufacture of tissue papers and has commissioned GAW to provide complete chemical processing including storage units, mixing stations and dosing of the coating chemicals for the Yankee cylinder.

At 5.5 metres, the new line TM 5 has double the wire width of a standard tissue paper ma-

chine and will generate around 60,000 tons of premium hand towel paper per year. Operational start-up is to take place in the spring of 2013.

The Yankee Cylinder

The Yankee is a stand-alone, multi-functional component, which functions as a large drying cylinder and as a counter-roller to the press rollers. It is the most central, most sophisticated and most expensive component of every tissue machine.

Within the framework of the Voith project TM 5 for SCA Kostheim, GAW was commissioned to provide chemical processing.

PROJECTS

3 SCA Kostheim



GAW technology for Chinese special paper manufacturer

Guangdong Guanhao High-Tech Co., Ltd, one of the largest producers of special papers in China, appreciates the competence and expertise of the Styrian plant manufacturer when solutions for special coating requirements are in question. So in 2003, a complete coating kitchen including work stations and the process management system AutomationX had already been supplied for the production of non-carbon papers, thermo sensitive papers and inkjet papers.

Special coating for thermal paper

Within the framework of the current commission, GAW will supply the Wet End Chemicals processing, the curtain coating processing and the work stations for the online film sizer on the PM2, as well as two work stations for the offline Curtain Coater – the first of its kind for thermal special paper types in China. Delivery will take place in the autumn.

Guangdong Guanhao relies for the umpteenth time on solution expertise from GAW.

High-performance

Founded in 1993, Guangdong Guanhao High-Tech Co., Ltd. has specialised primarily in special papers such as NCR papers (CF / CFB / CB), thermal papers and labels, which are used amongst others by tax authorities, the postal service and banks for invoices, labels, FAX papers, lottery tickets, boarding cards, tickets and much more. The new paper machine is designed for a capacity of 125,000 tons per year and will produce NCR and thermal untreated and/or coated papers.

Advances in continuous curtain coating processing in China

With 2,300 employees and 16 paper machines, the Mudanjiang Hengfeng Paper Co Ltd. listed on the Shanghai stock exchange is today the largest manufacturer of paper for the tobacco industry in China. Founded as

long ago as 1952 and situated in the south-east part of the Heilongjiang province, the factory produces among other things cigarette papers, filter papers, tipping papers, aluminium foils and backing papers as well as hundreds

of types of industrial speciality papers. The products are sold both on the national and international markets.

ContiMixer – another commendation in China

Providing continuous curtain coating processing as set out in the commission from Mudanjiang Hengfeng Paper is now the third Chinese project for GAW in which this sophisticated mixing technology is used. The continuous mode of operation is thus also beginning to be implemented in China, bringing with it a range of both technological and economic advantages. So at constant quality, not only the highest solids content and viscosity can be achieved but significant energy savings can be realised and curtain coating losses can be avoided when recipes are changed.

Besides the engineering, the entire scope of the commission comprises the supply, assembly and operational start-up of the continuous curtain coating processing, the kaolin and calcium carbonate processing and storage and the work stations on the film press.

With the Mudanjiang Hengfeng Paper Group, GAW was able to gain a new customer and will naturally do everything possible to convince them in the long term of the quality and sustainability of its products and services. Operational start-up of the plant is fixed for the summer of 2013.



4 GAW ContiMixer

PROJECTS

5 UPM Plattling



UPM Plattling relies on GAW like never before

Product restructuring within a group demands time and again a rapid and flexible reaction from individual factories with regard to the new requirements. When the UPM location in Plattling found itself in a situation of this kind and was to take over the manufacturing of format papers from the Albruck factory, it quickly turned to GAW. The Styrian plant manufacturer was already known to be a reliable partner with whom a variety of projects had been implemented jointly.

Three simultaneous projects

The measures to be carried out in Plattling involved modernisation in three different areas: the supply of the kaolin transfer working con-

tainer from the PM 11 to PM 10 with pneumatic ball cleaning, capacity increase of PVA processing and the supply of new cationic starch processing at the PM 10 and 11.

