YELLOW GOLD
New plants for drug production from blood

EFFICIENT FIGHT AGAINST GERMS
Implementation of adequate sterilisation

WHEN WORD ABOUT QUALITY GETS AROUND
Major Asian coporation relies on WALDNER
Dear Valued Partners,

As the new CEO at WALDNER Laboreinrichtungen GmbH & Co. KG and also on behalf of my management colleagues from the other corporations of our group, I would like to welcome you to the first issue of our WALDNER World customer magazine in its brand new design.

Learning is like rowing upstream – you will drift backwards as soon as you stop. These days this Chinese proverb is more valid than ever. If you don’t think globally, adapt your products to the digital requirements and provide flexibility as well as quality – you will drift backwards.

We at WALDNER are aware of this and therefore take on the permanent challenges of the global market with responsibility, courage, dynamics, awareness and determination - our corporate values. We also owe our success to you. As customers, business partners, suppliers, planners, consultants, but also as public officials you are providing us with ever new ideas and opportunities during our meetings.

For us becoming better means to think in our customers’ terms and to come up with and implement the best and most suitable solution. One of many examples you will find in this magazine on pages 16 -19: with our DOSOMAT packaging machines, the question is not what an extensive range we can offer when it comes to sterilization – we can offer top-class products, no doubt – the question is what our customers really need. We therefore act in a solution-oriented rather than in a product-oriented way.

This also includes the highest level of flexibility for all of our products throughout their entire life cycle. It is something we provide on a global level as an example in Asia shows: on pages 20 - 25 you can find out how we implemented flexible laboratory systems with our DIMENSIONS range in an award-winning research complex in South Korea.

Naturally, we also want to implement this flexibility and efficiency in our own corporation. Therefore we invested in our headquarters in Wangen and updated our production technology to the latest state-of-the-art: a new production building with approx. 9,000 sqm for the assembly of laboratory and school furniture, as well as an office building with approx. 2,000 sqm providing sufficient space for improved process flows. We are now able to react with greater flexibility to your changing requirements and needs. On pages 10-15 you can read all about how this modern assembly line works.

At the same time we also want to bring more flexibility to this magazine, making use of digitisation. Therefore WALDNER World will not only be available as a printed version but you may also read the magazine online or download it as an app.

We are looking forward to your feedback.

Sincerely yours from Wangen,

Joerg Hoffmann
CEO WALDNER Laboreinrichtungen GmbH & Co. KG
Saving lives by donating blood. Almost everyone knows this slogan and most people associate classic blood donation with it. The fact that from the pure fluid, the blood plasma and essential drugs can be made, is rather less known. This is what makes blood plasma so valuable: the “yellow gold” is much more expensive than crude oil as despite a lot of donors the demand cannot be completely met. At the same time around 14 million litres of blood plasma are globally processed to drugs according to the WHO - and the journey from the blood fluid to the drug is a long one.

It takes time and know-how

This is something Biotest AG, the manufacturer of plasma-protein products and bio therapeutic drugs located in Dreieich near Frankfurt am Main can report as well. So far they have been processing about 1 million litres of plasma each year. But thanks to the construction of new production plants this might soon be increased to 2.5 million litres. “The journey from the plasma to the drug takes time - between seven and nine months on average - and a lot of biological, chemical and technical know-how,” explains Michael Rodemer, Technical Project Manager BNL at Biotest AG (see also the interview below). The plasma is tested for pathogens by means of highly sensitive methods - nevertheless, for reasons of safety it is heated beyond 60 degree Celsius, filtered (nano-filtering), and then treated with virus-inactivating substances prior to being processed. And only then is it considered sterile. Every drug is based on a different plasma protein. Therefore the actually needed components of the plasma have to be sorted in the steps that follow. This is usually made by centrifugation, further filtering, and separation by means of alcohol or salts. The described fractionation takes place on an industrial scale, i.e. in containers with a capacity of several thousand litres. Nevertheless also these

YELLOW GOLD

NEW PLANTS FOR DRUG PRODUCTION FROM BLOOD

Valuable drugs can be made from blood plasma. The German Biotest corporation expands their production capacity with new plants - and part of them has been supplied by WALDNER.

None of the 14 containers looks the same. Their capacity is between 60 and 8,500 litres.
containers, pipes, valves, and sensors have to comply with the most stringent requirements.

**Advantage in time thanks to a master**
Biotest assigned WALDNER to supply a buffer solutions plant for the new building that is required for various processes. “We had an extremely short time frame within which we had to supply. Just as tight were the spatial conditions in which we then had to install this huge plant,” Jochen Eißler, business unit manager Process Systems unit at WALDNER and project manager, sums up the challenges. None of the 14 containers supplied, supply and disposal pipes included, looks the same. “And yet we found similarities which enabled us to create something like a technical master together with sequence chains. That way we were not only able to present an inexpensive proposal but also saved time during all phases of the project because of this modular master,” Christoph Kern reports. “Two months after we had been awarded the contract we were already able to present all mechanical interfaces in a 3D layout so that the suppliers of the adjacent plant knew where their connection points were. After all, our plant for buffer solutions had to smoothly blend with the other plants.”

**Tightly scheduled planning**
Prior to the delivery the complete plant was assembled and tested in Wangen. Only then the containers and the pre-fabricated skids (pipework and valves) were sent to Dreieich in 15 articulated lorries. Christoph Kern reports: “In the run-up we not only numbered all containers and their respective skids - we are speaking about about 1,000 valves and approximately 2,000 m of pipework here - but we also marked what should be loaded when and where it should be put. On the one hand we had a very tight time frame, only several hours a day, in which we had to access to the planned room with a truckmounted crane. On the other hand there was no further storage space for us. Everything had to be done in a room sized approximately 20 x 10 m. This meant that everything had to be installed upon delivery immediately.” As a result, the major part of the plant was ready after only 2 ½ weeks.

