All Around 03.2019



The Employee Magazine of Franke



COVER STORY:

Team spiri

Enjoy coming together, strengthen the sense of community!

In this issue:

Franke Global: International conference in the Motodrom Franke Digital: 8 projects in prospect of digitalization

We are Franke: Works meeting & summer party Training at Franke: Franke NEXT & Project Technolino



Our toolbox for the future.

With these methods we are able to make the company fit for the future. A new tool was recently added: the **SMED method for optimizing set-up times**. You can read more about this on page 14.

Cover photo: the Franke biking group on tour.

Depending on the number of participants, excursions take place on Tuesdays after work. Organizer in Messenger: Daniel Faulhaber.



Dear Ladies and Gentleman,

Today we would like to present you with the third issue of our **All Around** magazine this year. We have chosen Franke's **team spirit** as our main topic. Numerous campaigns have taken place to strengthen the **sense of community**. We are very pleased about this and are convinced of the positive effects on Franke's corporate culture.

People have always been the most important part of Franke. Thinkers and drivers, inventors and doers have been the heart of our company for 70 years. This will continue to be the case in the future. **Industry 4.0** and the associated **digitalization** of processes and communication channels will not change this. On the contrary, it will make us more efficient, more productive and, above all, much faster. This gives us the **freedom** to think about new things and to adapt our company, products and services to the needs of tomorrow's customers.

"The changes of the last two years in combination with high investments and many new employees are currently reducing our earnings. People and machines have to be integrated and made profitable. processes have to run stable. Many things are not running smoothly yet". At the moment, however, we are challenged to master the present. The effects of a slowing **economy** are reaching Franke. The weak earnings situation in recent months is a wake-up call to take appropriate countermeasures. This means on the one hand an **intensified search for new customers** (= campaigns in marketing and sales) and on the other hand a **reduction in costs** (= higher productivity, reduced investments, less rejects, less waste). Together we will succeed in taking advantage of the hopefully short phase of consolidation to emerge stronger from it.

Once again, we can welcome numerous new employees to Franke. The workforce has now grown to almost **270 employees**. At our **summer party** on July 13 it was nice to see how diverse and colourful the Franke family has become. Many thanks to all visitors and families. They have actively contributed to the success of the party! Especially today it is becoming more and more important to promote and cultivate things that unite and thus to counteract tendencies in society that only aim to do the opposite.

Your management,

Daniel Groz General partner, General manager

Sascha Eberhard

General manager

Trade fairs

Paris Air Show - Leading fair for the aerospace industry

Together with our representative Agora we were present in this important industry for aerospace.



Our team at the booth (from left): Philipp Engert and Arne Jankowski (both Franke), Félix Houssay, Jean-Jacques Benitah, Carlos Couso and Charles Couso (all Agora). The 3D-printed lightweight bearing that Philipp Engert holds in his hands was specially made for the fair.



The Paris Air Show is one of the leading aerospace trade fairs in the world. With our lightweight bearings and linear systems, we have already won several important customers in this innovative industry. The potential for new applications is enormous.

Our colleague Frank Helbig attended the fair as a visitor and describes in his own words what he noticed there. Thank you for your impressions, Frank!

"A dream came true! - Visiting the Paris Air Show and admiring "high end planes"!

My wife and I had booked ourselves into the same hotel as Franke's trade fair team. Arne and Phillipp knew which bus to take and where to get the best food. Thank you very much for those fantastic days!

Our first assignment was to get key chains. 💽 REMOVERATIVE FLUST

After a short time we had collected enough. Right in the middle of it, my wife pulled me to a flight simulator. What type of aircraft? A C172. Do I know a little bit about flying? Yes, I have a license. What I didn't know: In the background, the instructor had a lot of fun and worked in all kinds of challenges: sleet, oncoming traffic on a direct collision course

and much more. I was really challenged! But that didn't stop me from landing the C172 safely. The instructor team gave me a "Well done! and my heart beat faster!

We also had the chance to admire many exhibition booths. From exhibits for the machining of complex components in dimensions of more than 2m

diameter to suppliers of ejection seats or manufacturers of forged parts for aircraft landing gear. Many companies present their expertise here. As well as Franke with a very inviting and informative booth. The dimensions of the fair are enormous. We had to travel long distances and so we used the mini locomotive, which took all visitors to the desired stop on a circuit. We didn't want to get off at all, because there was so much to see from this locomotive.