The projects are implemented simultaneously, whereby the short time frames of only ten hours for the enhancement of PVA processing represents an extra challenge. Furthermore, the already available plant parts have been retrofitted to ATEX standard. Plant operational start-up took place in May.

GAW is implementing three projects simultaneously at the UPM location in Plattling.

UPM

UPM is a leading group worldwide in the manufacturing of graphic papers and operates factories in Europe, Asia and the USA; the annual production capacity amounts to approx. 13 million tons. The paper factory at the Plattling location (approx. 140 km north-east of Munich) was founded in 1982 and today is counted among the leading production sites technically in Europe for uncoated magazine papers or those with coatings containing wood. With around 460 employees, up to 780,000 tons of SC and LWC papers are produced each year on three paper machines.

Volkswagen Commercial Vehicles Hanover calling

The Volkswagen Commercial Vehicles parent factory in Hanover once again proves its mettle. The first pre-series Amarok, to date manufactured only in Pacheco, Argentina, rolled off the assembly line at the beginning of May and from now on 40 000 pickups will leave the plant annually as series production starts at the end of June. In the course of establishing the new model, a new finishing area was also created, with GAW receiving the order for supply of the necessary materials handling technology. The outcome of the project now is that both the T5 Transporter and the Amarok run off the same

line, i.e. over the installed plastic link conveyor system which made extremely complex demands on implementation, due not only to its length but especially to its enormous width and its contrasting low installation height.

Redesign of the finish line Porsche Panamera

And the next project started in April already. This involved extension of the W-reservoir and integration of the Amarok into the KTL finishing line Porsche Panamera. Materials handling technologies, the existing operator platform

GAW ensures lucrative follow-up order with successful implementation of the plastic link conveyor pilot project.

and the light steel construction must be expanded or redesigned in the KTL finishing line area. This line will also create long-term work stations and work stations for trade fair car bodies, equipped with a ventilation system.

The line of the W-reservoir must be extended length-wise by 28 meters: existing air ducts and water pipes will be removed, a steel platform of approx. 40 tons fitted, a sprinkler system and water pipes will be re-installed and a new ventilation system installed. The project is scheduled for completion in August.

Swiss-Austrian expertise in demand in Asia

It all began more than 100 years ago in 1884 when Albert Buss founded a factory in Pratteln, Switzerland for steel construction. Today, Buss ChemTech AG builds complex plants for the chemical and pharmaceutical industries and as reported by imteam has belonged to the GAWGroup since the takeover by KRESTA Technology AG in the autumn of 2011.

Phosgene Generator for China

The foundation stone for the successful integration of Buss ChemTech into the group was already laid before the official start. Buss ChemTech was commissioned to supply a modular phosgene generator for a chemical works sit-

uated in the Jiangsu province and as technology provider was responsible for its engineering, while KRESTA designed the containment, the metal structure and the assembly. Phosgene is a very reactive gas used in the chemical industry as an important building block for synthesis, but is not to be stored and/or transported because of its hazardousness. The generator supplied to China produces 6,000 kg/h and generates within the plant exactly the amount of phosgene that will be used during the chemical reaction.

Asia advancing

As in other sectors, the Asian region is increasing in importance primarily as a production

First joint project of Buss ChemTech and KRESTA completed successfully.

location for the chemical and pharmaceutical industries. Many manufacturers of chemicals and medicines have already relocated their production sites between India and China and the already clear presence of Buss ChemTech on these markets is definitely a significant asset in the future cooperation within the company group. As is the rising requirement for overall solutions in the sense of EPC(M)¹ contracts and the customer requirement for ever more complex, customised plant with corresponding performance guarantees.

Special single-screw extruder for the processing of PET melts

ARTEC supplied to the foil manufacturer Sanfangxiang in the Chinese province of Jiangsu four single-screw extruders, which differ from recycling machines in the conventional sense. Usually, solids in the form of foils, flakes, fibres, grist, etc. are added to the extruder via a pre-compact and then fused there. The quality of the end product, usually in the form of pellets, is thus positively influenced by various processing steps such as degassing or filtering.

