

GEMÜ® news

Magazine for the customers, sales partners and friends of the GEMÜ Group

Edition 01/2013



A secure future The next generation takes over

2013 is an important year for Fritz Müller. Shortly before the 50th company anniversary, he is handing over his life's work - GEMÜ - to the next generation. With his spirit of innovation, commercial vision, perseverance and hard work, Fritz Müller has made GEMÜ what it is today: an innovative, medium-sized, family-owned enterprise producing valves, measurement and control systems.

Fritz Müller decided to hand over the company to the family at an early stage, taking the appropriate measures and pursuing a consistent succession plan. Today, his son Gert Müller manages the company together with cousin Stephan Müller, which means that the responsibility is shared by several members of the family. Fritz Müller allowed his son to grow slowly into this major role. After a sound education and time spent in several countries outside Germany, he was involved in the company processes at an early stage and has learnt to take business responsibility.

"We aim to continue the successful development of GEMÜ as a family-owned enterprise in the spirit of Fritz Müller. My father will remain part of the management team but wants to withdraw increasingly from the operational side of the business in order to have more time for himself, the family and the realization of long-standing dreams. We will have additional support from my sister, Regina Müller, who also runs her own company - VIP Präsent.

Fritz Müller has not only demonstrated his commercial vision in this respect. Again and again, he recognized important trends and developments at an early stage. He was one of the first entrepreneurs to concentrate on those industries which have today become the heartbeat of the economy and nor was he afraid to invest in overseas expansion. This was a very brave step but our success has shown that it has paid off," explains Gert Müller.

Our many years of success also demonstrate that we have had the right personnel policy. Qualified members of staff combined with ongoing vocational training form the basis for commercial success.

Planning is everything Relocation fully underway

The goals have been set. "Our relocation to the new European Production and Logistics Centre at the Hohenlohe industrial estate in Kupferzell is fully underway," explains Hermann Walter, Head of the Operations and Logistics Division at GEMÜ and the staff member responsible for the new building. From the beginning of October, about 200 employees should be working at the new site and should have settled into their newly designed workplaces by then.

Precisely timed relocation Right up to the beginning of May, many meetings were being held purely to plan the relocation. In order to ensure a smooth process, the employees were kept involved by means of a special information stand set up for this purpose and through information events held on site. In recent months, over 20 projects have been completed



In order to deal with increasing globalization in the best possible manner, perfectly synchronized production and logistics processes are essential alongside innovative products and qualified manpower. Our new building in the Hohenlohe industrial estate in Kupferzell has allowed us to optimize these processes and we can now offer even quicker customer-specific assembly and direct supply within Europe. The official opening will take place on 13 and 14 September 2013 in conjunction with the first GEMÜ Family Day.

In the middle of last year, we officially opened our new state-of-the-art clean-room plant in Emmen, Switzerland. GEMÜ is now able to serve the semiconductor industry and promising markets such as the medical industry quickly and with adequate production facilities. We are also about to start construction of a new building for production, sales, research & development and administration in China. With these investments in the future, GEMÜ is putting the parts into place which will ensure further healthy growth.

"One reason for our continuous growth is the tradition of the company as a stable, family-owned and family-managed enterprise. And we will continue to be a family-owned enterprise in the future, in order to safeguard a secure future for our customers, employees and business partners from generation to generation," says Gert Müller.

Gert Müller
Managing Partner
Engineering & Sales

Stephan Müller
Managing Director
Finance & Operations



with the aim of optimising and redesigning the procedures and processes at the new plant. Hermann Walter has confidence that the GEMÜ employees can manage such a major structural change. "They are highly motivated

and see the new site as something which secures their future." Department after department has been relocating gradually since 9 May. First to pack up its bags was the dispatch department. Since then, our

products have been dispatched centrally from the Kupferzell site to our end users throughout Europe.

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Trucks with drivers were rented from outside companies for the relocation phase and these are carrying out the relocation together with GEMÜ staff. "Since a high level of technical expertise is required due to the variety of our products and parts, we did not employ a traditional relocation company," explains the Operations Manager.

New site means new workflows

Of the about 200 employees who will work in the new building at the Hohenlohe industrial estate, quite a few have been newly employed. They were trained at the main plant in Criesbach in recent months and will work at the new production centre. "Our customers should not notice



GEMÜ surrounded by green countryside.



State-of-the-art logistics guarantee that GEMÜ delivers on-time, right worldwide.

"Here today, move tomorrow, start work the day after"

The period between mid-May and the end of September will be characterized by packing, loading up, transporting, unloading and moving in. "The individual assembly lines are relocating according to a specified pattern. The procedure is always the same. On the first day of relocation, the workstations at the Criesbach site are disassembled and transported to the Production and Logistics Centre. On the second day, they are installed in the new building and put into operation. On the third day, work commences again. The following period until the next department relocates is used to induct employees and stabilize the processes," says Hermann Walter.

much about our relocation to our new plant, preferably they shouldn't notice anything at all," explains Hermann Walter. "This is the biggest challenge for everyone involved in the relocation. In fact, our actual aim is that our customers should only notice that the processes at GEMÜ are much improved from the autumn." He knows that a lot is being asked of the GEMÜ employees: "Nobody will work in the same way they used to after the relocation. We are expecting a great integration effort and a lot of flexibility from our employees."

