

## “GEISS One Step Ahead”

*In 2000, under the motto "one step ahead" targeted for our complete range of global leadership. After this success, we are working on the global presence by industry representatives.*

*It is our motto - "one step ahead" - also on the program of improvements around the deep drawing process and the plastics processing says Chief Executive Officer Mr. Manfred Geiss of GEISSAG.*

*Our Fimenphilosophie is knowledge, creativity and years of Experience the best interests of our customers use.*

*This results in you improved quality and productivity clear competitive advantages:*

### **Give a short snap of GEISS AG?**

GEISS AG was founded as private owned company in 1948 and grew to a small machine building company since 1962. The company is known as an innovative machine supplier for the thermoforming industry. In 2004 it was changed to a shareholder company as GEISS AG. We have 150 employees and we are situated in Bavaria in Germany.

### **What are the unique strengths of GEISSAG?**

Our unique strengths are founded on an Automatic design system which designs any thermoforming machines in any size and equipment in a full- Automatic manner. This gives us a leading position on world market because nobody else can do that. Furthermore as supplier of thermoforming machines, CNC trimming machines, moulds we are predestinated

for turn-key solutions.

### **What is the competitive edge of GEISS AG?**

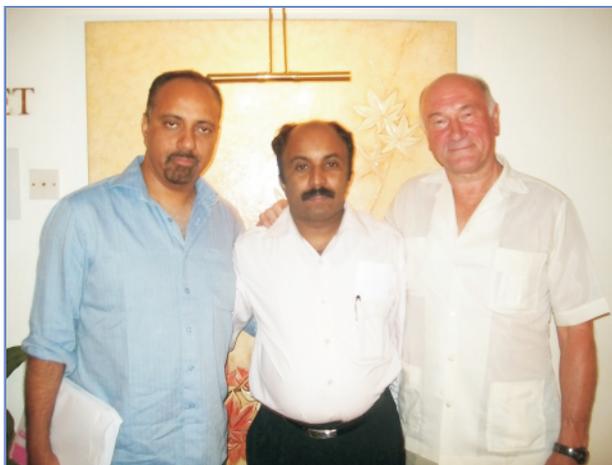
Our strongest part is cut sheet or thick gauge thermoforming. So, the headline of a Geiss' quotation expresses that any of our machines guarantees the processibility of any thermoplastic material in any thickness. In combination with any Automation level we succeed worldwide.

### **How is the capacity utilization?**

Our capacity is to produce 120 machines per year to a turnover of 30 million €. Our capacity is extremely flexible due to high Automation of all production.

### **Tell us about your R & D team and Quality Standards?**

R & D is performed by our designers. All 15 designers develop our machines; 100% under one roof at one place.



Quality standards are guaranteed through the German apprentice education system. More than 80% of our staff started as trainees with 14 or 15 years age.

### **I would like you to shed some light on the segment of the machines particularly catered by GEISSAG?**

The Indian market is extremely interesting for us as FRP and



rotomoulding dominate the market. The thermoforming technology replaces FRP in greater quantities. And our twinsheet technology replaces rotomoulding in better qualities and higher output and better Automation.

### **Recently we have observed a global economic slowdown. In your view has it anyhow affected the plastic industry?**

This is correct. But in those days customers are looking for new ways. Our innovations on twinsheet forming, pressure forming and composite forming is of great interest.

### **How good is the Indian market for GEISSAG?**

I suggest that the Indian market with its growing efforts on transportation (cars, trucks, trains, railway, aircraft) are great future markets for our product range. First successes are promising!

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