Degassing of the PET melts leads to quality improvement

In this project, the extruder is not loaded with solids but directly with the PET melts from customer production. Even the end product is PET melt – prepared to a high quality. The processing of PET at higher temperatures releases oligomeres, which lead to quality defects in foil production. However, if the melt is evacuated before it is added for further processing

Chinese foil manufacturer orders newly developed recycling solution from ARTEC.

in the manufacturing process, these oligomeres can be extracted and the quality of the PET melt increases considerably. The vacuum effect in the extruder is used optimally by a screw designed and developed by ARTEC – in collaboration with extrusion experts – with specially adapted mixing parts and a two-level high vacuum system.

The plant will become operational in 2013.

¹ Engineering, Procurement and Construction, in short EPC, is the special term in construction for the usual form of project management and the associated contract drafting, in which the contractor as primary contractor is obliged to deliver to the client plant that is ready to use, i.e. the engineering, the procurement or manufacturing of all necessary components, project management, assembly on the construction site and the operational start-up of the plant.

Japanese recycling company relies on ARTEC

Together with its Japanese business partner Donautrading in Osaka and against stiff competition, ARTEC has established itself and was commissioned by Umeda Plastics with the supply of a recycling plant.

With 150 employees, the company Umeda Plastics from Inuyama City in central Japan produces high-quality pellets from enmeshed polypropylene foil, which are fed into the ARTEC plant following prior chopping into approx. 4 cm pieces.

Tangible reduction of start-up waste

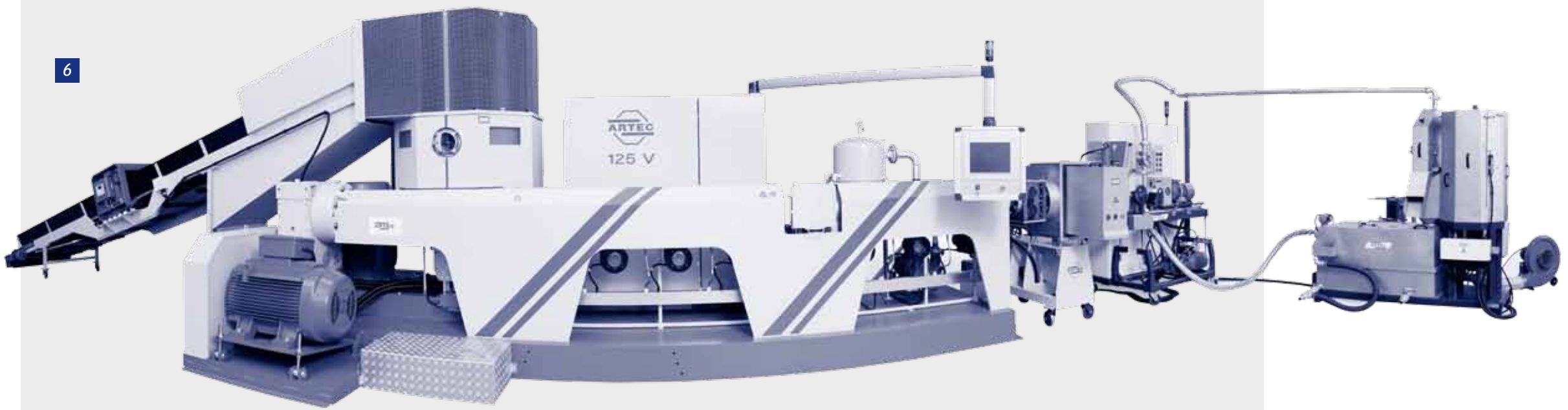
The recycling plant 125V supplied by ARTEC is a machine of medium size with a degassing unit. The air and gas component parts released during the recycling process are extracted from the melt during degassing by means of a vacuum; the melt is then cleaned in a filter system with automatic filter sieve back rinsing of solid foreign matter. Pellet production takes place in the attached underwater granulation plant, where the melt strands are introduced directly into a current of water and are immediately

ARTEC establishes itself in Japan against stiff competition.

cut. Besides its simple operation, the advantage of underwater granulation is primarily the tangible reduction of start-up waste, which is reflected in the high throughput rate – around 750 kg/hour. Correspondingly low is the material loss and the expense for waste disposal.