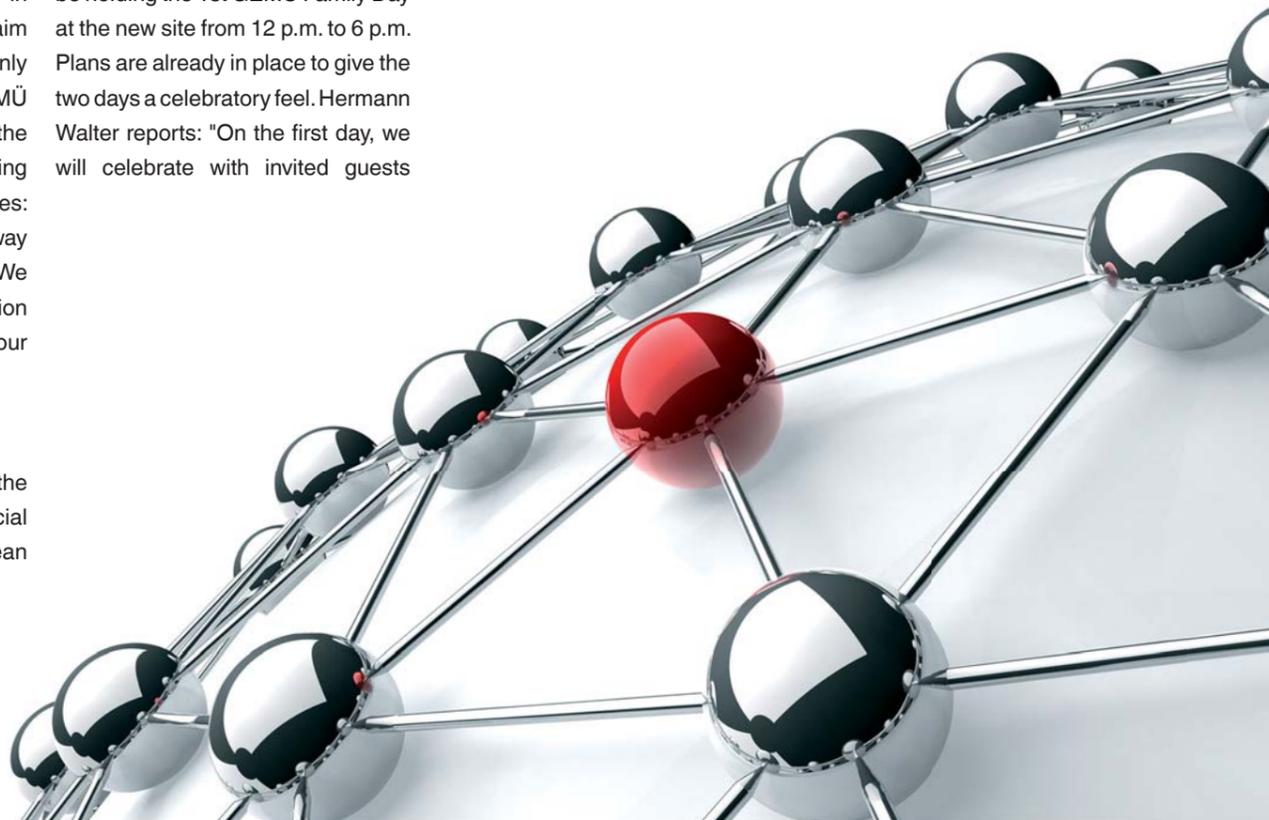
Celebratory opening

Almost exactly one year after the topping-out ceremony, the official opening of the new European

Production and Logistics Centre will take place. The official opening will be celebrated on site on 13 September 2013. The next day, the company will be holding the 1st GEMÜ Family Day at the new site from 12 p.m. to 6 p.m. Plans are already in place to give the two days a celebratory feel. Hermann Walter reports: "On the first day, we will celebrate with invited guests

while the second day is open for all employees. They can bring along their family members and show them the new halls and workstations."

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GEMÜ Training tour 2013 in South Africa



Travel report by Ralph Kroupa / GEMÜ Technical training: In the first quarter of 2013, it was that time again – a big training tour at GEMÜ South Africa. What do I mean, at GEMÜ South Africa? This time it was a tour throughout the whole of South Africa!

A rounded concept

Our business philosophy begins "Our success is based on satisfied customers...", but that's not enough for us. South Africa is a long way from Germany – and we were therefore very concerned that we should have a base directly in Johannesburg, with our own staff, providing specialist advice through application engineers on-site at the customer's location, a strong back office, a market-compatible warehouse and a competent service workshop. All in all, a rounded concept. We also have our competent network of commercial partners right on the doorstep of our end users in South Africa. It is precisely for this reason that the 2013 training tour became more or less a tour through the entire, beautiful country of South Africa.

Out on two missions

My colleague, Claudio Darpin, one of our industrial applications specialists, and I, as technical trainer, visited customers and distributors, each of us also accompanied by a sales employee. The main focus of Claudio Darpin's visits were end users in the mining and chemical industry sectors. My emphasis was on the advanced and continued training of our own employees and our commercial partners, as well as their local end-users.

The temperature change from minus 10 to minus 12°C in Germany to about 30 to 35°C in South Africa was certainly a challenge, but anyone who knows us knows that no GEMÜ employee would let that get them down!



The training courses on sterile technology and industrial engineering, in the midst of the famous and beautiful vineyards and orchards, were professionally organised by our commercial partner INDECON Instrumentation in Western Cape, near Cape Town. In addition to their own employees, a large number of extremely interested end users also took part in these courses.



The team from GEMÜ South Africa: (from left to right) Monica Prinsloo, Brenda Tai Tai, Rendani Munzhelele, Sarah Mpyane, Neels Kloppers, Yolanda Marais, Godfrey Munyai, Philipp Tholen, (front row, from left to right) Warren Marshall, Anold Silidi.



Pneumatically operated full bore diaphragm valve for particularly heavily contaminated, abrasive working media.



GEMÜ's South African headquarters.

Five cities in five days

While Claudio Darpin was en route with our sales representative, Warren Marshall, I travelled around with our South African sales professional and technical expert, Neels Kloppers. In my second week of training, time really flew. We would check out of the hotel early in the morning, drive straight to our respective commercial partner in our rental car, spend the whole day training, right through to evening, then go straight to the airport and fly on to the next city. This meant we were able to visit our commercial partners in Johannesburg, Cape Town, Port Elizabeth, East London and Durban in just five days.