**Blood Plasma**

Basically speaking, blood consists of red and white corpuscles, and fluid. Whereas the blood corpuscles are in the focus of a classic blood donation most of the time, the so-called plasmapheresis exclusively is about the fluid, the blood plasma. Unlike blood donors, plasma donors get their blood corpuscles back after a filtering process. This way a plasma donation does not put so much strain on the organism and may be carried out more often – up to once a week. The thus gained blood plasma - about 700 ml per donor - consists of 90 % water and 10 % valuable proteins, from which more than 30 different and essential drugs can be made. Some examples:

- People with haemophilia have a non-functioning blood clotting. They take the clotting factors gained from the blood plasma as drugs so that they won't bleed to death in case of an injury.
- In case of internal injuries or large wounds so-called fibrin glue is used which is also supportive of a fast closure of the wound.
- In case of chronic weakness of the immune system and acute medical conditions like hepatitis, rabies, or tetanus, various antibodies, so-called globulins, are of help. They ward-off and neutralize pathogens.
- In case of accident-related shocks, burns, kidney damage, or large operations albumin stabilizes the distribution of the fluid between the blood vessels and the tissue.
IN THE MIDDLE OF A NEURALGIC SPOT

Biotest AG is a global supplier of plasma protein products and bio-therapeutic drugs. WALDNER Process Systems supplied a complete plant for mixing and distributing buffer solutions for this corporation in Dreieich near Frankfurt am Main.

INTERVIEW

An interview with Michael Rodemer, Technical Project Manager BNL at Biotest AG.

Why is blood plasma so much sought after all around the world? Essential drugs are produced from it – which in only a few exceptional cases also might be obtained in another way, e.g. biotechnologically. For many drugs blood plasma remains the only source. Meanwhile the need is growing as more countries are able to afford these drugs in the meantime. In parts, the demand is higher than the quantity of blood plasma available. As a result from time to time there are supply shortages of albumin, which is used by the emergency medical aid in case of a high loss of blood.

How does your corporation react to this? Although we just cannot influence the amounts of donors, we can continue to optimize the processes and drugs. With our investment programme “Biotest Next Level” we double our overall production capacity. Apart from building a plasma basis fractionation with a performance of 1.4 million litres, also bulk production plants for albumins are created just as well as for the new product lines Fibri-nogen and IgM Concentrate, and also the polyvalent immuno-globulin G of the next generation. Fractionation is not based on filtration and alcohol anymore but on a special chromatography with the aim of a higher yield and a higher purity of the agent gained.

What is the role of WALDNER plant? A total of 38 buffer solutions are created in those 14 containers, which we need for the fractionation of the individual plasma components up to the cleaning of the containers. To give you an idea of the size: in the new building 4,500 litres of plasma are fractionated and processed every day. The plant is operated 24 hours a day, 7 days a week. And those buffer solutions are a neuralgic spot, as everything else depends on them.

Are these standard containers? No, because different buffer solutions are produced in each container. They considerably differ in terms of material as well as inlets and outlets. We have calculated, for example, that in each container about two different buffer solutions may be produced. We have containers with just one buffer solution, but also some with up to five. This means that all valves, inlets and outlets have to be tuned to the various requirements.

What are the requirements such a plant has to meet? Apart from the common industry-related guidelines for quality assurance regarding production processes and the production environment in the production facility for drugs and agents, also cleanliness shall be perfect. It is, after all, a high-class stainless steels in parts. Other buffer solutions were so aggressive that we had to use two plastic containers, including the respective pipes, instead of steel. Other buffer solutions were so aggressive that we had to use plastic containers, including the respective pipes, instead of steel. Other buffer solutions were so aggressive that we had to use two plastic containers, including the respective pipes, instead of steel.

Had there been any particular challenges? Yes, especially because the first products form this plant are scheduled to be delivered to the USA in 2019. The required FDA approval procedure could only begin, however, once the plant had been set up. In the plant we had a saline solution that reacts extremely aggressively on stainless steel. Therefore we had to use two plastic containers, including the respective pipes, instead of steel. Other buffer solutions were so aggressive that we had to use plastic containers, including the respective pipes, instead of steel. Other buffer solutions were so aggressive that we had to use two plastic containers, including the respective pipes, instead of steel.

How did you get involved with WALDNER? As an interview with Michael Rodemer, Technical Project Manager BNL at Biotest AG.

“Quality assurance and the in-house production convinced us most of all.”

Michael Rodemer, Technical Project Manager BNL at Biotest AG.
EVERYTHING IS IN A STATE OF FLUX

WALDNER NOW ALSO RELIES ON FLOW PRODUCTION IN THE FUME CUPBOARD PRODUCTION SECTOR

Quickly and individually created for the customer thanks to Lean Management: whoever synchronizes workflows and produces goods in one piece does not only save time – but also remains flexible and delivers high quality.

No unnecessary movement or motion: everything is at its place at the right time - this is part of the professional understanding of every good craftsman in his own workshop. After all, he wants to concentrate on the workpiece, the customer’s order, to execute it to his best. But how can this procedure be implemented in a large corporation? And not only for individual craftsmen but also for overall installation systems and workflows?
For WALDNER Laboreinrichtungen the answer has been Lean Management. “Basically it is about creating values without being wasteful. All workflows should be synchronized at an optimum, unnecessary tasks be avoided,” explains Peter Wanner who is in charge of the production and logistics at WALDNER Laboreinrichtungen. “First and foremost we bear in mind our customers who expect quality, quick delivery and a good price from us – combined with ever increasing flexibility. At the same time we as a corporation want to increase our competitiveness.” Peter Wanner had been inspired by a visit to Japan during which he got to know the method, that meanwhile has spread throughout the world, more or less straight from the horse’s mouth, and which he has been implementing step by step with the support of the management and the staff alike ever since the 1990s.

Overcoming limits
Sometimes, however, you reach a point at which you have to make a huge, radical step – which became inevitable after the turn of the millennium. “We used to work according to the workshop principle and on different floors due to the structures that have grown over time. For the production this resulted in long distances, bottlenecks such as staircases and lifts, and old machinery, as only those fitted into the existing rooms. In our endeavours to further optimize the workflows we were pushed to our spatial limits.”