The highlight for us were of course the air shows! Impressive to be able to experience all the manoeuvres at close range. All in all, the trip was more than worth it! The trade fair contributed a lot to gaining even more trust in aviation technology. And we play our part with our products and also contribute to safety. Good to know!

Yours, Frank Helbig.

Application examples

E-mobility: driverless transport vehicles for logistics

E-Mobility is not only traffic. It is also becoming more widespread in production halls and warehouses.



Gripper movement in a shelf robot

Requirements:	Compact bearing for a rotatable lifting column with toothed belt gearing
Solution:	Franke bearing assembly LDE-0200 with HTD-8
Benefits:	Compact bearing with high rigidity Low weight (aluminum) Low price



Bearing for pendulum axles for compensating unevenness

Requirements: Compact bearing for a pendulum axles with high rigidity

- **Solution:** Franke double bearing with LER2-120
- Benefits: Compact bearings with high rigidity Simplified assembly due to one-piece cage Sealing: NBR lip seal







Export workshop Marketing Our partners from all over the world met for an exchange of ideas

50% of our turnover is export. A good reason to communicate closely with our partners.





Franke worldwide: Global marketing for Franke products

Digitalization and structured processes are promising approaches in marketing. On July 12 and 13, our international representatives met at Franke to coordinate our global marketing campaigns.

The **Motodrom** in the **Ostertag** building was chosen as the venue. There is a conference room and enough space for dinner. Lectures and reports of the representatives gave a clear picture of the marketing activities in the individual countries. As different as the approaches may be, the same targets are at stake everywhere:

- 1. Increasing awareness of the Franke brand
- 2. Acquisition of new customers for our bearings and linear systems

In his presentation on the new software solution for lead nurturing, **Mario Kapp** discussed how to establish contacts with customers by cleverly setting filters and processes. Franke Bearings Ltd, our representative from England, also seized the opportunity to report on their approaches to winning new customers.



A close contact is not only of great importance to our international representatives and partners, but also to our customers worldwide.

Kazuyuki Yotsuya (procurement) and Kazuhiro Suzuki (production) from our CT bearings customer **Canon** came to us all the way from Japan to find a joint solution for the precarious delivery situation.



Farewell, Mario Kapp! The conference was his last event for Franke. We thank Mario Kapp and wish him all the best for the future.







*בהצלחה בדרכך החדשה Yoav Kanfi!

He made his last appearance for Franke at the export workshop: Yoav Kanfi from our Israeli agency American Aviation (on the right, with his successor Meron Leibovich).



For almost 20 years **Yoav Kanfi** was our man in the Middle East. Now he is entering active retirement. Dedicated and competent, Yoav was always on the lookout for suitable niches for Franke bearings and linear systems. We owe our contacts to manufacturers of luggage scanners and our first steps into the solar tracker business to his commitment. We wish him all the best for the upcoming term of his life, in which he will certainly be very active as usual. We also are looking forward to working with his successor, **Meron Leibovich**.





The vacated new Plant 6 (formerly Pfeiffer & May) was the perfect setting for this year's works meeting. For the first time all employees were able to get an idea of the dimensions of the new plant.

Youth speaker **Leon Francz** gave a speech in the name of Franke's Youth Representation for the first time.



Community

Works meeting in the new plant 6 Summer party 2019



The Franke summer party was very well attended. Around **630 guests** were received and entertained. Many thanks to all organizers, helpers, acrobats and visitors!

And of course to the management, who was prepared to spend the money to make this event happen and strengthen our community.

17 roll-up posters adorned the event. Almost all employees were portrayed in their teams. The roll-ups were made for the company tour at the summer party, where they were set up two days later.

























Team spirit

together in a more relaxed atmosphere.

that you will join us!

strengthen the sense of community!

Hobbies, spleens, passions or just spending time

Meet like-minded people and do something together! With the

help of **Franke Messenger** the formation of interest groups is very easy. Here are some current examples. We are pleased that many of these activities are already underway. We hope

Enjoy coming together and

Team Sales/Marketing: a cosy end to the work week with lunch at the Gasthof Tauchenweiler. Participating: Philipp Engert, Günter Fischer, Arne Jankowski, Doreen Grässle, Nadine Heinzmann, Petra Abele, Michael Bärstecher, Stephan Kuhn, Gerhard Reininger, Alexandra Stoll-Reininger. Behind the camera: Michael Hauber.