Optimum support

All our commercial partners had already organized everything on-site perfectly, invited many end users from the pharmaceutical, biotechnology, chemical, and plant engineering sectors, and looked after and catered for us wonderfully. It was a shame that we didn't have more time to spend with each other. What inspired me most was the excellent relationship between our sales representatives and our

commercial partners and end users.

They get nothing but the highest praise from me.

While I gave my talks, Neels held consultations, wrote proposals and clarified technical queries – it doesn't get more effective than that.

In Philipp Tholen, our Managing Director in South Africa, we have a great team leader in Johannesburg who will, I'm sure, together with his team, continue to successfully expand the GEMÜ brand. The main thing is that GEMÜ will be recognized in South Africa as having a real local presence: in Johannesburg and in all the main cities in South Africa, the company is represented by GEMÜ-authorized specialist suppliers who, alongside their extensive core competence, continue to maintain the highest technical standards through regular advanced training.

I would like to express special thanks to all our South African commercial partners who participated in our tour, who so brilliantly organized and prepared the on-site training courses. See you soon in Germany!

Commercial partners in South Africa

VANDERBIJLPARK

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EAST LONDON

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BETHAL

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DURBAN

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Pure materials for a long life

Resistant high-purity products for "in-process" purity

Secondary processes such as the handling of cleaning chemicals can place strict demands on the robustness and durability of control and measurement systems. Ultra pure plastic valves offer an efficient and durable solution for this purpose, which assists in making the process safe.

In the manufacture of primary materials in the pharmaceutical and biotech industries, absolute sterility is essential in the processes. In order to achieve this high level of purity, in addition to conventional steam sterilization at temperatures of 120 to 135 degrees Celsius, highly corrosive chemicals are also used. This places very high demands on the resistance of the equipment used for handling these cleaning chemicals. The product portfolio from Control Systems specialist GEMÜ includes ultra pure plastic valves that are ideally suited for this purpose since they offer a higher level of chemical resistance than the equivalent stainless steel products commonly used in most other applications. These high purity plastic control valves are not normally used directly in a production plant, but rather within secondary processes. The materials from which the products are manufactured include, for example, fluoropolymers such as PFA, which is approved by the FDA – an important factor for pharmaceutical production. The products have an optimised deadleg design; the materials form a very smooth surface and do not release any substances into the environment or into the process.

Handling made easier with ultra pure products

Conventionally, the fluoroplastics products produced by GEMÜ have been used mainly for wet-process equipment and ultra pure water systems in the semiconductor industry, since the pharmaceutical industry tends to be rather conservative and production plant or ultra pure water systems are mostly constructed from stainless steel due to the sterilization temperatures required. However, for the areas in which these plastic valves are used in the manufacture of pharmaceutical and biotech products, they offer the customer cost and handling advantages, since plastic products can usually be processed and welded more quickly and easily than stainless steel products. The positive characteristics of the plastic valves can also benefit the foodstuffs manufacturing industry, through their design, the resistance of their materials, and their long service life. One example is the filling of liquids, in which a valve is operated with very high frequency, and must therefore be durable, whilst also passing no substances from its materials of construction into the process. GEMÜ

has also added further possible applications for its ultra pure products: In the production of blood plasma, for example, filter cartridges are used that are vital to this sensitive process. After manufacturing, each individual filter is checked to ensure it is still in perfect condition. The produced batch of blood plasma is not approved for sale until the cartridges have successfully passed the test. This process-critical test equipment is made from plastic products, including the valves produced by

"'Made-in-Switzerland' precision represents an important factor for our customers in their purchase decision."

Burkhard Müller, Head of the High Purity Products Department at GEMÜ

GEMÜ. The valves control, for example, the supply of test media, since their purity and resistance make them particularly well suited to this task. Similarly, in the production of biopharmaceuticals, in order to prevent any type of contamination in processes that are often changing, the process tanks and supply lines must be rinsed with particularly corrosive chemicals at different times. This is the only way to maintain the necessary product quality and purity. These chemical supply installations are also equipped with these plastic components.

More stringent requirements demand better equipment

Since many operators are demanding shorter and shorter cleaning cycles, more corrosive and more effective chemicals are being used which can attack the plant materials more aggressively. In order to combat interactions with the plant material, fluoropolymer components offer a practical solution. They are highly chemical resistant, and also comply with purity requirements. "The cleaning systems must clean, but at the same time must not cause contamination," explains Burkhard Müller, head of the High Purity Products Department at GEMÜ. "These demands can be met with our systems. In addition, the operator can build the plant more quickly and more simply, and the weight of the plastic products is considerably lower compared to stainless steel components." Generally, the collaboration between the valve manufacturer and the plant constructors begins in the plant planning phase. The equipment specialist does not usually simply deliver a single valve or fitting, but instead delivers customized system solutions, for example consisting of the valve, controller, and flowmeter. They are designed to require the minimum possible connection work. Still in the development phase, the products are implemented together

GEMÜ and their customers together develop products which offer specific advantages over the standard products.



GEMÜ also makes products to individual customer requirements, for example for specific connections or fixings.



High-purity products are used globally, since the equipment requirements of operators in pharmaceutical and biotech production worldwide are virtually identical.

Decision making facts for designers

- ⇒ The use of corrosive chemicals places very stringent demands on the resistance of valves.
- ⇒ Plastic valves have a higher chemical resistance than comparable stainless steel products.
- ⇒ High-purity products have an optimised deadleg design, a very smooth surface, and do not release any substances into the environment or into the process.

with the customer in their plant, in order to work out the suitable size, optimal adjustment, and other factors, before prototype tests are performed.