Relying on know-how
Other locations were conceived, but moving the production to so-called low-wage countries was dismissed as this did not comply with the corporate philosophy. “All of our know-how is here, and our highly qualified employees are working here,” Peter Wanner accentuates. “They are the ones who supply the ideas, the new approaches, and the quality we want to provide for our customers.” In 2008 the solution therefore was to stay in Wangen with a new location strategy including completely new production and assembly halls to implement the restructured flow production according to the Lean Management principle.

Project with a reference value
It was, of course, impossible to change all production units at once. Therefore WALDNER started with the laboratory furniture production unit which was already operated automatically to a large extent. In 2010/2011 an automatic flow production system with a one-piece-production has successfully been implemented in the first new hall: the board warehouse, new cut-to-size and edge bending lines, as well as a highly technological carcass assembly plant are now perfectly tuned to one another and linked in a way that they are able to flexibly and efficiently produce the goods in a state of flux. “This project has a reference value in the furniture business as it has become possible to produce in batch size 1 despite machine processes due to high automation and a direct link to the individual procedural steps,” says Wanner. “This way we are able to flexibly react to any customer’s order.”
Making complex things simple

In the following the implementation of flow production for the assembly of laboratory fume cupboard head units was yet another challenge: For one thing, a lot of manual work and diverse work steps had to be managed, and on the other hand there was a variety of products with fluctuating production quantities. “We therefore had to divide even the most complex flows into simple worksteps and optimize them as good as possible – to then create reasonable individual stations, or units. These worksteps now build on one another within a line, but also enable flexible work assignments whenever needed,” explains division manager Dietmar Seeger.

Pulling instead of pushing

A line of 14 units has been created that presents the complex structure of the overall assembly. Thanks to mutually elaborated intelligent devices an employee is able to independently execute the process at each workplace. All tools required are available at each station at the same place, easy to reach so that everyone will immediately be accustomed to the workplace.

On the day before the unit’s supervisor compiles the sequence for the ideal product mix for the following day according to deadlines. By means of this sequence the logistics unit then provides all materials required for each fume cupboard on a so-called set-trolley on castors. The trolley is loaded by an intelligent method so that e.g. heavy side panels are horizontally supplied at workstation height to be pulled directly to the station. These set-trolleys are supplied according to the pull principle. This principle also applies for the work process: there is no tailback, no “overtaking”;

instead, work is done according to the “First-In-First-Out Method”. There are always just one or two workpieces in waiting position. If need be, the workers move to the station at which they are needed the most – as they are enabled to work flexibly wherever needed. Benefit: their work remains varied and they mutually work at one fume cupboard; it is “their” product.

Discovering room for improvement

And if it turns out that e.g. a defect is discovered during a material check, the workpiece is going to be “pushed out of the line” until new material is available. All incidents of this kind are recorded and provide a good overview of where things go wrong within the system and where there is still room for improvement. “We are working together to continually develop ourselves. Part of this is that every one of us, from the workshop manager to the worker, contributes at least four suggestions to be implemented each year,” says Peter Wanner.

He is proud of his staff as he knows that he has asked a lot of them in the first place with this radical change. No mutual success of this project would have been possible without the project team’s commitment: “Today we are flexible until production is started, and we are able to react to the customer’s requirements in a variable way,” says Peter Wanner. “With the changeover to flow production we were able to reduce the lead time by 70 %, i.e. from the previous four to five days to just one day.” At the same time WALDNER has considerably improved its delivery reliability. The production areas could have been reduced for more than 40 % and are now at the same floor as the feeding processes. “We achieved our goal to provide utmost quality, quick delivery, a good price and high flexibility for our customers. At the same time we, as the market leader for laboratory furniture, were able to increase our competitiveness.” The manual flow production has become a flagship project for Lean Management within the corporation. “And yet we are going to discover room for improvement again and again. We are in a steady state of flux, after all,” emphasizes Peter Wanner.
For the classification of sterilization the two terms “Log-rate” and “VDMA class” have become established. The log-rate describes in a logarithm how many germs are still in a container or on a surface after the sterilization process, e.g. log-rate 3 means that there are \(-3\times10\) less germs in proportion to the initial amount of germs; whereas the VDMA-class describes the overall concept of the machine (and indicates example products).

Machines of VDMA class V are completely aseptic, i.e. basically sterile which means that the shelf-life of the products is more than 3 months without cooling. For VDMA classes III and IV the shelf-life of the cooled products has to be anything from 3 weeks up to 4 months. Most of the products on the market belong to these classes.

“If the product requirements are part of VDMA classes III or IV there is much more leeway to assemble the machines. We just like to take full advantage of this and pull out all the stops for our special machine construction, since after all, the benefit for our customers is of top priority,” summarizes Karl Angele, Managing Director, Shareholder and Sales Manager.

In the food industry a reasonable sterilization is rarely working according to the same formula. Likewise, only very few products have to be packed in a completely aseptic, i.e. sterilized, manner. Karl Angele, Managing Director of Hermann WALDNER, gets to the heart of it: “It does not make sense to use a sledge-hammer to crack a nut”. Food for babies, for example, or UHT milk, require utmost sterilization, they need to be really aseptic. Most of the food filled in these industries do not have to meet this high level, however; they do not have to be “aseptic” but “commercially sterile” instead – and there are quite versatile requirements, however: the conditions greatly vary from mineral water and sausages to yoghurt and desserts.

“Our customers want a type of sterilization that is suitable for their product and packaging. These two points not only determine the selection of the most appropriate sterilization system but also the hygiene level of the machine,” emphasizes Karl Angele.

What kind of sterilization do I need for my packaging plant? This question is answered by the experts of Hermann WALDNER with individually customized solutions for the respective specifications - because the right choice and configuration of the filling machine is decisive.

