

Press release

11th April 2013

Personnel changes in sales department at injection moulding machine manufacturer

Frank Schuster new General Sales Manager at Sumitomo (SHI) Demag

Dipl.-Ing. Frank Schuster, Sales Office Manager at Sumitomo (SHI) Demag, took over management of the sales department of the injection moulding machine manufacturer located in Schwaig near Nürnberg on 1st April 2013.

The 42-year-old manager completed his degree in plastics technology at the Technical College of Würzburg before earning his second degree as industrial engineer specialising in sales and marketing in an extra-occupational course of study at the Technical College of Kaiserslautern.

In 2000 Schuster began work at Demag Ergotech as project engineer. After occupying a number of positions in the company, including product manager and key account manager, he took over as head of key account management in 2009. Since 2011 he has managed the sales office with responsibility for worldwide order management and operative international sales.

In his new position Frank Schuster has headed up operative domestic and foreign sales since 1st April 2013 reporting to Christian Renners, General Manager Business Unit Sales & After Sales.

Simultaneously with Frank Schuster, Sebastian Dombos took over as sales manager for Germany reporting to Frank Schuster in this position.

As General Sales Manager Frank Schuster follows in the shoes of Rolf Zimmermann, whose many years of experience will continue to serve Sumitomo (SHI) Demag in strategic sales. In this position he will provide a significant contribution to strategic company policy.

Sumitomo (SHI) Demag Plastics Machinery GmbH

Sumitomo (SHI) Demag has consistently shaped the plastics industry from its inception. As a specialist for injection moulding machines for polymer processing, Sumitomo (SHI) Demag and its Japanese parent company are among the leading companies in this sector globally. The Japanese-German company was formed in the spring of 2008 by merging the injection moulding activities of Sumitomo Heavy Industries (SHI) and those of Demag Plastics Group.

The global development and production network of Sumitomo Heavy Industries and Sumitomo (SHI) Demag consists of four plants in Japan, Germany and China with more than 3,000 employees. The product portfolio encompasses all-electric, hydraulic and hybrid injection moulding machines with clamping forces of between 180 and 20,000 kN. With over 100,000 machines installed, Sumitomo (SHI) Demag is present in all important markets throughout the world.

With more than 5,000 machines sold each year, the Plastics Machinery Business of Sumitomo Heavy

Industries counts as one of the largest Global manufacturer of injection moulding machines.

The main Sumitomo plant in Chiba produces machines with low and medium clamping forces. Around 95 % of all machines supplied by Japan have an all-electric drive.

The main Demag facility in Schwaig/Germany focuses on the hydraulic Systec and the hybrid high performance, high-speed EI-Exis machines. Recognising the increasing importance of electric drive technology for injection moulding machines, Sumitomo (SHI) Demag has expanded the factory in Wiehe/Germany into an international centre of competence for electric machines. Thanks to the new production capacities, Wiehe now supplies all electric injection moulding machines worldwide with its IntElect series with clamping forces up to 4,500 kN and also the hydraulic Systec series with clamping forces of up to 1,200 kN.

Sumitomo (SHI) Demag continues to operate the former Demag plant in Ningbo/China which has been active since 1998. Since 2007 the subsidiary located there, Demag Plastics Machinery (Ningbo) Co., Ltd, had its own, newly built plant and after reaching full capacity, moved to a larger factory with a production area of 11,000 sqm. Injection moulding machines from the Systec C product line with clamping forces of between 500 and 10,000 kN are produced here for Asian markets.

In addition to injection moulding machines, Sumitomo (SHI) Demag offers customised and standardised

systems for the automated handling of moulded parts, technical solutions for special applications in process engineering, tailor-made service concepts and various forms of financing for investments in injection moulding machines.

With its seamless sales and service network of subsidiaries and representations, Sumitomo (SHI) Demag is present in all major industrial markets.

www.sumitomo-shi-demag.eu

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Photo: Sumitomo (SHI) Demag