New location for optimal production conditions

In September 2012, GEMÜ relocated the production of its high-purity products in Switzerland from Rotkreuz to neighbouring Emmen. In the new plant, manufacturing currently takes place in a total work area of 5300 m² in cleanrooms up to classes ISO 6 and GMP C. This capacity expansion means that the manufacturing site now complies with all necessary requirements for the manufacturing of the components. " 'Made-in-Switzerland' precision still represents an important factor for our customers in their purchase decision," explains Burkhard Müller. The high-purity products are marketed worldwide, with Asia a clear growth market. "And even plant that are manufactured in Europe are often exported to operators in Asia," continues Müller. "The customers' requirements for purity and resistance of the products are nevertheless almost the same in every destination country." The valve specialist also accommodates individual requirements. In these cases, the customers usually require specific connection and fixing installations, or the installation of measurement and control devices. The construction of multi-port valves is also frequently requested, in order to reduce the logistical complexity and size of plant. Added to this are concrete demands for

innovations, in order to generate competitive advantages: Specially refined products are required to be selectively better than those in the manufacturer's standard range; they are provided to the customer only after a joint development process in collaboration with the customer. This not only gives the customer an advantage over competitors, the valve technology manufacturer also benefits from this collaboration by gaining an insight into future trends, as well as getting to know their customers and their requirements better. Among the GEMÜ high-purity products, individual solutions that were initially only available to one customer already represent a two-digit percentage of total production volume - and the tendency is increasing.

Interview with Burkhard Müller by editor Tina Walsweer

Source: Hüthig GmbH, Pharma+Food, Issue 7/2012

Text: Tina Walsweer

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GEMÜ C67



GEMÜ C50

Extendable multi-port valve blocks from GEMÜ in dosing installations for detergent in industrial laundries

The Seitz company from Kriftel, Germany produces both a wide variety of detergents for industrial laundry applications and automated systems for dosing these detergents. Compact multi-port valve blocks from GEMÜ are the key element of these systems as they make the corresponding dosing, distribution and flushing functions possible.



Extendable multi-port valve block

Operation of detergent dosing installations

Automated detergent dosing installations provide industrial laundries with flexibility, allowing them to adjust the required detergent composition individually to each specific cleaning program. Depending on the hardness of the water and the type and level of soiling, the cleaning agents, special additives and care products can be dosed to match the type of textile being washed.

In the case of conventional dosing installation designs, a separate dosing pump is required for each washing machine and medium. The resulting large number of pumps, hoses, unions and distribution components makes extensive maintenance and calibration work necessary.

Compact design improves plant reliability

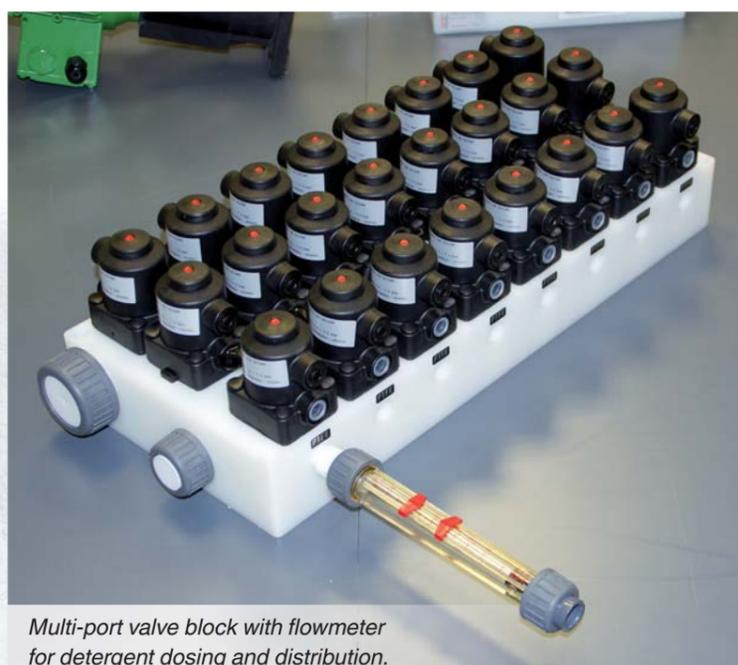
The use of GEMÜ multi-port valve blocks allows the number of pumps, hoses and fittings to be kept to a minimum on modern dosing installations. Here, only one pump is required per medium and multiple washing machines can be supplied with one dosing installation. Fewer welded and solvent cemented joints improve plant reliability because fewer leaks can occur as a result. Quick and easy assembly of the customized units also reduces the assembly time required and saves costs.

Multiple functions in one multi-port valve block

In order to achieve a more compact design, all dosing, distribution and flushing functions are combined in one multi-port valve block. The dosing pump for each medium is connected to a variable area flowmeter which are each connected directly to the multi-port valve block. The valve block consists of 3 rows of pneumatically actuated diaphragm valves. Here, the first valve row at the bottom is used to dose the medium. Depending on the requirements, quantities of 10 – 200 ml are metered out. The valves in the second row control which washing machine the medium is sent to and the upper, third row of the valve block is used to flush the unit with water after every dosing process.

Expandability of existing plants

The multi-port valve blocks are also able to be extended. If an industrial laundry adds washing machines to its plant, the existing dosing unit can be extended by the required number of valves with just a few simple modifications without the need for additional piping, solvent cemented joints or welds.



Multi-port valve block with flowmeter for detergent dosing and distribution.

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Dosing cabinet at Seitz.

What do you like about GEMÜ?

Alois Walter



Entry to GEMÜ:

1975: First plant electrician at GEMÜ

Career at GEMÜ:

1978–1979: Attended electrical vocational college followed by appointment to master electrician

1985–1989: In-service further training at DAG-Technikum (technical college) with qualification as "state-certified engineer"

Since 1982: Development and management of electrical professions

Since 1989: Development and management of control systems production

Today at GEMÜ:

Head of Control Systems Production

Head of Training for Electrical Professions



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Alois Walter

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Head of Training for Electrical Professions
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Alois Walter: "Varied, interesting and with a good team spirit - that's how I would describe my time at GEMÜ."