The supply and operational start-up of the plant has already been completed successfully and represents a further important commendation on the highly competitive Japanese market.

6 Recycling plant 125 V



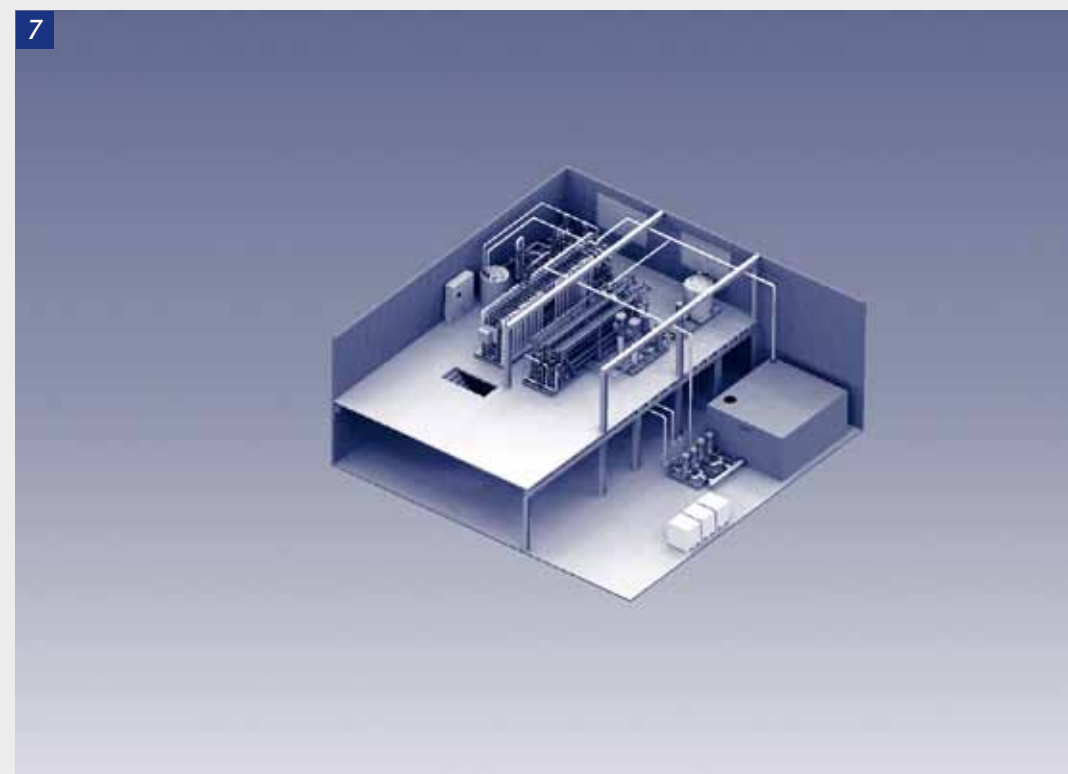
OSMO builds river water treatment plant in German chemical park

In the course of modernisation of the existing water treatment system for a chemical park in southern Germany, OSMO Membrane Systems was commissioned with the design and supply of the water treatment plant. The plant systems comprise pre-filtration, ultra-filtration and reverse osmosis.

Since more stringent environmental regulations prevent the utilisation of existing wells to full capacity, the previous chain of treatment had to be re-designed, or river water utilised for the processes. Since so-called surface water is, however, subject to strong seasonal variations in respect of salinity, temperature, solids and organic loading, a flexible and automatic water treatment concept was called for to guarantee a sustainable and stable chemical process. OSMO has many years of proven experience in this field – a similar plant has been running at a copper mill in Hamburg since 2002, among other – and was awarded the project.

How the plant works

After pre-filtration for the separation of coarse impurities, the ultrafiltration method is used to reliably remove any solids, regardless of the pollution level of the natural water. Disinfection of the water is also simultaneously assured. The dissolved salts in the UF filtrate are then removed in the downstream reverse osmosis plant. Organic and small colloidal substances, which potentially cause malfunctions in many production processes, are also removed. For steam generation in high-pressure boilers for instance, DOC values² are limited to



200 ppb only, to prevent chemical corrosion by organic acids in the water-steam cycle.