In an 8 track inline machine with a pure air tunnel to fill set or stirred yoghurt, or curd cheese preparations. The cups are sealed with an aluminium plate, a slip lid might be added. The cup is sterilized by means of “pulsed light”, whereas the aluminium plate is sterilized by means of a UVC radiation unit with a star-type reel stand.
Sterilization with peroxyd: Once the cups are moved in, a mixture of hot air and H$_2$O$_2$ emerges. The cups are sterilized with peroxyd: Once the cups are moved in, a mixture of H$_2$O$_2$ is then reduced to 40 - 60 % again during the transportation cycle of the filling machine - hence the term “pulsed UVC-light”. For this purpose WALDNER has been using dichromically coated reflectors since many years to reduce the infrared heat radiation for up to 40 %, thus protecting both the packaging and the machine components at a maximum. “Radiation with pulsed UVC-light is certainly valuable and effective, provided you know and consider the factual limitations”, Ralph Krauß explains. “Even if an utmost sterilization rate of 5 log can be achieved on a flat bottom plate this might be more or less ineffective in deep containers like e.g. at the bottom of a 1 kg yoghurt bucket.” In such a case UVC-light just does not make sense.

Technological boost made by WALDNER

Pulse Light Technology is a technology advanced by WALDNER in cooperation with CLARANOR, that irradiates in a wave range from 178 to 300 nm on the surface of the packaging, producing a lot of heat which, in turn, might put heavy strain on the packaging material and the machine components alike. At WALDNER a special control technology at the plant takes care, however, that only at the time during which the packaging is placed under the radiator unit the performance of the UVC radiator is increased to 100 % for a short time and is then reduced to 40 - 60 % again during the transportation cycle of the filling machine - hence the term “pulsed UVC-light”. For this purpose WALDNER has been using dichromically coated reflectors since many years to reduce the infrared heat radiation for up to 40 %, thus protecting both the packaging and the machine components at a maximum. “Radiation with pulsed UVC-light is certainly valuable and effective, provided you know and consider the factual limitations”, Ralph Krauß explains. “Even if an utmost sterilization rate of 5 log can be achieved on a flat bottom plate this might be more or less ineffective in deep containers like e.g. at the bottom of a 1 kg yoghurt bucket.” In such a case UVC-light just does not make sense.

**Technological boost made by WALDNER**

Pulse Light Technology is a technology advanced by WALDNER in cooperation with CLARANOR, that irradiates in a wave range from 178 to 300 nm on the surface of the packaging, producing a lot of heat which, in turn, might put heavy strain on the packaging material and the machine components alike. At WALDNER a special control technology at the plant takes care, however, that only at the time during which the packaging is placed under the radiator unit the performance of the UVC radiator is increased to 100 % for a short time and is then reduced to 40 - 60 % again during the transportation cycle of the filling machine - hence the term “pulsed UVC-light”. For this purpose WALDNER has been using dichromically coated reflectors since many years to reduce the infrared heat radiation for up to 40 %, thus protecting both the packaging and the machine components at a maximum. “Radiation with pulsed UVC-light is certainly valuable and effective, provided you know and consider the factual limitations”, Ralph Krauß explains. “Even if an utmost sterilization rate of 5 log can be achieved on a flat bottom plate this might be more or less ineffective in deep containers like e.g. at the bottom of a 1 kg yoghurt bucket.” In such a case UVC-light just does not make sense.

**Technological boost made by WALDNER**

Pulse Light Technology is a technology advanced by WALDNER in cooperation with CLARANOR, that irradiates in a wave range from 178 to 300 nm on the surface of the packaging, producing a lot of heat which, in turn, might put heavy strain on the packaging material and the machine components alike. At WALDNER a special control technology at the plant takes care, however, that only at the time during which the packaging is placed under the radiator unit the performance of the UVC radiator is increased to 100 % for a short time and is then reduced to 40 - 60 % again during the transportation cycle of the filling machine - hence the term “pulsed UVC-light”. For this purpose WALDNER has been using dichromically coated reflectors since many years to reduce the infrared heat radiation for up to 40 %, thus protecting both the packaging and the machine components at a maximum. “Radiation with pulsed UVC-light is certainly valuable and effective, provided you know and consider the factual limitations”, Ralph Krauß explains. “Even if an utmost sterilization rate of 5 log can be achieved on a flat bottom plate this might be more or less ineffective in deep containers like e.g. at the bottom of a 1 kg yoghurt bucket.” In such a case UVC-light just does not make sense.

**Technological boost made by WALDNER**

Pulse Light Technology is a technology advanced by WALDNER in cooperation with CLARANOR, that irradiates in a wave range from 178 to 300 nm on the surface of the packaging, producing a lot of heat which, in turn, might put heavy strain on the packaging material and the machine components alike. At WALDNER a special control technology at the plant takes care, however, that only at the time during which the packaging is placed under the radiator unit the performance of the UVC radiator is increased to 100 % for a short time and is then reduced to 40 - 60 % again during the transportation cycle of the filling machine - hence the term “pulsed UVC-light”. For this purpose WALDNER has been using dichromically coated reflectors since many years to reduce the infrared heat radiation for up to 40 %, thus protecting both the packaging and the machine components at a maximum. “Radiation with pulsed UVC-light is certainly valuable and effective, provided you know and consider the factual limitations”, Ralph Krauß explains. “Even if an utmost sterilization rate of 5 log can be achieved on a flat bottom plate this might be more or less ineffective in deep containers like e.g. at the bottom of a 1 kg yoghurt bucket.” In such a case UVC-light just does not make sense.

**Technological boost made by WALDNER**

Pulse Light Technology is a technology advanced by WALDNER in cooperation with CLARANOR, that irradiates in a wave range from 178 to 300 nm on the surface of the packaging, producing a lot of heat which, in turn, might put heavy strain on the packaging material and the machine components alike. At WALDNER a special control technology at the plant takes care, however, that only at the time during which the packaging is placed under the radiator unit the performance of the UVC radiator is increased to 100 % for a short time and is then reduced to 40 - 60 % again during the transportation cycle of the filling machine - hence the term “pulsed UVC-light”. For this purpose WALDNER has been using dichromically coated reflectors since many years to reduce the infrared heat radiation for up to 40 %, thus protecting both the packaging and the machine components at a maximum. “Radiation with pulsed UVC-light is certainly valuable and effective, provided you know and consider the factual limitations”, Ralph Krauß explains. “Even if an utmost sterilization rate of 5 log can be achieved on a flat bottom plate this might be more or less ineffective in deep containers like e.g. at the bottom of a 1 kg yoghurt bucket.” In such a case UVC-light just does not make sense.
WALDNER SUPPLIES MAJOR ASIAN CORPORATION

WHEN WORD ABOUT QUALITY GETS AROUND

The CJ Group now bundles their research and development activities at just one place: Blossom Park.
CJ Group in South Korea now bundles its research and development laboratories at just one location: CJ Blossom Park, a pioneering complex of buildings, for which WALDNER supplied the laboratory systems on explicit request.