As the first plant electrician at GEMÜ, I got to know the many different areas of this profession, from connecting machines and repairing them through to the manufacture of test rigs and functional trade fair stands. As the person responsible for setting up these trade fair stands and putting them into operation I had the opportunity to learn about foreign cultures in my initial years at the company on trips to Paris, Birmingham and Gothenburg, among others. Other interesting projects which I was involved in included setting up a valve manufacturing facility in the former USSR and the relocation of our plant within Switzerland to Rotkreuz.

Due to technical progress and the resulting increase in tasks, we thought about employing additional staff in our electrical engineering department. Since I had always enjoyed working with young people, we had the idea of training young people in this field as well. As our boss Fritz Müller used to say: "Even the best idea is useless if you don't turn it into reality." It was no sooner said than done and we started successfully developing our electrical profession training programme.

Even so, our development was not without its hiccups and the major fire and flooding at the GEMÜ HQ represented major setbacks. We had to repair machines and completely replace the electrical installation. Particularly in situations like this, a good team spirit between staff is highly important and counts for a lot.

I have been Head of Control Systems Production for over 20 years now and I enjoy the pleasant working climate within our department to this day. Thanks to good direct communication with other departments, we are always able to find good solutions even in difficult circumstances.

One fantastic technical project was the GEMÜ Dome, particularly the top section of the building, which moves to follow the sun during the course of the day to allow the photovoltaic panels to operate optimally.

The ability to implement new technologies and ideas in a harmonious team environment again and again - that's what I especially like about GEMÜ and I hope to be able to make a contribution to the company for many years to come."

Managing Director of GEMÜ China

Zhen Xiao wins award



Every year, the Chinese management magazine "Blue Lion Manager Today" presents the "100 MVP (Most Valued Person) Managers" award to the country's 100 top managers. The award winners in 2012 include Zhen Xiao, Managing Director of GEMÜ China. "This award recognizes not only my achievements but also those of all employees of GEMÜ China," Zhen Xiao said proudly.



Zhen Xiao



The 2012 award winners

"100 MVP (Most Valued Person) Managers 2012"

The list of candidates for the "100 MVP Managers 2012" award was compiled on the basis of recommendations from companies, retail organizations and media-oriented experts. The aim was to recognize the most valued persons in all areas of Chinese companies and to honour them and their companies. The "Five Force Model" was applied for the first time when selecting the candidates for the award. This model uses five criteria in order to make a full assessment:

- ⇒ management
- ⇒ innovation
- ⇒ performance
- ⇒ change
- ⇒ adaptability

Successful since day one

Since the inception of GEMÜ China 14 years ago, Zhen Xiao and his young team have boosted our retail sales enormously and successfully positioned GEMÜ in the Chinese valves market. During this time,

GEMÜ China has developed a full portfolio of warehousing, production, sales and after-sales services and has become the second largest sales subsidiary and production centre within the GEMÜ Group. In total, 150 people are employed by GEMÜ

China. GEMÜ founder Fritz Müller recognized the sign of the times at a very early stage and made a successful entry into the Asian market!

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One industry, two continents, three trade fairs

As is the case every year, a number of trade fairs were lined up for GEMÜ in spring 2013. Among others, we visited three important trade fairs: TechnoPharm in Nuremberg (Germany), Interphex in New York (USA) and FCE Pharma in São Paulo (Brazil). All of these took place between the end of April and the middle of May. Thomas Schmeisser, Team Leader of the Trade Fair Communications team at GEMÜ, reports on the structure, order of events and the specifics of these three international exhibitions.

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Products at your fingertips – TechnoPharm in Nuremberg

Held in the second largest city in Bavaria, TechnoPharm is a small trade fair, but an important event for GEMÜ which takes place every 18 months. This is where GEMÜ's field sales team can specifically concentrate on customers and people interested in GEMÜ. "TechnoPharm consists of two halls and is therefore quite straightforward. With an exhibition space of 80 m², we have a relatively large trade fair stand. It is also well-placed in the middle of the hall, meaning that you cannot miss us," said our contact at the trade fair. If you pass by the GEMÜ stand, you will not only get a friendly reception and lots of information about the new products, you will also be well looked after by the trade fair staff. "At TechnoPharm, we always have an Italian espresso machine and the cocktail mixer, which we built ourselves, with us – they both entice people to linger for a little while longer at our stand," says Thomas Schmeisser. In the cocktail mixer, a metal GEMÜ multi-port valve mixes a tasty cocktail with various ingredients. "From our experience, visitors at the trade fair want to look at the products but, above all, they want to touch them," explains the Team Leader. That is why GEMÜ does not just display its products, but also shows them in action. The cocktail mixer is a perfect example of this. Thomas Schmeisser tells us: "Strictly speaking, the cocktail mixer not only gives the customer the chance to see, but also to taste how our products function perfectly!"

GEMÜ is one of five businesses at TechnoPharm, whose trade fair stands were selected to be visited by the international trade press who were reporting on the issue of "Hygienic components". Marco Becker, Head of Marketing at GEMÜ, presented the GEMÜ 505 and 555 pure steam valves, the world's first single-use valve and GEMÜ's multi-port valve blocks, which can be seen in action in the cocktail mixer.



At 80 m², the GEMÜ stand is one of the biggest at TechnoPharm.



The cocktail mixer was the main attraction during the trade press tour.



The GEMÜ trade fair stand at Interphex in New York.

