



# PRE-FAB by Weckenmann

The Weckenmann magazine for the precast concrete industry

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Dear Reader,

At Weckenmann the year 2012 can be best summed up by the term 'dynamic'. The construction of our new sales and technology centre at our head office in Dormettingen was completed, so we finally moved into the new modern space with our employees in September. At the same time we have enlarged and modernised our warehouse, and optimised procedures.

Robert Neining was appointed technical manager at Weckenmann in January 2012. And last but not least we have added four new partners to our international sales and distribution network. But all of this is not a reason for us to rest on our laurels this year. Quite the contrary: mid-April, Weckenmann will already present the latest technologies at the Bauma in Munich, the largest and most important international trade fair for construction machinery, building material machinery, mining machinery, construction vehicles and construction equipment. Our exhibition stand in Hall B1.219 will be the hub where our experts are ready to provide you with comprehensive information.

We look forward to your visit.

Yours,

Hermann Weckenmann



Managing director Thomas Beike (right) and technical project manager Benno Strack were able to optimise their processes and workflows with automatic concrete spreaders made by Weckenmann.

fdu Vertriebs- und Planungs GmbH invests in concrete distributors

## Modernisation to the power of four

It was more than 30 years ago that concrete engineer Wilhelm Meyer and businessman Heiner Brinkhege laid the foundation for their company with a first production plant near Osnabruck; the company was launched in 1984 under the name of Fertig-Decken-Union GmbH (fdu). In the years to follow the medium-sized operation developed into one of the largest suppliers of wall and floor elements in Germany. In the second half of 2009 Heiner Brinkhege took over the responsibility of the 16 production plants operating under the roof of fdu. The first contact between the company and Weckenmann was in the early 1990s and since then there have been several joint projects.

This was not least because after the takeover one of the tasks of the current managing director of Brinkhege-Werke Thomas Beike and his technical project manager Benno Strack was to gradually modernize the plants. Amongst other things, they decided to invest in one Weckenmann automatic concrete distributor each at four of their sites. In early 2012 the concrete plant at Achmer Bramsche took the first screw conveyor concrete distributor in operation. The positive experience that the managers made with the rugged, durable technology of the machine and its precise concrete discharge, as well as the good price-performance ratio were among the key why the decision fell on Weckenmann for the implementation of further modernisation projects.

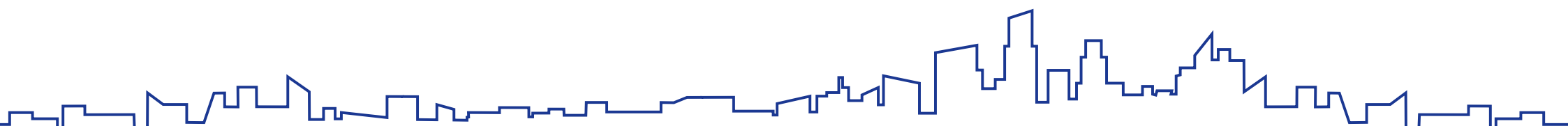
### Special challenges

At the three other sites the Weckenmann experts were confronted with quite special challenges. The concrete distributor had to be fitted into the existing facilities with some rather difficult space constraints. In one case the installation of the concrete distributor was accompanied by the extension of the existing circulation system to provide for additional offline pallet positions.

### Commissioning ongoing

At the moment, the machines are being commissioned at all three plants. "With the new technology, we will optimise our process and workflow," explains CEO Thomas Beike the reasons for the investment: "Concreting times are considerably shorter and now that we can dose the fresh concrete with such precision, we have no more unnecessary material losses, which in turn reduces costs." According to Beike, in Weckenmann his company also has a plant supplier who not only supplies everything from a single source but who can also provide the appropriate solution to every demand.

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## Individual bucket conveyor systems

# Clean transportation

Fresh concrete can be transported fast, automatically and without dripping wet concrete using bucket conveyors from the batching plant to where it is needed within a precast concrete plant. Weckenmann supplies different types of containers as required: tipping buckets for flowable concrete, bucket with bottom discharge gate for dry concrete as well as a tandem bucket for the simultaneous transport of grey and coloured concrete. Depending on the type, the containers can hold up to 3,000 litres of hardened concrete.

The bucket conveyors reach a speed of 150 metres per minute, which can also be increased if necessary. The route to be travelled can be designed as a single or double-rail system and include curves, climbs and switches. The distance to be travelled inside the respective plant is irrelevant. The track can be up to several hundred metres long.

Weckenmann bucket conveyor systems are available as an all-inclusive package. Weckenmann provides the customised design of the concrete conveyors tailored to the individual requirements of the customer – including con-

troller and interface definition. The installation of the bucket conveyor and the servicing of equipment is also taken care of by the specialists from Dormettingen.