Team Leaders and Speakers of Manufacturing: The P-Team regularly is out and about together, be it bowling or, as in the picture, playing table tennis together followed by dinner together.



Without photos:

The **Work Preparation** Team meets every 2 months on weekends for breakfast or dinner. These informal meetings are very well received. Christmas parties consist of bowling or table tennis games followed by dinner.

The teams from **Financial Accounting** and **Human Resources** arranged to have lunch together in the Stadthöfle on 23 August.



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Messenger Biker Group: After work excursions to a destination in the surrounding area, ideally with a snack. Organizer: Roman Borsch, IT. In the picture (from left): Joachim Schüler, Franz Öhlert, Klaus Mattasits, Tobias Mayer.

Team of Production Development:

Canoe trip on the Donau.

In the picture (from left): Hakan Erkan, Frank Weinschenk, Tobias Mayer, Christoph Kern, Willi May, Jürgen Kailer, Dominik Schneider, Thomas Kress-Hufeisen, Florian May, Philipp Kieweg.

Organizer:

Kanusport Oberschwaben Eichener Str. 4 88400 Stafflangen www.kso-outdoor.de info@kso-outdoor.de





The Management Team:

The management team meets for a workshop in the mountains once a year. Topics in April of this year were the status of the measures for Franke 2020 as well as initial visions for the strategy for Franke 2025.

On the second day, there was a hike from Pinswang to Alpsee and the Königsschlösser (royal castles). They were accompanied by perfect, sunny weather.

(Sales), Harald Müller (Production), Jörg Egelhaaf (Research and Development), Oliver Schröder (Procurement), Daniel Groz (Managing Director), Stephan Kuhn (Marketing and Technical Sales), Sascha Eberhard (Managing Director).

Research & Development / IT:

Curling at the clubhouse.

The R&D team chose a sporty activity as an event. Together with the IT team, they met for curling on the special track of the clubhouse in Rohrwang.



03.2019



"Franke places great value on environmental protection, energy management, cleanliness and order, which is confirmed by audits and internal inspections as well as the attentiveness of the management."

Thomas Hägele, Environmental protection officer





Environment

We stand up for our environment together.

Here at Franke, protecting **nature** and the careful **use of resources** are integral elements of our corporate policies. We are committed to our own self-imposed environmental targets and continuously improve our performance in protecting the environment. We commit ourselves to protecting the environment, fulfilling our binding **obligations** (customer requirements, laws ...) as well as steadily improving our **environmental management system** and our environmental performance. The environmental policy refers to the complete location of the Franke GmbH in Aalen. Source: Franke Website

Our environmental goals for 2019:

- Energy savings in compressed air generation by 5%.
- Waste avoidance paper/cardboard by 10%.
- Substitute hazardous substances at least 2
- Renew ISO 14001:2015 certificate
- SiFa support, fire protection



Energy consumption in kWh



We are Franke.



46% green electricity

Our **energy consumption** has risen significantly in recent years. The reasons for this include the **start-up of Plant 5** and new, high-performance machines.

Energy generation in kWh









Franke 2020 Digitalization of company processes

Two years ago, under the motto Franke 2020, far-reaching change processes were triggered in investment, organization and corporate culture. Digitalization measures are an important part of this.

The **digitalization** of processes and workflows is currently probably the greatest challenge for modern companies.

According to a study by the Federal Ministry of Economics and Technology, the degree of digitalization in the various business sectors varies greatly. IT companies, financial and insurance service providers as well as retailers lead the ranking. The healthcare sector brings up the rear. The best branch of industry is mechanical engineering, ahead of vehicle construction and the energy industry. (*Source: Monitoring-Report Wirtschaft DIGITAL 2018, Hrsg. BMWi*)

For Franke, digitalization means changes in working methods and in internal and external communication. We focus on the requirements and needs of our target groups. Since the introduction of our **online application portal** on our homepage, we have received many more applications for trainings than ever before. Current digitalization project at Franke:

- Paperless Processes
- Franke WIKI Database
- Online Applications (Bite)
- Training Management (Perview
- Franke Messenger
- Marketing Automation (Evalanche)
- Relaunch Franke Website 2020
- Networking of Machines (IoT)



Communication: Oliver Schröder uses the Franke Messenger to coordinate with service providers. Tomorrow he has got time to join the bike tour and registers for participation.