Higher organic loading is, however, also disadvantageous to many chemical processes, since this may lead to product soiling, e.g. visual flaws.

For residual desalination, the purified and desalinated water is then fed to the existing ion exchanger plant, which saves more than

Not only does OSMO raw water treatment technology meet environmental specifications, it also offers economical benefits to the operator.

90% of the regeneration chemicals due to pre-cleaning by the membrane systems.

The water treatment capacity of the OSMO plant amounts to approx. 2 400 m³/day and this can very quickly be increased to a daily capacity of 2 760 m³ by the integration of further modules, on customer request.

The plant was delivered mid-June 2012.

7 Water treatment plant

² The DOC value (dissolved organic carbon) is a parameter defining water quality

FOCUS ON

Spedition Thomas: 25 years of worldwide operation

Founded in 1987 with an ownership structure of 50% to the Graz fittings factory Pildner-Steinburg GmbH and 50% to Karl and Susanne Frühauf, Spedition Thomas is this year celebrating its 25th anniversary. And the beginnings were modest: the “company building” consisted of an office on the ground floor of the GAW complex and in its first year it generated with just two employees and around 600 consignments a turnover of 7 million Austrian schillings (€ 510,000).

The expansion

There was not long to wait for expansion. The order volume increased, the number of employees rose and the office area had to be expanded. In 1997 relocation took place to the newly erected GAW building complex at the southern end of the company site, from where the business still operates today. With the dispatch of around 7,500 international consignments per year, 12 employees generate a turnover of 7 million Euros.

From transporter to complete logistics provider

After several years purely in the transport business, the freight company ThomLog was founded in 2000 together with a partner and the fields of activity were successively expanded. Today Spedition Thomas is 100% owner of ThomLog and as a complete provider handles logistics services tailored to individual customer requirements far beyond the conventional transport routes. This includes consultancy as regards comprehensive shipping logistics concepts as well as the implementation of these, whether by road – approx. 30 HGVs are available for EU scheduling – rail, air or sea. Cross-Trade transports³ and customs clearance are included. For customers from plant manufacturing, the steel and pharmaceuticals industries and the automotive sector, activity is primarily in Europe, the USA, Canada, China and Russia.

Since 2011 a partnership has also existed with the project haulier KOG Transport AG, via which the expertise and worldwide resources of the Heavy Lift Group, an international association of heavy goods transport companies, can be accessed. An additional plus as regards comprehensive customer care.

The future remains in family hands

After 25 years it is clear: the future development of Spedition Thomas will be shaped significantly by the Frühauf family. Following his business management degree and several years in the banking sector, son Thomas entered the company in early 2012 and recently completed his training as a logistics manager. The expressed aim is to further build the business and double the number of employees and the turnover within 3-5 years.

Highlights in 25 years of transport logistics



09/1987 Charter a BAC - ONE 11

Means of transport: aircraft, HGV

Scope of delivery/dimensions: Scope of

delivery/dimensions: oversize paper rolls

Challenge: one of the first charter aircraft dispatched in Graz



10/1998 Transport of spray booths from Eisenerz to Graz

Means of transport: HGV

Scope of delivery/dimensions:

Several spray booths in special sizes

Challenge: Passing the viaduct near Vordernberg, a matter of centimetres.



09/2002 Bleaching chemicals plant from Gratkorn to Russia/Kaliningrad (Cepress paper factory)

Means of transport: Sea-going ship, river boat, flat-bed truck, HGV

Scope of delivery/dimensions:

30 HGV loads - 8 heavy goods transports with tanks - 1 heavy goods transport of a transformer

Challenge: complete transport logistics planning for a bleaching chemicals plant to Kaliningrad. The special requirements of this project lay in the dimensions of the tanks to be transported; their diameter was 5.2 m and their length 7 m. Furthermore, the removal from storage of the tanks and the transformer from a hangar and the loading of a flat-bed truck were undertaken.

Over 25 years, Spedition Thomas has developed into a company with international contacts and partners all over the world.



