

# @-contact

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**MÜLLER**  
INDUSTRIE - ELEKTRONIK GMBH

**BUDERUS**  
Elektro & Blitzschutz

## Editorial

### Kick-off in new design!

#### Welcome

Welcome to the latest edition of our new Company newsletter . Let me introduce myself: Anja Mühe, industrial clerk and bachelor of communications with 15 years of professional marketing and PR experience in chemistry line of business. Started at Müller Industrie-Elektronik GmbH at May, 2010 I will focus on Public Relations and publishing of the new, periodical Newsletter **@-contact** of the mmc – Matthias Müller Company AG.



In 2010 there's a lot going on in mmc-company in conformity with the maxim "spirit of optimism instead of mood of crisis": Change of corporate form into mmc AG, participation as an exhibitor on the Hanover fair, investing in additional employees, opening up new markets and focussing on development of product innovations – all signs are geared to "Go on".

How does it work? In this newsletter edition you will read, why the mmc company is convinced, that it is possible to make 2010 a successful year by the help of innovative products, motivated staff and with permanent ambition to make things better.

Have a look into the Newsletter **@-contact** of Matthias Müller Company AG in new fresh design with interesting news & views from Müller-Industrie-Elektronik GmbH and Buderus Services GmbH – the two main pillars of the company group.

Enjoy Reading!

*Yours Anja Mühe*

## Short notices

### 16. - 17.09.2010

Product-training for cooperation-partner ORCA Gehäusetechnik/OKW Kunststofftechnik

### 07. - 08.10.2010

MIE: „competence-day 2010“ and event „Competition skeet-shooting“ for German MIE-customers

### 15.10.2010

„Competition skeet-shooting“ for German Buderus-customers

## Preview of fairs

### 21. - 22.08.2010

fair: exhibition "Hand in Hand", Neustadt exhibitor: Buderus Services GmbH

### 21. - 23.09.2010

fair: Alihankinta 2010 in Tampere, Finland, exhibitor: WEXON,- MIE representative Finland

### 05. - 08.10.2010

fair: Industry & Automation in Jaarbeurs Utrecht, exhibitor: MARCTECHNICAL, MIE-representative, Netherlands

### 05.-07.10.2010

fair: Tekniikka 2010 in Jyväskylä, Finland, exhibitor: WEXON, MIE-representative Finland

### 04-08.04.2011

Hanover fair

**Just a word**

Matthias Müller:

**“2010: Spirit of optimism instead of mood of crisis - change of corporate form into mmc – Matthias Müller Company AG”**

„I wanted to become an originator“ – when Matthias Müller took his decision a lot of people smiled at him. Meanwhile they don't smile any longer, because Matthias Müller founded a company and built up a growing business – it sounds like a modern company fairy story.

Founded in 1992 at the residence in Scharrel , the company growths up continuously and the activities of the Buderus Service Company were taken over. Therefore the company moved to a larger production site at Neustadt am Rübenberge three years ago. At the beginning of this year the change of corporate form into mmc – Matthias Müller Company AG followed up.

In the meantime there are different parts belonging to mmc AG. The Müller Industrie-Elektronik GmbH and Buderus Elektro & Blitzschutz build up the two most important commercial lines of the company. 25 international representatives distribute measurement products nowadays.

“I get my ideas for new products, when I'm driving by car, besides normal business, inspired from environment or from discussions with customers.” In the in-housed development-department specialists are working on the realisation of those ideas into new products and solve special customer requirements very often. Besides of a few exceptions products are manufactured “made in Germany” in Neustadt. The export quote is 67 percent with an upward trend.

“Certainly the actual economic crisis has some effects on our company, too. There was a sharp decline of orders in 2009. Nevertheless I look ahead optimistically. We aspire to an export quote of 90 percent and we are working on exploitation of new markets with innovative products. Let's get it over with!

At the end of August, we will open up a liquid petroleum gas filling station on-site. The company-owned motor pool is changed over to liquid petroleum gas already – not only to save costs but also to establish the philosophy: “Yield right of way to the environment”. Within our line of business it is very important, to be one step ahead.

Therefore our company motto is: “The competence of innovations will decide on companies destiny” – I trust on the competences and professional skills of my employees”.