Knowledge: Sandra Pietsch is one of the numerous key users at Franke WIKI. She helps to collect the entire knowledge of the company in the central database and to make it usable for the employees.



Paperless manufacturing: Maurice Henne (top) assembles highly dynamic CT bearings in Plant 5. All documents such as acceptance and test reports or drawings are no longer printed out and carried through the company, but are available on screens directly at the workstation.

Franke Digital

IoT (= Internet of Things, the networking of objects e.g. refrigerators, machines, toothbrushes,...by means of digital networks or apps): **Marian Mutschler** implements the first 3D printer in the Franke network as part of his bachelor thesis. He can monitor the printing progress on his smartphone and also send control commands to the printer.



3 digital projects

SMED-Video analysis

Formula 1 in manufacturing: Set-up times under 10 minutes

We optimize processes and increase our competitiveness.



Current state: Paul Rup setting up in linear guide manufacturing. Processes and procedures have grown historically over the years and can be improved.

Time is money. Nowhere else is the validity of this old saying as clear as in industrial manufacturing. Every minute the expensive machines rest reduces their productivity.

Business cycle / Cost pressure / Competitiveness - All of these terms are directly related to each other. To survive in the market you need convincing products, a strong brand and the best customer service. Equally important are competitive prices - which can only be achieved by keeping our costs under control. Costs are the result of mistakes, waste or unproductive work.

This is where the **SMED method** comes in. The goal is to reduce all set-up times on all machines to less than **10 minutes**. This means that when changing tools or clamping systems between jobs, the machine should not stand still for longer than 10 minutes.

Every process is put to the test. This is a major task - but with great potential for the company's competitiveness.



Optimization: Daniel Groz and **Tobias Wiedemann** evaluate the video recordings and trace the current state. Their next step is to look for ways to optimize the setup process.

Safety

Fire drill in preparation for emergencies

The Aalen volunteer fire brigade familiarised itself with the on-site facilities during a fire drill.



Heavy duty: Under the strict supervision of chief firefighter Karl Groz, the firefighters of the Aalen volunteer fire brigade performed their fire drill at Franke routinely. Such drills are very important for the rescue team to find their way around in an emergency.



Quality and environmental protection TÜV audit successfully completed

New certificates for DIN ISO 9001 and 14001 were issued.

"Order and cleanliness at Franke are really above average. You don't see that often."

The TÜV inspector was visibly impressed by Franke's state of affairs. Our organisation and internal processes also left no reason for complaint. In the end, the new certificates for quality and environmental protection were issued. They are valid as of October this year.

For us, this is a great success and an incentive to continue on our chosen path. Our quality standards and the activities on cleanliness and order (5S) are intended to maintain this high standard in the long term.





Working at Franke Works council / Company counselling

Dear colleagues,

the summer holidays are over and autumn is approaching. Time flies by. Surely you had a nice holiday season and can now start well rested. **We need your commitment everywhere in the company!**

As already described in the foreword by the management, we are currently struggling with a subsiding **order situation** and insufficient **productivity**. It is quite possible that the many projects and changes in recent years have been a bit too big for us. Their objective was certainly the right one: we must continue to grow in order to play a role in the market and to be able to exist as an **independent company** in the long term. Without Plant 5, we would not be able to retain our CT customers and thus a large proportion of our sales.

But it is not easy with Plant 5 either. CT bearings are highly complex products and their manufacture requires the best conditions for our colleagues. In terms of materials, machines and tools, training and education. We expect management to create these conditions throughout the company. It is not enough to print the nice house with the roof of **Franke 2020** everywhere: it also has to be built stone by stone.

Our appeal to all our colleagues is: play an active part in this house! Makes us aware of possibilities for improvement. As a **team of 270 people**, let us ensure that we get back on track: with incoming orders, customer service and production. For secure jobs and stable earnings.

Many thanks & best regards, Your Works Council Gabriele DiNucci & Jürgen Häfele Column Dr. Rolf Siedler



About the inner team

Team spirit is a very welcome topic. I am pleased that this issue focuses on it. Even the term has a pleasant sound. People work together in a team, carried by the desire to create something together. A positive spirit floats above everything.