06/2008 Flue gas cleaning system from Taiwan to Zwentendorf

Means of transport:

Sea-going ship, river boat, flat-bed truck

Scope of delivery/dimensions:

3 heavy goods transports with tanks. (33.00 x 5.80 x 5.80 m 16.30 x 5.00 x 5.00 m 6.30 x 6.50 x 6.50 m)

Challenge: Three tanks with an overall volume of 1750 m³ and an overall weight of 75 tons had to be brought safely to their destination by different means of transport (sea-going ship, river boat, flat-bed truck). The lead time for the largest transport in the history of the GAWGroup was only 4 months.



02/2009 Flue gas cleaning system from Luxemburg to Canada/ Mississauga

Means of transport: Flat-bed truck, ship

Scope of delivery/dimensions:

10 pieces absorber and demister;

6 pieces each 11.70 x 4.31 x 4.80 m: 18,000 kg, 4 pieces each 7.70 x 2.80 x 2.60 m: 2,800 kg

Challenge: Transport by means of low-loader trailers overland and transport sleds by sea. The loading of these transport sleds took place using 10 40ft flat-beds to Montreal.

The following projects are currently in progress:

- Transportation of plastic tanks from Nhava Sheva to Singapore
- Transport comprises 10 tanks with dimensions diameter 8 m, height 10 m
- Transportation of plastic parts from Nhava Sheva to Pirdop/Bulgaria
- Transport comprises 5,500 cbm with Collie widths of up to 6.5 m

³ Cross-Trade Transport: transport through third countries

⁴ School of Management, Organizational Development and Technology at the Alpen Adria University Klagenfurt

KRESTA industries academy

Stagnating and falling birth rates and a rise in the over 60s age group; the demographic development in the industrialised nations has effects on nearly all spheres of life, in particular on the economy and the employment market. Among other things but primarily for companies in rural areas, the struggle to find the best available workforce is a question of survival.

Talents: Finding & Binding

The KRESTA Group tackles this challenge with its own concept. So in the autumn of 2011 the KRESTA industries academy was launched – an academy that promotes the development of talent and skill, positions KRESTA as an attractive employer and strengthens the attractiveness of the commercial location of Lavanttal.

From Summer Camp to MBA course

The further education provision ranges across all company areas and hierarchy levels – from apprentices and/or trainees through qualified employees to senior staff. Methodically, all programmes are based on a combination of lecture courses, standalone further education elements and on-the-job training and are supported by mentors, where up-and-coming senior staff are offered an in-house MBA course based on the M/O/T⁴. Apprentices in turn have the opportunity to participate in addition to their training in one of the cross-company Summer Camps, in which the themes of key qualifications are examined in depth. The management expertise of the top senior staff are in turn furthered by means of individual and group coaching sessions.

The KRESTA industries academy promotes talent from apprentices to top management and positions the KRESTA Group as an attractive employer. From the autumn of 2012, the education programmes are also open to other companies.

The education forge in Lavanttal

The first that began their further education at the KRESTA industries academy were the apprentices in September 2011. Starting next is the NEW Generation Leadership MBA Programme in autumn 2012; via the Knowledge Akademie International (KAI), this course is also open to the employees of other companies, primarily from Lavanttal but also from further afield. The long-term objective of the KAI is to position the entire Lavanttal region as an attractive commercial location and thus to offer qualified employees a real alternative to overcrowded urban areas.

Energy efficient dispersal – technical lecture at PTS

The energy efficient processing of complex product recipes is the focus of the paper by Christian Stine, GAW.

FOCUS ON



- 8 Rotor low shear
- 9 Rotor/Stator high shear
- 10 VST variable shear

Energy efficient dispersal in pigment and curtain coating processing is a topic that not only for cost reasons but also on grounds of environmental protection is increasingly drawing the attention of the paper industry and is reason enough for the Technical Paper Foundation in Munich to invite a representative from GAW as a lecturer at a seminar. In the course of his paper, Mr Christian Stine first works out the differences between dispersing and mixing in order to then go into concretely specific GAW applications for energy efficient dispersal, such as the CDS system and the ContiMixer.