Whether single or double-rail system: Weckenmann bucket conveyor systems transport concrete quickly and safely to where it is needed in the production plant.

## Flexible heating systems for curing chambers

# No chance for rust and cracks

Cracks in the concrete make components susceptible to external influences and thus to corrosion. They form when the material is not subjected to the correct heat treatment during the curing process during the production of precast concrete parts. Weckenmann knows these difficulties and provides a remedy. The company supplies hot-air heaters to heat the air curing chamber, to which they are docked from the outside, uniformly and gently, while at the same time the continuous air

flow keeps the temperatures in the drying chamber at a consistent level. Due to the permanent air flow and humidity control there is no moisture saturation of the air, preventing the formation of any rust on the formwork or pallets. The air also does not dry out too much either, so that the concrete retains the necessary water for hydration. The latter is essential to prevent the formation of cracks in the concrete surface.

Weckenmann hot-air heaters can be operated with gas, heating oil or electricity as well as with renewable energy sources such as natural gas or waste heat recovered from the plant itself. Their capacity is between 32 to 1,200 kilowatt hours.

With the heating systems, the curing times of the concrete components are significantly decreased while maintaining high quality. This means the system can be operated in multiple layers, which in turn increases its profitability bringing the positive spin-offs of just-in-time production with it.

The Weckenmann heaters are distinguished by their long service life, low maintenance costs and high efficiency. They can be flexibly adapted to the particular needs and conditions of the customer and are retrofitted to existing plant systems quickly and inexpensively.

Docked from the outside, Weckenmann hot-air heaters heat the air uniformly and gently, while at the same time the continuous air flow keeps the temperatures at a consistent level.



## Exhibition stand in Hall B1.219

# Weckenmann at the bauma

Weckenmann will present the latest technology for the production of pre-cast concrete parts at the bauma in Munich from 15 to 21 April 2013. The international trade fair for construction machinery, building material machinery, mining machinery, construction vehicles and equipment with its more than 3,300 exhibitors and an exhibition area of about 570,000 square metres is the world's largest and most important trade fair for the building industry and takes place for the 30th time this year.

A special highlight at the Weckenmann stand will be a new battery mould with new application possibilities in terms of energy efficiency and cost savings in production and logistics.

Visitors and customers can find the Weckenmann stand in Hall B1.219, which can be reached fastest via the west entrance of the fairground. The two managing directors Hermann and Wolfgang Weckenmann will join the experienced international sales team for discussions with potential customers.



## Impressive images

Whoever thinks that the manufacturing of pre-cast concrete parts is a colourless business has not yet seen the new Weckenmann corporate film. Concrete is the material on which very much in the world is based. Equally diverse are the areas where it is used. And so varied and impressive are the images that are recorded in the ten minute film.

In addition to impressions from the company's head office in Dormettingen, the film uses images from St. Petersburg in Russia and Coimbatore in India and from a pre-cast concrete plant on the edge of the Swabian Alps, one of the most modern plants in Germany, to highlight the worldwide use of Weckenmann plants and machines.

The viewer gets an interesting impression of the different conditions in each country and of the highly specific requirements to be met by the machinery depending on the customer profile. To get an even better impression of the uniqueness of the plants that Weckenmann equipped, do visit the company's stand in Hall B1.219 at the bauma.





Modern architectural design: the new company centre in Dormettingen. (Photo: Architekturbüro Link)