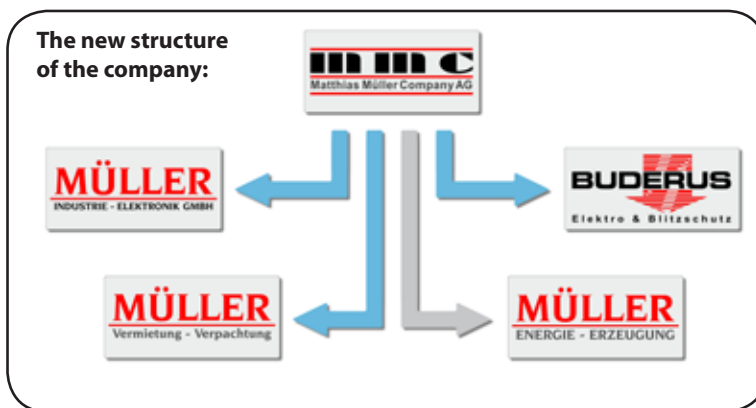
**At mmc we are looking forward: Spirit of optimism instead of mood of crisis”!**

Matthias Müller



**Supervisory audit - Quality management system DIN ISO 9001:2008**

The company passed the supervisory audit in June 2010 without any deviations. The certification according to the requirements of DIN EN ISO 9001:2008 was confirmed by TÜV Rheinland.



**Setting up of photovoltaic modules - Buderus Services GmbH**

**Renewable energy – Müller Energie-Erzeugung**

Besides the installation of lightning protective systems, maintenance of illumination systems, planning and implementation of antenna technique and computer networks, the setting up of photovoltaic modules belongs to the services of Buderus. Together with Müller Energie-Erzeugung – that's the part of the company dealing with renewable energy - the flat roof of the company site in Neustadt was equipped with photovoltaic modules. This installation has an positive effect on overall energy. In the future electrical power supply of the company site will be covered by renewable energy in most instances.





**Indicating values visible for everyone:  
New LED-large-display with SlimLine-design**

Müller-IE, specialist for professional devices for measurement technology, expands the line of digital indicators with the **new LED-large-display SlimLine**. It is available with digit height of 57, 100 and 200 millimeter. **The clou is the very compact construction** in SlimLine-design made out of aluminium extruded section, selectable in colours black, silver, light grey or customized powder coated. There are different variation possibilities of indicating the specific values, for instance, alpha-numeric or indication of digits light writing. The dimension is included in the large-display directly at the last digit as a fixum or with alternating indicating values.

The LED-digit colour is selectable between red, green, yellow, blue or white. With protection class IP 67 the LED-large-display is suitable for rough environments, too. The indicated values and the programming are transmitted via Modbus-system/RS485 by default or as an option via radio technology with an optional available "communication interface", programmable with a short-stroke keyboard. The interface with 24 V AC/DC is situated in a separate unicast-II-enclosure, that Müller-IE has developed especially for this application.

**New MKTS temperature sensors:**

**Compact, modular,  
HART-protocol equipped as standard**

Müller Industrie-Elektronik has developed a new generation of temperature sensors based on 2-wire technique with resistance thermometer PT100 HART-protocol equipped as standard. The new MKTS-series of temperature sensors is a completely in-house production to provide for fast supply level and customized serial production. Due to the sturdy material, the compact construction and small dimensions the sensors are extremely resistant. Through completely potted connection of the main casting with the closing of the sensor (enclosure and tube made of stainless steel 1.4571) the resistance thermometer protection type is IP 67. The sensor is applicable for temperature measurement from -50°C...+200°C. All customized and industry-sector specified lengths are available. Process and electrical connections are available in different options and in some extent made of plastics.



**Report Hanover fair industry/  
Meeting representatives**

From 19 th until 23 th of April Müller-IE exhibited at the fair in Hanover as single exhibitor again. Due to several aircraft groundings caused by the ash cloud of the active volcano, there were less visitors on the exhibition than last years. Nevertheless interesting contacts came about and many promising conclusions were transacted.

Also the international representative meeting in historical castle of Neustadt was influenced by the ash cloud, because some of the representatives couldn't get their flights to Germany.

Anyhow the two days program with product trainings, the presentation of new products and intensive interna-



tional discussions were well received at all participants. We are looking forward the meeting in 2011 – hopefully with participation of all our international agencies.