Focus on technology – Interphex in New York

Interphex in New York is a well-attended trade fair, which takes place annually and is a must-attend event for GEMÜ. The GEMÜ stand has an open design and is in a very prominent position, meaning that lots of interested people can pass by. However, the structure of the trade fair stand presents challenges for the exhibitors, as the companies are not allowed to assemble their stands themselves. All fitters, electricians and other tradesmen required for the assembly have to be employed by the trade fair organisation and/or trade union. "On the one hand, this is very expensive and, on the other hand, the tradesmen, who are often dealing with stand-building materials for the first time, need to have every adjustment explained to them," explains Thomas Schmeisser. Catering for the trade fair visitors, which is customary in Europe, is virtually impossible at the American trade fair, as the restrictions on the distribution of drinks or snacks to visitors are so strict. The GEMÜ Team Leader explained: "The only option is to order food from the trade fair organisation and, again, that is very expensive." Thomas Schmeisser, as the only employee from GEMÜ Germany, controls and supports the set-up of the trade fair at Interphex. American colleagues, including the managing director of GEMÜ USA, supervise the stand.

Even in New York, the global market-leading position of the Heilbronn-Franconia region is strongly represented – in addition to GEMÜ, other companies from the region are exhibiting, such as those from Schwäbisch Hall and Crailsheim.

Visual appearance and information are top priorities – FCE Pharma in São Paulo

"Brazil is great, but things work a little differently there." With these words, Thomas Schmeisser describes the venue for the FCE Pharma trade fair. Nevertheless, the trade fair in São Paulo is a success each year. "We had a good response, there were many interested visitors and all participants were very satisfied with our exhibition," explains GEMÜ's Team Leader for Trade Fair Communications. As there is a subsidiary company located in Brazil, the trade fair stand is supervised by Brazilian colleagues. "Our local Managing Director considered it to be very important that the trade fair visitors know that GEMÜ in Brazil has its own production centre. By displaying posters with pictures of the building and the production hall, and some key data, the aim was to raise awareness of our Brazilian production centre," said Thomas Schmeisser. Each year, he is here too when the GEMÜ trade fair stand is being set up, in order to install functional models and to ensure that the stand looks



The GEMÜ team: (from left to right) Eduardo Souza, Ronaldo Agostino, Rodrigo Augusto, Rodrigo Chiamulera, Andreas Müller, Rodrigo Losito.

good and that everything goes well. "At FCE Pharma, the stands are very individual in their design. They mostly consist of non-recyclable materials and are redesigned every year. The concept of sustainability in Brazil is not as advanced as it is in Europe," reports the Team Leader. It is not just the visual appearance of the stand – the clothing and appearance of the staff at the stand are also of key importance, and even the catering is extremely important to the exhibitors. "This is totally different to how things are in the USA. No expense is spared when it comes to food and drink in Brazil," explains Thomas Schmeisser. Even here in Brazil, he met with well-known companies from the Hohenlohe region and other German companies: "One notices just how small the world really is and how much the markets connect with one another."

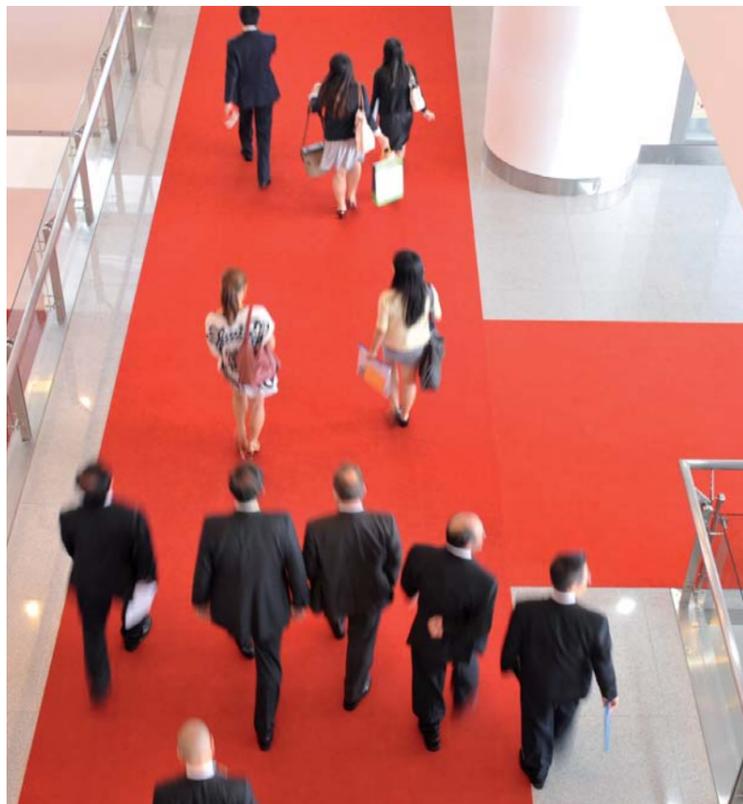


Successful presentation of GEMÜ's products at the FCE Pharma.

Sales and technical specialists on site

GEMÜ, market leader for sterile applications for pharmaceuticals and biotechnology, mainly uses the TechnoPharm, Interphex and FCE Pharma trade fairs to present refined products and new products to interested parties and customers.

In addition to the GEMÜ external sales consultants and employees from internal sales, technical specialists are always on site at every trade fair, in order to explain technical details. Visitors also have the option to retrieve information from our touch panels. They are intuitive and built in accordance with the various areas of application, meaning that the user can easily and quickly get to grips with it and find out about GEMÜ products.