Shaped like petals – taken its inspiration from the South Korean CJ Group’s logo – the three towers of CJ Blossom Park soar into the sky. Researchers from the food, pharmaceutical and biotech industries shall be housed in one of the three towers each to push new developments ahead. An extensive field. Trying to list the CJ Group’s scope of activities you will soon find out that it would be much easier listing the things this corporation does not do. This corporation is the South Korean parcel delivery service, 3D cinema operator, music producer, operator of restaurant chains, producer of animal food, food and pharmaceuticals – and much more. A huge and extremely diversified corporation with different locations. To bundle its laboratory tasks, particularly in the research and development fields, the group decided to build a new complex of buildings in the city of Suwon, 48 km south of Seoul. The objective was to create an inspiring working environment in which interdisciplinary communication is fostered – not only for their own staff but also in order to successfully attract new, qualified employees in a competitive labour market.

Award winning
The building project was implemented by the US based architectural services provider CannonDesign – and already won the Best of Asia Pacific Design Award of the International Interior Design Association. Its organic shapes and lots of natural light, as well as the almost 50 different meeting and relaxation areas have been implemented convincingly. This openness and the enormous flexibility even extend to the laboratories, thus making the building a “vivid research centre” – a requirement specified by CJ.

WALDNER was the number one choice
“In some Asian countries like e.g. Japan and South Korea it is common to award such contracts to national companies to strengthen the domestic economy,” explains Maximilian Englisch, General Manager of the WALDNER Labor-einrichtungen Asia-Pacific Shanghai Office. “We were all the more delighted when we received an enquiry of CJ.” The corporation needed to provide good quality for its researchers’ main workplace, the laboratory, and Blossom Park was to become THE CJ laboratory for which WALDNER was the number one choice because of its reputation. Besides, there are only a few companies in the industry that could provide flexibility and quality for such a scope of services.

Communication as a challenge
Contact was quickly made. But at the first step linguistic and cultural hurdles made communication difficult. It took the German laboratory systems manufacturers quite some meetings until they completely understood what the South Korean management really wanted. “As many South Koreans speak only a little English and we do not speak South Korean, communication at a linguistic level turned out to be rather difficult. Without our project assistant from Shanghai, who was able to interpret for us, communication would have been almost impossible,” informs Maximilian Englisch. “In addition, all of
The building has an open and bright character with inviting communication areas on each floor.

“We at CJ are very happy with Waldner’s finest quality lab facilities by which our researchers will definitely make great achievements in their fields”

Sungjoo Lee, Senior Purchasing Analyst, CJ Group

Maximilian Englisch and adds: “If you have not yet been to South Korea you can hardly imagine how progressive this country is, especially regarding the use of new technology. We really learned a lot.” CJ Group is highly satisfied with their laboratories – and so is Maximilian Englisch: “Such a contract is an excellent reference for us. And an entry like this into the South Korean market is obviously absolutely fantastic.”

maximilian.englisch@waldner.de

gunther.funke@waldner.de

Approx. 12 m long, which took 40 to 45 days to arrive on site. The schedule has been so tight that CJ even had 18 wooden boxes of 4 to 5 tons each airfreighted to South Korea. “At a very early stage already WALDNER made an excellent preliminary planning. “I even warned our bulk material suppliers in advance about the extremely high quantities that will accumulate. Besides, we created two prototype laboratory workbenches to arrange an extra assembly line production as efficiently as possible in Wangen,” Funke states.

Excellent preliminary planning

Time and site management surely were challenges with regard to planning and deliveries. “At the end of February 2015 we were awarded the contract and at the end of November of the same year everything had to be completed. We got space in one of the new halls to set up two separate production lines so that we were able to deal with this quantity in a short time.” Even the trunkings were pre-wired in Wangen – under South Korean law.

Successful intercultural exchange

In Suwon the WALDNER team got a whole floor to assemble all laboratory furniture for the total of 23 floors to be furnished. At peak times five fitters from Wangen were on site and worked together with more than 50 South Koreans – from standard workers to engineers, an interpreter included. And the rest of the communication had to function somehow. “We learned a lot interculturally during this time. It was a true enrichment for all of us,” recounts Maximilian Englisch.
PERSONALLY KNOWN INTERNATIONALLY

WALDNER is active not only in Germany. For many years the corporation has been exporting around ¼ of its filling and packaging machines, the so-called DOSOMATS, across the globe.

INTERVIEW

An interview with Karl Angele, CEO of Hermann WALDNER.

Mr Angele, when has WALDNER started to supply customers also outside of Germany?

Karl Angele: Almost from the beginning, actually. Owing to the geographical proximity we have supplied our goods to Austria, France, Switzerland, and Italy at an early stage already. In the 1970s/80s, when I became Managing Director, our second non-German speaking export market used to be Poland.

To what countries is WALDNER supplying its goods nowadays?

Basically to almost all countries. Only recently we completed a large-size contract in Iran, but we also deliver our goods to Africa, even to Senegal.

What are the requirements the corporation has to comply with?

Every country has its own rules and regulations, even within Europe. And there are quite a lot of differences. There are special requirements for hygiene, electrics, and safety - to all of which we, of course, comply for all countries: FDA, 3A, ASME, etc.; let alone the various European guidelines.

How come that WALDNER is known even in Iran or Senegal?