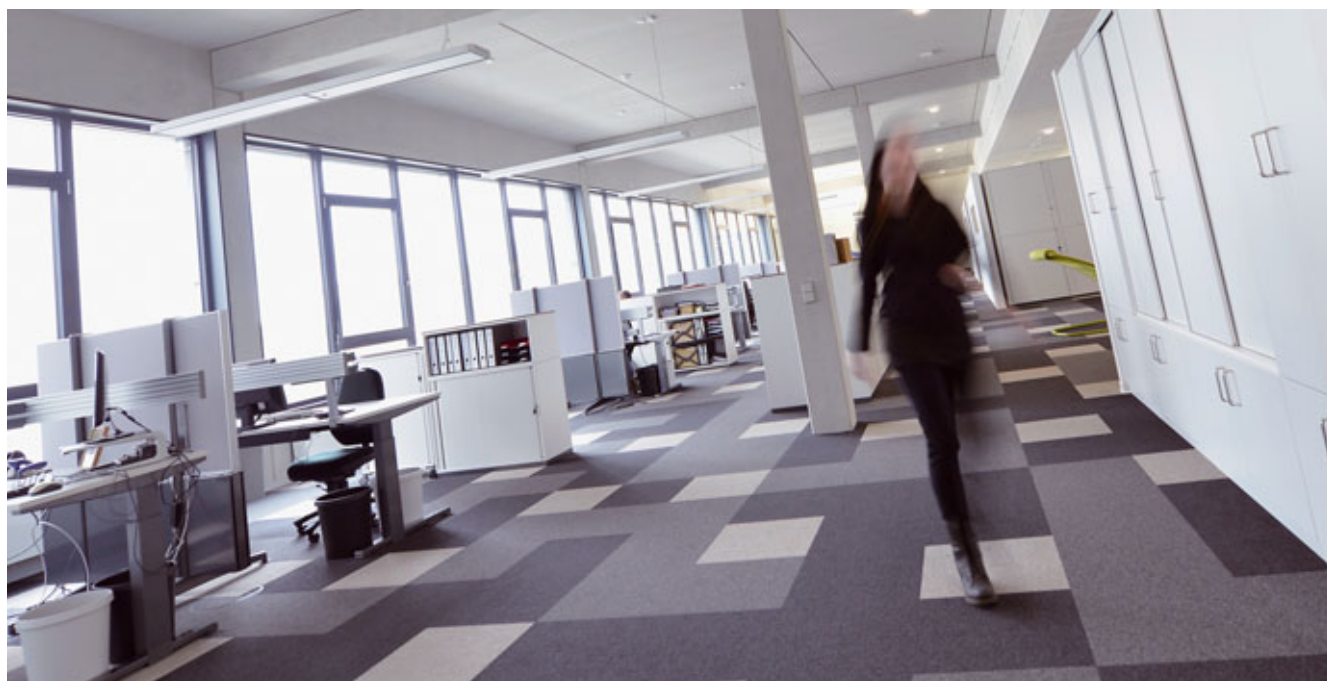
## New company centre in Dormettingen A touch of Bauhaus

Clean lines, large windows, large spaces, a touch of Bauhaus. The new sales and technology centre at the Weckenmann head office in Dormettingen is a successful example of modern architecture. The 50-metre long and 17.5-metre wide building provides approximately 2,000 square metres of floor space – built of precast concrete – of course. Slabs, double walls, beams and columns are all homemade, quite literally. Also inside the building, the construction material is not 'hidden', the finishing of which the company dedicated itself to with passion. Quite the contrary: The fair faced concrete surfaces are an attractive contrast to the white walls and giant-sized windows.

It should be functional and representative at the same time. These were among the requirements for the new

company premises, as the planning of the project started in June 2010. The first sod was turned in July 2011. The new building was ready for occupation only one year later, in September 2012, and the company's employees has been working in the new premises since.

The spacious offices were designed according to the 'open office' concept, which allows a flexible and transparent working environment. That said, there are areas where employees can withdraw to for activities that require concentration. The adjacent communication areas, however, allow for verbal exchange with one another. Quality and ergonomics were among the main drivers behind the selection of office equipment. For example, each workstation is equipped with height-adjustable tables for a back-friendly working posture.



Spacious offices with work zones on the one hand and communication areas on the other provide an efficient working environment. (Photo: Architekturbüro Link)

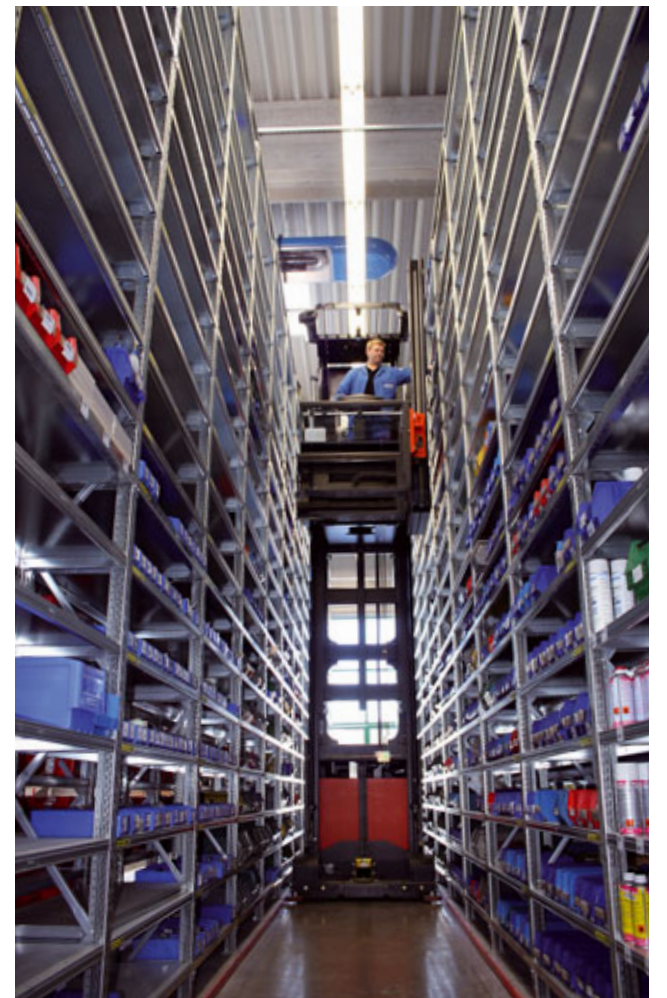
Great emphasis was placed on energy efficiency and the use of renewable energy. In the winter, geothermal energy heats the building, but when temperatures increase in summer, the concrete floors cool off due to thermal component or concrete core activation.