Current training dates 2013

- ⇒ **Technical principles of valve technology**
7 and 8 October 2013 (German)
4 November 2013 (English)
- ⇒ **Product training for valves and accessories**
14 to 16 October 2013 (German)
5 to 7 November 2013 (English)
- ⇒ **Technical principles of measurement and control systems**
10. Oktober 2013 (German)
18. November 2013 (English)
- ⇒ **Product training for measurement and control systems**
21 to 23 October 2013 (German)
19 to 21 November 2013 (English)
- ⇒ **Service trainer "Diaphragm replacement"**
30 and 31 October 2013 (German)
25 and 26 November 2013 (English)



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Exhibitions 2013 national / international

HI	03.09. – 06.09.	Herning (DK)
Semicon	04.09. – 06.09.	Taipeh (TW)
Bio Korea	12.09. – 14.09.	Seoul (KR)
Drinktec	16.09. – 20.09.	Munich (D)
Afriwater	17.09. – 20.09.	Johannesburg (ZA)
MSR-Spezialmesse	18.09.	Landshut (D)
Wirtschaftsmesse Hohenlohe	20.09. – 22.09.	Künzelsau (D)
Ilmac	24.09. – 27.09.	Basel (CH)
Teknologia	01.10. – 03.10.	Helsinki (FI)
SIPEC	01.10. – 03.10.	Orléans (FR)
Semicon	08.10. – 10.10.	Dresden (D)
Aquarama	18.10.	Leuven (BE)
KHIMIA	23.10. – 26.10.	Moscow (RU)
MSR-Spezialmesse	30.10.	Braunschweig (D)
China Pharm	29.10. – 01.11.	Shanghai (CN)
Aquatech	03.11. – 08.11.	Amsterdam (NL)
Power Gen	12.11. – 13.11.	Orlando (USA)
SPS (Asi)	26.11. – 28.11.	Nuremberg (D)
Pharmtech	25.11. – 28.11.	Moscow (RU)
Pollutec	03.12. – 06.12.	Paris (FR)
Semicon	05.12. – 07.12.	Tokyo (JP)

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GEMÜ apprentices and nursery school children conduct experiments together

"They all profit from each other," says Mayor Stefan Neumann, summarising the collaboration between GEMÜ and the town council of Künzelsau. A MINTec partnership has existed for some months now with the Nagelsberger Weg kindergarten in Künzelsau, with the aim of awakening and promoting the children's interest in MINTec subjects – Mathematics, Information technology, Natural sciences and Technology.

GEMÜ apprentices and children from the Nagelsberger Weg kindergarten started visiting each other. During the initial visits, the most important thing for the children and the apprentices was to get to know each other. Without coercion, the children were introduced to natural sciences and technology and before long, the apprentices succeed in arousing their interest. "That would, however, be inconceivable without the commitment of our local companies based in the region. My thanks therefore go out to companies and their Managing Directors like GEMÜ and Mr Müller, who play a part in the initiative of the educational region of Hohenlohekreis," Mayor Neumann goes on to say.

Enthusiasm on both sides

The hope is that the collaboration will build into a long-lasting educational partnership. The scheme has been officially documented with the signing of a partnership agreement on 12 February 2013 by Stephan Müller, Managing Director of GEMÜ, Günter Rammhofer, Departmental Head for "Familie, Bildung und Gesundheit" (Family, Education and Health) from the District Office of Hohenlohekreis, Stefan Neumann, Mayor of the town of Künzelsau and Anastasia Anselm, Principal of the Nagelsberger Weg



The educational partnership between Stephan Müller, Günter Rammhofer, Anastasia Anselm und Stefan Neumann (from left to right) was affirmed with their signatures.

kindergarten. Stephan Müller welcomes his involvement in this educational partnership together with town council of Künzelsau. As he explains, "MINTec provides an integrated system which offers a great opportunity to inspire people's interest in technology and natural sciences – from kindergarten and school right through to technical apprenticeship or university studies." The GEMÜ Managing Director also stresses that politicians must help to create the conditions and environment necessary for this interest to flourish. He goes on to say that the town of Künzelsau has established the prerequisite for the project with the new "Technisches



Together with a small girl, apprentice tool maker engineer Sarah Schnellmann tests which materials are magnetic.



In the shipping department, the children were allowed to pack a few small items into a box and send it to the kindergarten.



Wolfgang Wick, Training Manager Metals, explains the GEMÜ valve labyrinth to the children.

MINTec

MINTec stands for Mathematics, Information technology, Natural sciences and Technology and is a collaboration between the association of companies "Innovationsregion Kocher und Jagst e. V." and local kindergartens and schools. From 2007 until 2011, the education initiative was supported by the Baden-Württemberg Foundation. Since July 2011, the project has continued under the sponsorship of the Hohenlohekreis educational region. The workshops were developed by experienced educationalists in collaboration with apprentices and trainees from the partner companies. Every school participating in the initiative is closely supported by a partner company. With the priority set on vocational guidance, individual MINTec workshops can also be held in the training workshops of the partner companies. The MINTec workshops for kindergartens were developed in collaboration with the "Fachschule für Sozialpädagogik" (Vocational School for Social Pedagogy). Further information can be found at: www.bildungsregion-hohenlohekreis.de.

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Gymnasium" (technical secondary school) and it is now up to everyone to help bring about its implementation, namely kindergarten teachers, school teachers, businesses and, of course, the family. "The way in which the innovation region here has been established is exemplary. The GEMÜ company welcomes the responsibility and plays an active role in partnerships with kindergartens and schools," Stephan Müller goes on to say.

Magnetism project

The subject of the project for this year is magnetism, which the children are having a lot of fun exploring, with support from the apprentices. The result is a large magnet board which the apprentices, under the guidance of their trainers, have designed and manufactured for the Nagelsberger Weg kindergarten.

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- ⇒ CNC milling technician
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A look behind the scenes Training Day at GEMÜ



What would you like to do when you leave school? Young people often hear this question, especially when they are about to finish their time at school. However, it is often the case that young people do not know exactly what they want to do as a career. On its Training Day, GEMÜ gives young people the opportunity to find out about the various occupations on offer at GEMÜ. This event was held for the fourth time on 13 April 2013 and this year attracted about 200 visitors to the GEMÜ premises.

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The two tool mechanic apprentices, Marcel Burkert (left) and Paul Gräter (right), help two young visitors as they produce their own self-engraved key rings.