Basically, it is all about personal contacts, and the very best contact exchanges are trade fairs. Therefore we have been taking part in Interpack, the world’s largest and most important trade fair of both the packaging industry and the related processing industry, for more than 50 years. We already exhibited dairy systems at ‘All 4 Pack’ in France back in the 1960s, which was called ‘Salon d’Emballage’ back then. The result was that we were able to make a name for ourselves with our products in this definite land of cheese. Even since the beginning of the 1980s we have also been represented at Pack Expo in the USA. And as a result we were awarded with large-size contracts by the Kraft Foods corporation. By being present at this trade fair we also cover the South American and Canadian markets. Since the end of the 1980s we have also been participating in Upakovka in Moscow, whereas the Gulffood Manufacturing fair in Dubai has been our contact exchange for the Middle East.

TRADE FAIR DATES DOSOMAT

Foodtec India, New Delhi
21 - 23 August 2017

Pack Expo, Las Vegas
25 - 27 September 2017

Gulffood Manufacturing, Dubai
31 October - 2 November 2017

wop, Shanghai
07 - 10 November 2017

EuroPack, Lyon
21 - 23 November 2017

Upakovka, Moskau
23 - 26 January 2018

CFIA, Rennes
13 - 15 March 2018

Anuga Foodtec, Köln
20 - 23 March 2018

Tokyo Pack
02 - 05 October 2018

All 4 Pack (Emballage), Paris
26 - 29 November 2018

As there are also competitors at trade fairs, what is it that WALDNER can score?

On the one hand the success of our business is up to the salesperson for at least 80 %. After all, we do not sell mobile phones but a product that requires explanations. And therefore trust in us and in our expertise has to be right there. And on the other hand word has gone around in the meantime that we - as a family-owned business - supply excellent quality. Even the after sales service is perfect: we have deployed fitters internationally and also have a great service network at our command. Even remote maintenance has become standard at Waldner. Furthermore our customers know that we design their machines, which are unique products, entirely according to their needs only after vigorous consultation and a requirement analysis. Moreover, our DOSOMATS are highly flexible and can be converted easily. Platform technology, industry 4.0 (the internet of things and services) - are things we have been providing for years. With our machines our customers are able to quickly adapt to ever changing markets for years. And rest assured: our machines can easily be in service for 25 to 30 years.

Where do you see WALDNER in the future?

This is a question directed towards highly ambitious goals. However, we are already playing in the first division: we are the global market leader in the field of pet-food-filling, and in the field of high-capacity machines for stand-up pouch filling. Nevertheless, we could become even more known on an international level, but of course it is difficult to work our way up to the top. And it is much harder to maintain such a leading position. But this is exactly what we want and will do.

karl.angele@waldner.de
Canada and the USA in various management capacities.

JOERG HOFFMANN
Who am I: My name is Joerg Hoffmann. I have been working at WALDNER since October 2016 as CEO of WALDNER Laboreinrichtungen GmbH & Co. KG.

Special tasks in my previous jobs: I have studied business administration and mechanical engineering in Germany and South Africa, with a degree from Paderborn University. In my professional life I have worked in different managing director positions: from 2008 for the Aurum Group, among others. For SMS Demag I spent several years in China, Canada, and the USA in various management capacities.

What is important to me in my job: An open ear for our customers, to implement their needs in a solution-oriented approach as a corporation. An open communication with our own staff and management team.

Why am I at WALDNER: With WALDNER I found a strong and well-positioned corporation with lots of potential, which wants to further strengthen its global market leadership. I will push ahead this excellent basis of viable products, a good presence in the market and a committed team, and further expand the transformation process towards an internationally operating corporation. The global market still has lots of potential for WALDNER laboratory solutions.

How do I spend my leisure time: The family is my priority. But also in my private life I like to travel and every now and then I even manage to sit down at the piano.

joerg.hoffmann@waldner.de

DR. RENATA KÖRFER
Who am I: My name is Dr. Renata Körfer. I was born in Lithuania and have been working in the EU for 15 years. At WALDNER I’m in charge of managing the promotion of innovations.

Special tasks in my previous jobs: After several years as an engineer for electrical engineering in the chemical industry I worked as a Project Technical Advisor (PTA) for the European Commission in Brussels for a long time and was also active in various committees and networks. Following my job as managing director of the external ENS standardization committee for laboratory systems (national and international at DCHHEMA e.V. I was drawn back to the industry.

What is important to me in my job: Particularly with regard to the promotion of innovations working and thinking interdisciplinary, and thinking outside the box are essential. If all divisions are acting in concert new paths can be tread successfully and pioneering plans can be put into practice. This requires courage, of course.

Why am I at WALDNER: WALDNER is a very successful traditional corporation and industry leader at the same time. It is my aim to accompany WALDNER into an innovative future. Working in complex industrial EU projects sharpened my awareness of the current megatrends: Industry 4.0, Smartgrid, and modularisation, circular economy and smart buildings. All of these are also WALDNER issues! And it is exactly here where I can directly contribute my know-how from the areas of EU policies, business management and engineering. I am looking forward to this challenge.

How do I spend my leisure time: I love sports, from canoeing to cycling, and Tai Chi and Yoga. Apart from that I also love music – opera and jazz are my special passions.

renata.koerfer@waldner.de

ULRICH LOEHR
Who am I: My name is Ulrich Leohr; I am 59 years old, married with 3 children. My job at WALDNER is as Director Global Customer Service.

Special tasks in my previous jobs: Initially I came from the machinery and plant engineering field, but I have the benefit of 32 years of experience in customer service. Since 1989 I have been working in an international environment - Canada, the USA, China, Southeast Asia, Turkey and the entire EU. Since 1999 I have also taken over responsibility for personnel management. Within the operative customer contact I worked as a development technician, project manager and customer consultant for 10 years. Another 10 years I spent as department manager and division manager in the service field and a further 6 years as COO, manager of the operative division.

My focus is on the preparation and implementation of service concepts, to establish and develop global service businesses and organisations, as well as the respective persons design and efficiency optimisations.

What is important to me in my job: Customer satisfaction and customer retention are clearly of top priority. Furthermore being able to provide an extensive and suitable service portfolio to our customers is just as important to me as is the corporation’s international focus.