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**Theatre Nuremberg with new technical stage equipments –**

**a cooperation of BUDERUS Services GmbH and Müller Industrie-Elektronik GmbH**

The company Müller Industrie-Elektronik GmbH and the company Theatertechnische Systeme (TTS) located in Syke have a cooperative business connection since many years. In close cooperation, the wireless remote control RSRC-P, was developed for theatre technical requirements. Meanwhile, the radio panel RSRC-P is used in many stages of Europe to control the entire stage technology electronically. For example the theatre of Hanover and the opera of Malmö. For TTS, it is a outstanding synergy effect that in addition to developing and implementing specific technical theatre solutions for electronic control systems by MIE on the one hand, **the professional services of Buderus Services GmbH** can be used in the electrical installation industry - **as a full service from a single source.**



The experts of Buderus attend locally to the entire mounting of electrical equipments, cable trays and cable stage mounting plus the machinery wiring and circuit points.

In the middle of this year the extensive order “reconstruction of upper and lower stage machinery with a new electronic control system” was completed, with TTS as general contractor and Buderus as service company for the whole electrical installation for the theatre Nuremberg. Buderus did the entire installation of line routes, the cable trays and cable stage mounting plus the wiring the control and distribution boxes in the theatre Nuremberg.

In addition to the **entire electrical industrial assembly**, the **installations of photovoltaic systems, lightning protection, grounding and network systems, aerials, the wiring of fairs and events, the planning and creations of lightning installations plus common electrical installations** in the private and industrial sector, belong to the comprehensive range of Buderus.



**Theatre Nuremberg**

In 2010 the complete upper and lower stage machinery was reconstructed with a new electronic control system.



**New faces - shortly presented:**

The engagement of new staff at Müller Industrie-Elektronik is regarded as an evidence for focussing on going ahead.

Alina Storch,  
development/  
design  
engineering,  
since 01.09.09



Udo Johannsson,  
development/  
project  
management,  
since 01.11.09

Anja Mühe,  
marketing dept/  
Public Relations,  
since 01.05.10



Matthias Wagner,  
development/  
Pcb-design,  
since 01.05.10

Karin de Jonge,  
production/  
production  
employee,  
since 01.04.10



Nicole  
Johannsson,  
third-party  
approvals,  
since 01.08.10

## Application

### **MIE- professional partner for special solutions in measurement technology: New development of a radio weighing system for HEGGEMANN autosport GmbH**

Searching for a competent supplier for a special solution with radio transmission for motorsport, Heggemann autosport GmbH gets in contact with MIE through the representative for the North of Germany, company Ingénieur-Kontor-Sottrum GmbH. Heggemann is a professional partner for performance engineering. The company has the capability to design, develop, prototype, manufacture and test ultra-sophisticated components and modules used in motorsport.

#### **The challenge:**

Within professional motorsport racings there are strict rules concerning weight of the cars. In the majority of cases additional weights were used in racing cars to optimise the relation between driver and race course. Heggemann was searching for a system for weight calculation based on radio transmission.

From first idea until the development of the customized solution it takes half a year only. "It is an competitive advantage to have a own development division within the company. Therefore we can be quick off the mark and flexible to customer demands", says MIE-project manager Udo Johannßon. MIE developed the complete electronic system and the software for the radio weighing system but also worked out proposals for engineering and supported further development of applied mechanics.



The solution consists of a new development of four weighing platforms with radio transmission. As an option there is the possibility of connecting a sensor to measure a wheel inclination angle. The exact adjustment of the king pin angle could be electronically measured and transmitted via radio transmission, then. The transfer happens via radio transmission to a receiver that is

connected with pc/laptop. The measuring data will be visualised and plotted via pc. In second stadium of customer project there will be a development of a new handheld for data recording, similar to the existing ADML-HA.

Heggemann has already tested the new radio weighing-system several times: It was employed successfully at the 24hours-racing at Nürburgring and at several racings in different European countries this year.

## International

### **As new representatives for Müller Industrie-Elektronik we welcome:**

**Turkey:** Fa. Metronik Ölçü Kontrol Termoeleman San. ve Tic. A.Ş. at Istanbul

**Pakistan:** S.A. Automation (Industrial Process, Temperature, Pressure) at Lahore

We thank you for your reliance in our products and are looking forward to a successfull partnership!

## News & Views

### **Apprenticing company with award**

The enterprises of the mmc Company, Müller-IE and Buderus already train their specialized staff by own specific requirements for several years. Thereby, they also fulfill the social responsibility to give a professional future and perspective to young people.

Apprenticed profession is given as industrial and office clerk in commercial area and as mechatronic and electronic engineer for devices and systems and for energy and building services engineering within the technical area.

This summer three trainees have finished and they will take over jobs in different departments. At the beginning of August four new trainees have started their apprenticeship.

In 2009 Müller Industrie-Elektronik GmbH received an award for the dedicated supporting of young trainees from Federal Institute for Employment.

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