### Warehouse refitted and upgraded

While building the sales and technology centre Weckenmann also modernised and reorganised its components warehouse at its head office. The original warehouse was moved to a new building, so that the company now has a total area of 650 square metres to its disposal for pallet-based components and inventory management. The warehouse is equipped with a high-bay racking system with twelve shelf sections – including three with shelves and nine with pallet racking – with a height of 5.6 metres. This provides space for 570 Euro pallets and 6,000 storage bins. The racks system is operated using a modern narrow-aisle truck.

The result of the investments: the goods now pass through – not least through the use of wireless scanners – the individual stations such as incoming goods identification testing, warehousing and provision for production noticeable faster. This just-in-time inventory management using the portable data collectors contributes to high transparency regarding material stock levels, availability and usage.

Goods receiving also moved as part of the enlargement of the warehouse. Two dock systems were installed for the loading and unloading of trucks. Moreover, a weather-proof terminal for parcel delivery will be added in the near future.



The modernised warehouse provides space for up to 570 Euro pallets and 6,000 storage bins.



Support in international sales

## Strong global partners

In 2012 Weckenmann Anlagentechnik GmbH & Co. KG added no fewer than four new cooperation partners worldwide. Following below is a short introduction to the individual companies and their strengths:

### CBE Consultancy Ltd., Auckland

In Australia and New Zealand the company will enjoy the immediate sales support of Michael Khrapko of CBE Consultancy Ltd. Khrapko founded CBE in 2006. Before that he worked for two of the New Zealand's largest ready-mixed concrete or concrete products manufacturers for about twelve years as a senior technician and technical manager.



Weckenmann sales manager Dietmar Kiene (left) with the new partner, Michael Khrapko. (Photo: CBE Consultancy)

### Hariharasudhan, Gurgaon (Delhi)

Also from the industry is our new colleague in India, Hariharasudhan, Business Development Manager. He knows the local market, not least through his many years of experience in a precast concrete plant in South India. Mr Hariharasudhan can be contacted at the new Weckenmann office in the German Centre for Industry and Trade in Gurgaon / Delhi.



Hariharasudhan (left) and Daniel Breitbach (second from left) in the German Centre in Gurgaon (Delhi).

### WCH Industrial Ltda., Rio Claro

For South America, the WCH Weiler C. Holzberger Industrial Ltda. based in Rio Claro in the Brazilian state of São Paulo took over the sales and distribution. "To make inroads into the South American continent, this collaboration is a very important step," says managing director Hermann Weckenmann. Not least also because WCH also cooperates in the local production of Weckenmann products for the South American market. The two companies have signed a global cooperation for the production of hollow core slabs.



Klaus (left) and Helmut Holzberger represent Weckenmann in South America. (Photo: WCH)

### Chaiyong Choeibamrung, Bangkok

The responsibility for sales in Thailand has recently been transferred Chaiyong Choeibamrung, based in Bangkok. "The Weckenmann plants for the production of precast parts are among the best in the world," explains this sales expert, why he included the German company in his portfolio. Moreover, because of the construction projects which the Thai real estate company Pruksa has completed with its Weckenmann plant systems and machinery, the company already has a good reputation in the Thai market.



Daniel Breitbach, Chaiyong Choeibamrung and Hermann Weckenmann (from left to right) shaking hands to seal the cooperation.

## Exhibition dates

### bauma 2013

15 to 21/04/2013, Munich, Germany

### CTT Moscow

04 to 08/06/2013, Moscow, Russia

### ExpoArcon

03 to 05/07/2013, Lima, Peru

### Concrete Show South America

28 to 30/08/2013, Sao Paulo, Brazil

### CEMENT. CONCRETE. DRY BUILDING MIXTURES 2013

27 to 29/11/2013, Moscow, Russia

### ICCX

04 to 05/12/2013, St. Petersburg, Russia

## In defiance of the Siberian winter



Temperatures up to 40 degrees Celsius below freezing point, power outages, frozen cars and impassable roads. Not even the countless adversities which the Russian winter piled on could discourage the Weckenmann specialists in December of 2012 from installing a plant for the production of precast concrete parts in the West Siberian city of Tomsk.

The Weckenmann colleagues dutifully braved the harsh conditions and despite the tight schedule managed to properly start up the machines before the Christmas break – thanks also to the great support and assistance by the client.

# WA WECKENMANN

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