Processing of curtain coatings with low air content using the ContiMixer

A closed system without air inlet and a constant quality of curtain coating are requirements that must be in place above all during curtain coating

for the dispersal – ideally in combination with low investment costs and a low energy requirement. With its 4-zone system for continual dispersal and processing of curtain coating, the GAW ContiMixer has proven itself here many times.

Optimising the dry product entry with CDS

Regardless of whether complex curtain coating recipes are manufactured or pigment slurries with high solids content are dispersed – with the Combined Dispersing System (CDS) an unchanged high slurry stability achieves both the reduction of the dispersant quantity required and a significant energy saving.

This is made possible by a new rotor-stator geometry in combination with the GAW-VST technology⁵, since on the one hand the shear rate during operation is adjusted infinitely to the process requirements and on the other hand the energy input can be adapted to the actual demand throughout the duration of batch processing.

11 Modular dispersal heads

5 The GAW Variable Shear Technology (VST) relies on the infinite adjustability of the rotor-stator overlap during operation.

India in the fast lane

GAW and ARTEC make promising trade fair appearances in India.

India counts among the most dynamic Asian economies and is quickly on its way to a world economic peak. Because of economic and political stability and a well-funded, continually growing middle class, in all key industries in the medium term large production capacity bottlenecks and enormous business opportunities for foreign companies are arising. And the fact that Austrian products and technologies are particularly prized in India harbours an additional opportunity – if your presence is felt, for example at trade fairs.

GAW at RISI Indian Seminar and at PAPEREX

With around 30,000 visitors, PAPEREX is the largest paper industry trade fair in India; it takes place every 2 years in New Delhi. In 15 exhibition halls approx. 500 international and national exhibitors are given the opportunity to showcase themselves and to present new products. So GAW was also on location, on the one hand to greet existing customers such as JK Paper and Century Paper and on the other hand to make first contact with potential new business partners.

Immediately before PAPEREX, the RISI Indian Seminar was held successfully in the events centre of the trade fair grounds. This congress is counted as the largest and most important of the paper and cardboard industry and as one of the main sponsors, GAW employees, already very well versed in the Indian markets, discussed and analysed market prognoses, trends



12 Podium discussion at PAPEREX

and sustainability themes for the pulp and paper industry together with high-calibre sector representatives.

ARTEC at Plastindia

ARTEC is present at Plastindia – the third largest trade fair worldwide of the plastics industry with around 1,800 exhibitors. Besides making around 150 customer contacts, some of which are leading to concrete orders – first projects are already underway – a high-performance

and well-networked trade partner was found to further intensify the handling of the Indian market.

Growth rates of 9% annually and the accompanying rise in plastic use shows the enormous potential expected of India in the next decades for the recycling industry and 100,000 trade fair visitors over 6 days confirms this prognosis. In just a few years India has already advanced to third place internationally for plastic use.

FOCUS ON

Endurance Programme
at GAW

The GAW relay team run a good race in the e-Business Marathon Week.

13 GAW team

Together with around 4,500 other running enthusiasts, the GAW teams also proved their sportsmanship and endurance in the Business Marathon. Already their 12th time, they took their marks on 26th April and in brilliant sunshine and summery temperatures they completed the marathon distance in the Schwarzl Leisure Centre in Graz.

After warming up together, the runners started in teams of 2, 4 or 8 and both the GAW 8 and the GAW 4 finished in the first third of competitors. A particular highlight this year was the international orientation of the marathon: sportsmen and women from a total of 29 countries were present and they celebrated at the subsequent After Run Party until late in the night.

COURAGE! ANGER!
WHATEVER!

How low is the readiness of Austrians to actively make changes and is there a way out of this collective indifference? Junge Industrie Steiermark addresses this question.

As a follow-up to the federal conference MUT!, Junge Industrie Steiermark has again invited guests on 12th April to the Kunsthau Graz. In 2010 it was about demonstrating the necessity of preferring long-term correct action to short-term convenience. The basic thesis of this year's discussion: we are lacking the recognisable anger and/or the constructive dissatisfaction in Austria that has long been appropriate and would be necessary for real reforms. Instead the attitude WHATEVER! seems to characterise the majority of the population.

