

Press release
5 November 2013

70 years of cooperation at Sumitomo (SHI) Demag

Sumitomo (SHI) Demag celebrates jubilees with agencies abroad

Sumitomo (SHI) Demag is marking the jubilees of another three partnerships in Norway, Finland and Greece this year. The Norwegian company, Hans Claussen AS, is celebrating the tenth year of cooperation in 2013. The partnership with Jusuco Oy from Finland has lasted for twenty years, while the Greek agency, Tecomer Ltd., can look back on more than forty years of common purpose.

Paul Papapavlou, the current Managing Director of the Sumitomo (SHI) Demag agency in Greece, began working together with the forerunner companies Stübbe and Ankerwerk back in 1970. Three years later, and with his own company Technicom Ltd., he signed an agency agreement with the two forerunner companies. Technicom Ltd. changed its name to the current **Tecomer Ltd.** in 1976, and is based in the greater Athens area. The agency agreement has now been in place for more than 40 years, and forms the basis for successful cooperation.

The Finnish **Jusuco Oy** became the official agency for today's Sumitomo (SHI) Demag in 1992, since when it has been associated with the company for more than twenty years.

Odd Bjørklund, the Managing Director of **Hans Claussen AS**, has represented Sumitomo (SHI) Demag in Norway for ten years now. From its headquarters in Stabekk, approx. 10 km west of Oslo, the agency provides Norwegian processing companies with consulting and support relating to plastics.

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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A well-established team: Sumitomo (SHI) Demag and Tecomer Ltd. have been working together successfully for more than 40 years

From left: Sebastian Dombos (Sales Director Germany), George Papapavlou (Senior Engineer Technical Sales at Tecomer Ltd.), Pavlos Papapavlou (Managing Director Tecomer Ltd.), Rolf Zimmermann (Strategic Sales), Dr. Tetsuya Okamura (CEO), Frank Schuster (General Sales Director), Christian Renners (CSO)

Photo: Sumitomo (SHI) Demag