

The Aluminium Times profile: Uwe Günter, Managing Director, extrutech GmbH



Uwe Günter is Managing Director of extrutech GmbH.

Can you mention your career to date since leaving education?

I started my business career as a project engineer in 1989 at company Elhaus in Germany. In the mid-nineties I became Sales Manager and approximately 2 years later also procurator. After more than 16 years I left Elhaus in 2005 and founded my own company extrutech.

extrutech serves the aluminium extrusion market. The company was founded in 2005. Can you mention the leading and most prominent products that extrutech manufactures?

Our most famous products are our gas heaters, which we have been supplying from the early beginnings of the company. We are using a driven and reversible roller transporting system, which is not subject to wear and is therefore maintenance free. Furthermore we developed together with company IAS of the SMS Group a gas/induction inline oven, which has extremely high potential in the future. Also we are supplying very sophisticated and powerful profile cooling systems, especially for automotive and industrial applications.

extrutech recently announced an order with Cosmos Aluminium in Greece. Can you mention more on this contract and advise readers of the company opportunities outside of Germany and Europe for extrutech?

Cosmos Aluminium is already a very well organised and highly automated extrusion company. To reach the next level they decided to install the latest technology (an SMS Hybrex press, gas heater, hot log saw as well as fully automated overhead die oven from extrutech). We recognise a trend that outside Germany in Europe, but also in other parts of the World, more and more companies are looking for a better equipment level, resulting in considerably higher availability and less maintenance, as well as higher quality of their extrusion products.

Are you a good traveller? Do you enjoy visiting overseas countries and attending exhibitions? How successful was the ALUMINIUM show in Düsseldorf for extrutech?

Travelling (business but also private) has always been part of my life. I like to learn more about countries, their inhabitants and the culture. We

Here are some of my favourite things...

Today I started work at:
As usual around 08:30 a.m.

Breakfast to me is:
Breakfast is my most important meal. Furthermore it also gives me the opportunity to see my family

Favourite food:
Beef roulade with red cabbage and dumplings, prepared by my wife Katja

Favourite drink:
German wheat beer and Italian red wine

The last film I saw:
A German production "Four against the bench" with Jan Josef Liefers, Til Schweiger, Matthias Schweighöfer and Michael Herbig

Holiday this year will be to:
Austria for skiing and Greece for summer holidays

The book I am reading now is:
Commissar Klüftinger "Grimmbart" by Klüpfel and Kobr

My favourite TV programme is:
Sunday evening crime series "Tatort"

Best gadget I have is:
My sauna at home

The car I drive is:
Audi A6 Avant

My favourite sport is:
Endurance sports, strength training and skiing

The person I would like or would have liked, to have dinner with is:
Nelson Mandela

are attending between two and three exhibitions per year worldwide. It is an extrutech strategy to serve customers around the globe. The Düsseldorf Show was again very successful. We met many already existing customers, led numerous interesting discussions and acquired also some new potential customers.

Can you mention more on the annealing furnace for hard aluminium alloys? I understand there are some products under development. Can you advise our readers on one or two of them?

We are already close (April this year) to delivering and installing our first annealing oven. There are some variances to an ageing oven, but as the operating temperature level is less than 500°C the main concept is the same.

The extrusion sector is an innovative industry. When extruders are buying new equipment is there a common factor to the sales? What makes your company unique, resulting in the impressive reference list you have?

Energy saving is one of the key features for the manufacturing industry. But also reliability of the equipment in operation and further cost-reducing characteristics are very important. According to our numerous customers, extrutec is supplying the most reliable and maintenance-friendly equipment available in the market. The creation of tailor-made solutions is also definitely one of our special features and strengths.

How many people do you employ? Are you a good delegator?

extrutec employs 15 people (mainly engineers). We have outsourced both mechanical as well as electrical manufacturing, but are working together always with the same companies, mainly located close to our location. This form of organisation is required as our project business is discontinuous over the year. I started the business for my

own needs in the early beginning, but as time has gone on I have definitely learned to delegate. My team is very experienced (six of my engineers had already worked together with me for Elhaus), motivated and open minded for new ideas.

What support does the company provide for product research and development? How does extrutec support servicing and maintenance?

Research and development is always part of our daily business. It happens frequently that we need to create something new for special projects and customer needs. extrutec also operates a well-organised spare parts and service department. On the other hand our philosophy is to train our customer's maintenance crew as well as possible during the installation period of our equipment. As I mentioned before, extrutec equipment does not need much maintenance activity.

Can you advise on the relationship with Granco Clark announced recently?

The idea of this relationship is to support each other entering into new markets if the customers and the related products require it.

What is next for extrutec? What exhibitions in 2017 will extrutec be attending?

This year we are facing a considerable increase in demand, especially on projects which had been on hold for a few years that have been re-activated. In May we are attending the Aluminium Middle East event in Dubai, and at the end of June we will be exhibiting in Verona, Italy at Metef.

Thank you for answering the questions and being our guest in this issue. May I ask one last question? If you selected one occasion that pleased you from the last twelve years since extrutec was founded, what would you select?

There have been various great experiences since the founding of the company, but I am particularly proud of the continuous and successful overall development of the company. In addition, I see further potential for a healthy growth as we have various ideas for the development of further products and improvement of the already existing systems.

www.extrutec-gmbh.de



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Log Preheating Magazines
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Gas-/Induction Heaters (Inline Solution)
Hot Log Shears
Hot Log Saws
Die Heaters
Ageing Ovens
Annealing Furnaces
Profile Cooling Systems (Air/Water)

Die Heaters



Ageing Ovens



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