Can we really be that indifferent?

Since 1970, not a single year in Austria has generated a budget surplus. Or nowhere in the world are more incapacity benefits paid to over 50s than in Austria. These are only two of a variety of damning facts that have been recorded right at the beginning of the event. But, can we really be that indifferent to this?

The high-calibre podium group were quite quickly in agreement that Austrians are indifferent to many things although not entirely

everything; for significant reforms "pressure from outside" is needed. Bernhard Felderer, Chair of the National Debt Committee, adds: "Since the loss of Triple A status, some states even want to make some savings," seeing in the Grand Coalition and the dependence of the National Assemblies on their provincial governors the greatest hindrance to reform. The former Chancellor Wolfgang Schüssel confirms that we must make changes in order to maintain our level but also demands an end to the "continual navel-gazing" since "anyway the future lies in a consolidated Europe."

The average as a hindrance to reform and innovation

Genetic researcher Markus Hengstschläger bemoans that in Austria it is viewed as wiser to err with the masses than to be right alone and he warns simultaneously that it is precisely this moderateness that is leading Austria into an evolutionary cul-de-sac.

Taking the same view is the historian Dieter Anton Binder: Our education system may be

geared heavily towards replication and Austrians lack training in resistance.

Certainly no mass movement is needed to effect something, "even Greenpeace started with only 20 people" – says the former Egyptian presidential candidate and Austrian voter Mohamed Farid-Hassanein, who campaigned for decades against the Egyptian regime. He appeals to the young generation always to speak their mind – without consideration for what others might say.

Junge Industrie bestows WHATEVER Award

Austria faces a challenging situation, however not the claim to create worldwide the best conditions for prosperity and a secure and healthy life for the next generations in Austria determines the politics but the next election date. The WHATEVER Award is to "distinguish" domestic politicians that have shown their complete indifference to the future of the country. But special services to the future of our country are also shown appreciation – with a COURAGE award. Both trophies are awarded during the JI federal conference on 18th October 2012 in Vienna.



People

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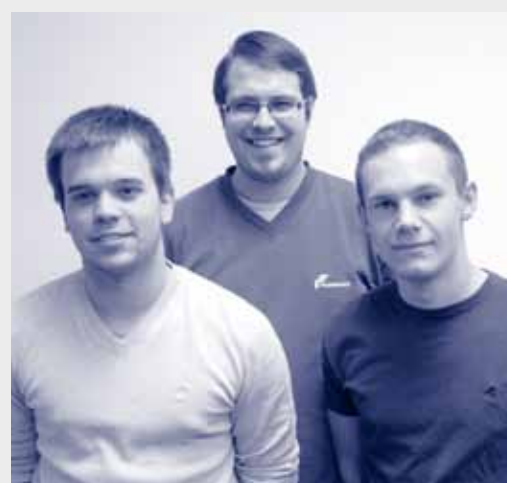


Jörg Severing
ARTEC / Sales Manager

Jörg Severing has been with ARTEC since November 2011 and is responsible for the international sales and market composition sectors. He has been employed in investment goods sales for 25 years and for 10 years was international sales manager for plant manufacturing/technical services and plastic processing machinery. He is particularly characterised by his high degree of customer orientation and solution expertise in the field of plant configuration.

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GAW trainees
Daniel Hochegger – Philipp Ebner –
Daniel Hirschbeck

Since last year three young employees have strengthened the team of the electrotechnical department – the "GAW E-Department" – in Kapfenberg. The activity emphasis of the graduates Daniel Hochegger and Philipp Ebner (both 1990 alumni) lies in the programming of controls (Siemens PCS7 and automationX).

The trained electrician Daniel Hirschbeck (1989 alumnus) enhances the construction site team in the field of E-supervision, E-assembly, control cabinet construction and operational start-up. And the investment in training and expertise development of these three has not only paid off for GAW but primarily opens up good future prospects for the young people themselves.

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Marc Pildner-Steinburg, a member of the owner's family and a student of law, took over on 1st April 2012 the team leadership for Marketing and Key Account Management at GAW.

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