I would like to add one more aspect to the topic of team spirit, namely the concept of the **inner team**. Developed by the Hamburg psychologist Friedemann Schulz von Thun in the 1990s, the inner team describes the **interaction of moods and expectations** that each of us carries within us. As soon as decisions have to be made, an internal team meeting takes place in our minds, in which we instinctively try to evaluate the advantages and disadvantages of a decision and find a consensus.

We all know that feeling. Some decisions are easy, others take a long time. Sometimes a gut feeling turns out to be the right decision, in another case rational consideration leads to the best result. And often enough we are wrong about our choice.

The method of the inner team can help us to reach a decision. If we listen within ourselves and consider **the voices as members of a team**, we can have them discuss. Each voice has its say and is given the same weight. Only when all arguments are on the table, can we as our own team leader make a decision. This method has multiple **advantages**:

- You accept your plurality and pay attention to your needs.
- You get an authentic result that feels good.
- You experience a higher degree of self-satisfaction.
- You shape your personality and make it visible to others.

And you learn how teams work and what team leadership means. Both aspects play a role in real teams between people.

I wish you many exciting discussions with your inner team. And enjoy the great experiences with team spirit between you and your colleagues at Franke.

Kind regards, Your Dr. Rolf Siedler

Betriebsseelsorge Aalen, Telefon 07361 59021 aalen@betriebsseelsorge.de



The CT bearings team of Timo Bosch has four new employees in Plant 5. New additions (from left to right): **Alexander Lemmermeier**, **Tobias Scharfenecker**, **Marcel Rosner** and **Matthias Allgaier**.



Tobias Wieland is the new man in the assembly in Plant 4.



Sergej Triller is a new intern in linear guide manufacturing, Plant 3.



Nina Allgaier is new in Financial Accounting.



Doreen Grässle (left) is in charge of our marketing campaigns. **Dina Ladenburger** supports her as an intern for half a year.



Konstantin Pelz produces turned parts in Plant 2.

Welcome at Franke

We wish you lots of joy and success!

Anniversaries from July to September

Sven Mück Michael Schenk Sarah Schneider Niklas Schwarzer Bearing manufacturing Bearing manufacturing Procurement Quality management 5 yearsS5 yearsJ5 yearsJ5 yearsS

Stephan Kuhn Alexander Schmidt Jens Wanner Sandra Heidrich

П

working in the warehouse.

Thomas Schwarting started

Marketing / Sales Bearing manufacturing Guide manufacturing Shipping dep. 20 years 20 years 20 years 30 years

Thank you for your loyalty!

03.2019

TRAINEES



New record!

We are currently training 23 trainees at Franke.

Pia Albersmeier Alexander Braun Svenja Brunnhuber Lena Egelhaaf Magdalena Friedl Larissa Fuchs Oliver Groke Kai Kratschmann Lars Löffelad Marcel Lorenz Niklas Ludwig Christian Maier Lukas Maier Manuel Mayer Leon Micic Lisa Rau Pascal Sauter Michaela Schmitt Laurin Schöller Jonas Schüler Lea Streck Alexander Wahl Lena Walter Technical Product Designer Industrial Mechanic Industrial Clerk Industrial Clerk Industrial Mechanic Technical Product Designer Industrial Mechanic Cutting Machine Operator Cutting Machine Operator Technical Product Designer Industrial Mechanic Cutting Machine Operator IT Specialist Cutting Machine Operator Industrial Clerk Industrial Mechanic Cutting Machine Operator Industrial Mechanic Cutting Machine Operator Industrial Clerk Industrial Clerk Cutting Machine Operator Industrial Clerk Cutting Machine Operator Industrial Clerk Cutting Machine Operator Industrial Mechanic Industrial Mechanic Industrial Mechanic Industrial Mechanic



Dear trainees,

in order to strengthen the sense of community among trainees, we now organize **trainee events** on a regular basis.

This time, the trainees joining us in September this year were also present at our **summer dinner**. Our next event is already being planned: in the second week of October we would like to visit the **MOTEK** trade fair in Stuttgart and also stop by the Franke booth.

New trainees

Welcome at Franke!