Sparking interest

Throughout Saturday morning, young people, their families and friends were able to visit the workshops and offices, ask our current apprentices questions and also get to know the trainers. The first stop for all of the visitors was the injection moulding plant where the professions of "process mechanic" and "store logistics specialist" were presented. The activities continued in the metal training workshop where, in addition to visiting different lathes and milling machines, visitors were also able to individually engrave key rings. The visitors were also able to find out about the trainees on the trainees' own website (www.ausbildung.gemue.de). This provides interested parties and future trainees with a good way of finding out about the specifics of their training, but also about jobs and trainers. They were also able to marvel at the fully automatic cocktail mixer, developed and designed in-house by GEMÜ. At this point each visitor had the option to mix their own special cocktail. These and many other great activities are generating interest in GEMÜ – as one eighth grader student confirmed. She was attracted by the occupation of technical product designer. "I would really like to do an internship at GEMÜ," explained the secondary school pupil, who was attending the event with her brother and father. "We found out about this day from the newspaper and were curious. There is a great deal on offer here and the apprentices approach you in a friendly manner and ask if you want to know something. I think it's great!," explained the father of the girl, who was familiar with GEMÜ from his activity with the Fire Brigade.

Activities and plenty of information

The young people and their friends and families were impressed by the Training Day. Two schoolgirls from Künzelsau Secondary School took application photos, their faces beaming. "We think the day is great and can definitely imagine ourselves working for GEMÜ in the future," explained the two Year-9 pupils. They were interested in the product design and industrial clerk professions and thought that the apprentices and trainers provided them with great advice. "Everyone answered our questions brilliantly and we have enjoyed the day overall," said the two pupils. The father of the two girls was also delighted by the GEMÜ event: "You get the opportunity to look at the company at your leisure and also talk with the apprentices."

Of all of the activities on offer, the opportunity to make free application photos was the best received. "This is the first time we have offered it on Training Day and we have received very good feedback about it," said Lena-Kristin Sinner, Training Manager at GEMÜ.

The Training Day was not only attended by interested young people – also in attendance were some future apprentices who have already secured a training place at GEMÜ and were using the day to familiarize themselves with the facilities and their future trainers. "I will be doing an apprenticeship as a tool mechanic from September and I am taking advantage of the opportunity to look at the workshop a bit more closely," explained a 17-year-old from Kupferzell-Fußbach.

"Days like this are great and promising. I'm particularly delighted to see that more and more girls are coming along and finding out about our company," emphasized Stephan Müller, Managing Director of GEMÜ.



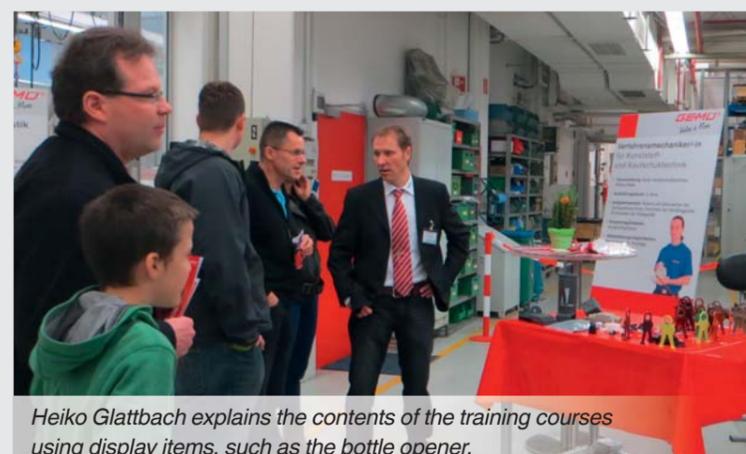
Johannes Beez (right) shows the interested onlookers how the cocktail mixer works.



Sarah Schellmann (right) explains the various youth research projects from previous years.



Timo Schnabel, studying for his Bachelor of Engineering in Mechanical Engineering (right), and Philipp Schenk, studying for his Bachelor of Engineering in Production and Logistics (left), provide detailed information on their study programmes.



Heiko Glattbach explains the contents of the training courses using display items, such as the bottle opener.



Extension of the Schlosshotel is inspired by southern flair

Following conversion and extension work, the Schlosshotel Ingelfingen now boasts a total of 32 rooms, two suites and two conference rooms.

The acquisition of the adjacent Fechter and Scheuermann buildings made it possible to begin construction work to extend the hotel. The Scheuermann building was demolished and replaced with a new building. The Weinstube Popp wine tavern in the ground floor of the Fechter building was converted and modernized, and new rooms and a suite were added on the top floor. Total floor space has increased by about 600 square metres and is now 2,100 square metres.

Mediterranean colours

Ingrid Müller, the wife of GEMÜ founder Fritz Müller, was previously instrumental in the expert and sensitive modernization of the public restaurant area. She was also responsible for designing the interior of the new premises. Inspired by southern flair, Ingrid Müller decorated the new rooms in Mediterranean colours. No two rooms are the same. They are furnished to four-star hotel standards. The beds, for example, are 2.10 metres long. The decision to dispense with carpets means that the rooms are ideal for allergy sufferers. The technical features are on a par with those of a modern high-class hotel.



One of the newly designed rooms in shades of green and brown.

Barrier-free room access

The new building has an elevator, which allows half of the rooms to be accessed conveniently without barriers. "A room for handicapped persons and a vaulted cellar below the wine tavern are still a 'work in progress', " Ingrid Müller said. A bright, cream-coloured suite with a bedroom and large

bathroom as well as a kitchen unit can be found on the top floor of the Fechter building. There is a terrific view from the large roof terrace, which overlooks the rooftops of Ingelfingen and offers glimpses of the vineyards and the ruins of Castle Lichteneck.

Source: Hohenloher Zeitung
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The lounge-style hotel bar at the Schlosshotel Ingelfingen.

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