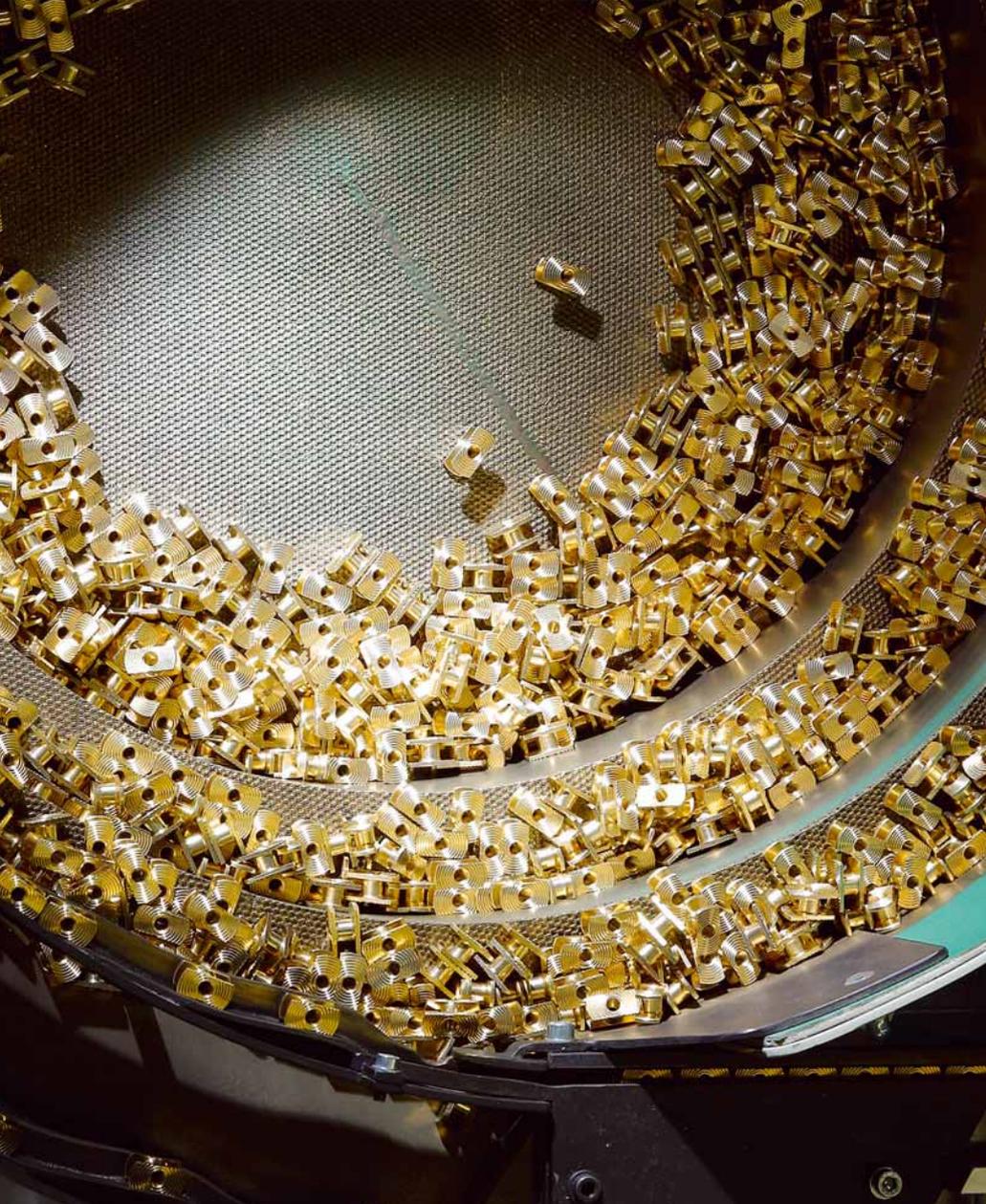




Small Parts, Big Na



We produce small, detailed, precision parts – in their entirety! What can be summed up by Peter Halverscheid, managing partner of JuHa Kunststoffverarbeitung GmbH & Co. KG in Lüdenscheid, in such a friendly, easy-to-understand way, appears much more complex on closer examination.