Why am I at WALDNER: At WALDNER these issues, that are important to me, are also in focus and I am able to specifically contribute and implement my experience.

How do I spend my leisure time: When I don’t work I like to spend time with my family, on enjoying nature by walking or cycling.

ulrich.loehr@waldner.de

INDIA „Our new office is much bigger and better: We have a Demo Lab for clients to come and see our products and a big meeting room as well. Furthermore we have enough space for each of our team members to work. Above all, now we bring in a lot of clients and they are happy to see our set up and infrastructure. It gives them confidence that they are dealing with World No 1 brand in Laboratory Solutions space“, says Sandeep Hajra, Managing Director, WALDNER India. sandeep.hajra@waldner.in www.waldner.in

SPAIN „We have moved to a LEED Gold Building to be more environmental friendly. The company Do-We studied all the needs for the pattern of communication and workflow and designed our rooms. Now we work more effectively – and with furniture built by Waldner“, says Nieves Saiz-Maza, General Manager, Labortech Waldner Spain. nieves.saiz-maza@waldner.com.es www.waldner.es

NEW PREMISES

The office of WALDNER Benelux B.V. is quite new, just 5 years old and offers a lot of space.

Environmental friendly building: the Leadership in Energy and Environmental Design (LEED) is one of the most popular green building certification programs.

NEW FACES

JOERG HOFFMANN
Who am I: My name is Jörg Hoffmann. I have been working at WALDNER since October 2016 as CEO of WALDNER Laboreinrichtungen GmbH & Co. KG.

Special tasks in my previous jobs: I have studied business administration and mechanical engineering in Germany and South Africa, with a degree from Paderborn University. In my professional life I have worked in different managing director positions: from 2008 for the Aurum Group, among others. For SMS Demag I spent several years in China, Canada, and the USA in various management capacities.

What is important to me in my job: An open ear for our customers, to implement their needs in a solution-oriented approach as a corporation. An open communication with our own staff and management team.

Why am I at WALDNER: With WALDNER I found a strong and well-positioned corporation with lots of potential, which wants to further strengthen its global market leadership. I will push ahead this excellent basis of viable products, a good presence in the market and a committed team, and further expand the transformation process towards an internationally operating corporation. The global market still has lots of potential for WALDNER laboratory solutions.

How do I spend my leisure time: The family is my priority. But also in my private life I like to travel and every now and then I even manage to sit down at the piano.

joerg.hoffmann@waldner.de

DR. RENATA KÖRFER
Who am I: My name is Dr. Renata Körfer. I was born in Lithuania and have been working in the EU for 15 years. At WALDNER I’m in charge of managing the promotion of innovations.

Special tasks in my previous jobs: After several years as an engineer for electrical engineering in the chemical industry I worked as a Project Technical Advisor (PTA) for the European Commission in Brussels for a long time and was also active in various committees and networks. Following my job as managing director of the external ENS standardization committee for laboratory systems (national and international at DCHHEMA e.V. I was drawn back to the industry.

What is important to me in my job: Particularly with regard to the promotion of innovations working and thinking interdisciplinary, and thinking outside the box are essential. If all divisions are acting in concert new paths can be tread successfully and pioneering plans can be put into practice. This requires courage, of course.

Why am I at WALDNER: WALDNER is a very successful traditional corporation and industry leader at the same time. It is my aim to accompany WALDNER into an innovative future. Working in complex industrial EU projects sharpened my awareness of the current megatrends: Industry 4.0, Smartgrid, and modularisation, circular economy and smart buildings. All of these are also WALDNER issues! And it is exactly here where I can directly contribute my know-how from the areas of EU policies, business management and engineering. I am looking forward to this challenge.

How do I spend my leisure time: I love sports, from canoeing to cycling, and Tai Chi and Yoga. Apart from that I also love music – opera and jazz are my special passions.

renata.koerfer@waldner.de

ULRICH LOEHR
Who am I: My name is Ulrich Leohr; I am 59 years old, married with 3 children. My job at WALDNER is as Director Global Customer Service.

Special tasks in my previous jobs: Initially I came from the machinery and plant engineering field, but I have the benefit of 32 years of experience in customer service. Since 1989 I have been working in an international environment - Canada, the USA, China, Southeast Asia, Turkey and the entire EU. Since 1999 I have also taken over responsibility for personnel management. Within the operative customer contact I worked as a development technician, project manager and customer consultant for 10 years. Another 10 years I spent as department manager and division manager in the service field and a further 6 years as COO, manager of the operative division.

My focus is on the preparation and implementation of service concepts, to establish and develop global service businesses and organisations, as well as the respective persons design and efficiency optimisations.

What is important to me in my job: Customer satisfaction and customer retention are clearly of top priority. Furthermore being able to provide an extensive and suitable service portfolio to our customers is just as important to me as is the corporation’s international focus.

Why am I at WALDNER: At WALDNER these issues, that are important to me, are also in focus and I am able to specifically contribute and implement my experience.

How do I spend my leisure time: When I don’t work I like to spend time with my family, on enjoying nature by walking or cycling.

ulrich.loehr@waldner.de

INDIA „Our new office is much bigger and better: We have a Demo Lab for clients to come and see our products and a big meeting room as well. Furthermore we have enough space for each of our team members to work. Above all, now we bring in a lot of clients and they are happy to see our set up and infrastructure. It gives them confidence that they are dealing with World No 1 brand in Laboratory Solutions space“, says Sandeep Hajra, Managing Director, WALDNER India. sandeep.hajra@waldner.in www.waldner.in

SPAIN „We have moved to a LEED Gold Building to be more environmental friendly. The company Do-We studied all the needs for the pattern of communication and workflow and designed our rooms. Now we work more effectively – and with furniture built by Waldner“, says Nieves Saiz-Maza, General Manager, Labortech Waldner Spain. nieves.saiz-maza@waldner.com.es www.waldner.es

NEW PREMISES

The office of WALDNER Benelux B.V. is quite new, just 5 years old and offers a lot of space.