Since **September 1**, we have seven new trainees, four in the industrial and three in the commercial sector. Thus the **Franke NEXT** team grows to 23 people. The trainees in the industrial sector begin their training at the Chamber of Industry and Commerce and come to us at the beginning of next year.

I congratulate **Leon Francz** and **Lena Thurner** on the successful completion of their training and wish them all the best for their future at Franke!

I wish the new trainees a lot of fun and success in their training with us!

Your training manager Klaus Mayer



You can find our trainee film via this QR code or on YouTube at <u>https://youtu.be/Zdxwo-wgyug</u>.

Since 1 September, we have been able to welcome three new trainees in the commercial and technical sectors. **We wish you a lot of success and a good start in your respective teams!**



Trainee projects

Project Technolino 2019

The Franke trainees visited a kindergarten and invited the children to Franke in turn

The Franke trainees have been organizing the Technolino project in cooperation with the St. Nikolaus kindergarten in Aalen for years. Once again the trainees visited the kindergarten and invited the children to visit Franke.



Leon Francz shows the children how to measure the preload of a bearing assembly.

The children were also allowed to look over his shoulder during assembly.





After months of preparation, the trainees brought their self-made play stations for the children to the kindergarten at the end of June. In addition to the popular Franke cars including racing track, this time there was a bowling set, a memory game and a water experiment for the children to discover. Each trainee in the team had thought up his station in advance, procured the materials and handled the production. During the visit to the kindergarten, the trainees were responsible for the supervision of their respective station. After a round of introductions, the children were divided into small groups and allowed to go through the various stations.

The children visited Franke at the beginning of July. The team received them at the meeting point and explained how ball bearings are constructed and what they are used for in a child-friendly presentation. Through a safety briefing and a strengthening pretzel breakfast, the children were well prepared for a short tour of the company. The project team accompanied the children to the bearing assembly in Plant 4, where Leon Francz showed them step by step how to assemble a standard bearing assembly. Each child was then allowed to measure the preload of the finished bearing assembly. From the bearing assembly, they went on to the shipping department, where the children were helped to wrap their colourful Franke bracelets. It was also explained why we wrap our products a certain way before shipping.

Finally, the trainees helped the children to assemble their Franke planes before saying goodbye.

All in all, the project was once again a complete success. The children and their teachers were enthusiastic and thanked everyone involved.

Congratulations!

We are Franke.

Training completed successfully

Lena Thurner and Leon Francz recently finished their training at Franke.

Both graduates have already found new positions in the company: **Lena Thurner** expands Oliver Schröder's team in **Procurement** and **Leon Francz** is now working in **Plant 5** where we manufacture our CT-bearings.

Leon Francz was able to shorten his training by half a year thanks to his **excellent performance** at school and in the company.

We congratulate the two of them and wish them lots of joy and success with their new tasks!



Eranke

Ausbildung bei Franke

Trainee events

Summer dinner 2019

Dinner at the Wilhelmshöhe in Aalen



On 26 July the Franke trainees and training manager Klaus Mayer met for dinner at the **Wilhelmshöhe** in Aalen. The future trainees, who will start their training at Franke in September, were also there.

The meal was a good opportunity to get to know each other in advance and to welcome the new apprentices into the community. Activities such as these are important to strengthen the **team spirit** among the trainees.



Summer activities

Water sports & island vacations





Team spirit and **branding** at the same time: **Örs Pölöskei** (right in the picture) from our Hungarian representative **Franke Hungary** and his team mate took 3rd place in this year's catamaran regatta on Lake Balaton.

To ensure that marketing is not neglected despite all the sporting ambition and fun, the Franke logo is clearly visible on the sky-blue spinnaker of his catamaran.

Well done & many thanks for the photos, Örs!



The Atlantic island of **Madeira**, which belongs to Portugal, is known as an island of flowers. Our colleague **Michael Hauber** from the IT team is a regular guest there. The family spent this year's summer vacation under the southern sun once again.

Hikes led Michael Hauber to a radar station of the Portuguese Air Force on the 1810m high **Pico do Arieiro**.

"This is a NATO radar station for air surveillance in the North Atlantic. When the weather is good, you have a very nice view from here to the neighbouring islands of Porto Santo and Desertas," says Michael Hauber. The pictures prove him right.

You Tube

Thank you for the beautiful photos, Michael!

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