The company, founded in 1983 by Peter Halverscheid and his business partner Bertold Junker, manufactures complex, high-quality products from silicone and thermoplastics for purchasers for the automotive industry across the globe. Exemplary product parts for well-known names in the automotive industry like BMW, Daimler Chrysler, Volvo, Renault, VW and Skoda can be seen on display in the showcases.

Water-proof plug connections, with a double locking mechanism for example and recess for headlamp assemblies, water-resistant sealing elements, membranes or the complex mechanism for a sunroof – this is only a small selection from the wide range of products, which covers part weights from 0.1 to approximately 300 grams. Multi-component injection moulding, composite technology with automatic insertion and assembly during the injection cycle are used in addition to conventional injection moulding processes.

The partners Junker and Halverscheid began to work together as early as 1974. This is



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when the present partner company, Junker & Halverscheid Formenbau GmbH & Co. KG, was founded in the southern area of the Ruhr Basin, which was well-known for its mould construction companies. "And mould construction still plays a central role for our company, as, in addition to excellent machinery, the quality of the moulds is a decisive factor in the quality of the final product", commented Erich Schmidt, Technical Director at JuHa, as he explained the company's philosophy. Therefore both companies are located "under one roof" in order to ensure that cooperation and lines of communication run smoothly.

From the very beginning of their production of plastic parts, the company from Lüdenscheid put its faith in ARBURG machines as the guarantee for the high degree of precision needed for their products. And they always performed excellently, as Schmidt and Halverscheid explicitly underlined. Today, 37



ARBURG ALLROUNDERS with clamping forces of between 250 kN and 2000 kN can be found in the machine halls which are now outgrown. Therefore an expansion of the production area is planned. The same applies to the field of human resources - there are currently 120

employees who are supported by 15 additional subcontract workers. The number of employees is scheduled to increase rapidly.

The quality of the products is one of the factors which determines the extremely positive business development of the company. Comprehensive service provision is the other. Adherence to delivery schedules and good performance levels are also quality issues which are closely monitored by the automotive industry. "We are subject to a great deal of pressure when it comes to engineering and production quality. If the performance and the quality are the same the service provision is the decisive factor in the supply sector", commented Erich Schmidt. "From the initial product idea to the finished part" is JuHa's maxim as a certified systems supplier.

And JuHa is A1 in this field - 98 percent of the company's customers are multinational concerns with enormous purchasing potential but also with high demands with respect to comprehensive services. "The market decides on the rules", is how Peter Halverscheid describes the business. And therefore they would - if required - go along with the automotive industry in the future, even though JuHa is actually a supporter of central production systems. But the company from Lüdenscheid wants to remain faithful to one part of the company philosophy at all costs - the sophisticated products are to be produced independently, under their own direction. "Which, incidentally, has clear parallels to the extremely agreeable philosophy of our machine supplier ARBURG, which is probably why the partnership between us works so well", asserted Erich Schmidt.

With this philosophy, the companies Junker und Halverscheid Formenbau GmbH & Co.KG and JuHa Kunststoffverarbeitung GmbH &

Erich Schmidt (centre, left) and Peter Halverscheid on a tour of the company with ARBURG partner, Juliane Hehl.



Co.KG were able to increase their turnover by more than 20 percent in the year 2002. And the prospects are positive - an end to this healthy growth is not to be expected with this quality performance and with this customer portfolio.

INFOBOX JuHa

Founded: 1983

Partner companies: JuHa Kunststoffverarbeitung GmbH & Co.KG and Junker und Halverscheid Formenbau GmbH & Co.KG

Employees: 120, plus 15 subcontract workers

Machine fleet: 37 ALLROUNDERS

Specialised areas: High-tech products made of silicone and elastomers for the automotive industry

Location: Auf dem Schüffel 2, 58513 Lüdenscheid, Germany, www.juha.de