Environmental friendly building: the Leadership in Energy and Environmental Design (LEED) is one of the most popular green building certification programs.
As civil war prevails in Eritrea, the 28-year-old Abedom Bezabh was able to escape together with his family. For almost three years this recognized refugee has been living in Wangen – wanting to work. So far, however, he did not have any training. Therefore the refugee support network “Asyl” got in contact with WALDNER last year, finding a sympathetic listener, as both the management and Human Resources had already thought about offering apprenticeships to refugees to commit to its social responsibility. And with Abedom Bezabh there was a concrete enquiry, providing the cause to live up to this vision. The apprenticeship started with a three-month internship – a chance for everyone involved to get to know each other. “You can’t just pull an apprenticeship training position for a refugee from a hat as quite some things have to be clarified beforehand, like e.g. how does the applicant fit us, what is his or her motivation, what kind of expert knowledge does the applicant have, what is his or her knowledge of the German language, and, most of all: do we have the necessary resources within the company to receive the high input in terms of support”, Katharina Dorsch, apprenticeship manager at the WALDNER group, points out and mentions some of the many things to be considered. “We still don’t have a lot of experience in Germany regarding the formation of recognized asylum applicants. We did not, and still do not, have a lot of information available so that we have to seek for information from different bodies. Lots of things would simply need new approaches and solutions”, she explains. As a result, WALDNER grants a leave of absence for Abedom Bezabh’s German lessons and also the vocational training college supports him in his studies. In September 2016 Abedom Bezabh started his apprenticeship as system mechanic (construction of tanks and containers) and is proud of his progress: “In the meantime I’m speaking German quite well and passed the B1 test. Nevertheless, I want to continue studying German because my German still has to improve to really understand all contents of my apprenticeship and, most of all, to pass the final exams.” Twice the amount of learning: language and job – but he tackles everything with great commitment. His instructor is very satisfied with his practical work. But he is also supported by his teachers and his apprenticeship colleagues. “Our apprentices in the training workshop of the metal section also have a very important learning effect due to Abedom, because they very often take the part of a mentor for him. It usually is not so easy to train this kind of social behaviour.” On the other hand, Abedom also gets to know the country and its people even better that way. His vocational training is very important for Abedom Bezabh. He knows that this kind of training brings him a step closer to his biggest wish: To provide a good and safe future for his family – Abedom has a wife and a one-year-old daughter. “I want to stay in Germany. I’m feeling at ease here. The people are friendly and supportive; and it is good to live in a constitutional democracy.” With this apprenticeship training position the WALDNER group has laid an important foundation for him. Because of the high input in terms of support, however, WALDNER is currently able to exclusively train Abedom Bezabh. “We nevertheless hope that once we gained more experience, we would be able to provide this opportunity also to other recognized refugees”, says Katharina Dorsch.

TREADING NEW PATHS

A good education is an important step for a successful integration. Therefore Abedom Bezabh from Eritrea is currently completing an apprenticeship as system mechanic at WALDNER.

As civil war prevails in Eritrea, the 28-year-old Abedom Bezabh was able to escape together with his family. For almost three years this recognized refugee has been living in Wangen – wanting to work. So far, however, he did not have any training. Therefore the refugee support network “Asyl” got in contact with WALDNER last year, finding a sympathetic listener, as both the management and Human Resources had already thought about offering apprenticeships to refugees to commit to its social responsibility. And with Abedom Bezabh there was a concrete enquiry, providing the cause to live up to this vision. The apprenticeship started with a three-month internship – a chance for everyone involved to get to know each other. “You can’t just pull an apprenticeship training position for a refugee from a hat as quite some things have to be clarified beforehand, like e.g. how does the applicant fit us, what is his or her motivation, what kind of expert knowledge does the applicant have, what is his or her knowledge of the German language, and, most of all: do we have the necessary resources within the company to receive the high input in terms of support”, Katharina Dorsch, apprenticeship manager at the WALDNER group, points out and mentions some of the many things to be considered. “We still don’t have a lot of experience in Germany regarding the formation of recognized asylum applicants. We did not, and still do not, have a lot of information available so that we have to seek for information from different bodies. Lots of things would simply need new approaches and solutions”, she explains. As a result, WALDNER grants a leave of absence for Abedom Bezabh’s German lessons and also the vocational training college supports him in his studies. In September 2016 Abedom Bezabh started his apprenticeship as system mechanic (construction of tanks and containers) and is proud of his progress: “In the meantime I’m speaking German quite well and passed the B1 test. Nevertheless, I want to continue studying German because my German still has to improve to really understand all contents of my apprenticeship and, most of all, to pass the final exams.” Twice the amount of learning: language and job – but he tackles everything with great commitment. His instructor is very satisfied with his practical work. But he is also supported by his teachers and his apprenticeship colleagues. “Our apprentices in the training workshop of the metal section also have a very important learning effect due to Abedom, because they very often take the part of a mentor for him. It usually is not so easy to train this kind of social behaviour.” On the other hand, Abedom also gets to know the country and its people even better that way. His vocational training is very important for Abedom Bezabh. He knows that this kind of training brings him a step closer to his biggest wish: To provide a good and safe future for his family – Abedom has a wife and a one-year-old daughter. “I want to stay in Germany. I’m feeling at ease here. The people are friendly and supportive; and it is good to live in a constitutional democracy.” With this apprenticeship training position the WALDNER group has laid an important foundation for him. Because of the high input in terms of support, however, WALDNER is currently able to exclusively train Abedom Bezabh. “We nevertheless hope that once we gained more experience, we would be able to provide this opportunity also to other recognized refugees”, says Katharina Dorsch.

katharina.dorsch@waldner.de
Thanks to the modular technical infrastructure of DIMENSIONS by WALDNER the rooms remain flexible for short-term adaptations - from the laboratory to the office, and even to training rooms. Our all-in one solutions are from just one source and include innovative technology, industrial safety, an appealing aesthetics and excellent after sales services. On our new DIMENSIONS website you will find corresponding impressions, project examples, as well as an interview.

To achieve a flexible open space solution WALDNER designs and builds the complete technical infrastructure for each room.