

FOR IMMEDIATE RELEASE

## Opening of the new Chesterton Mechanical Seals Regional Hub in Europe

*New Manufacturing site for a Wide Range of Sealing Applications*

*September 1st, 2020 - Ismaning, Germany*

### Investment for Future Business development

A.W. Chesterton opened a new European Mechanical Seals Manufacturing Hub in its German operation at Ismaning, near Munich. This fully functional Service Center will offer to our Customers and Partners a better service and enhance our business development in the region.

### The Excellence of Service

State-of-the-Art manufacturing is now coupled with our advanced Seal designs with the benefit of Responsiveness and Performance for our customers.

**Responsiveness:** Local Engineering, inventory and manufacturing will improve our reaction time and increase flexibility, hence increasing our competitiveness. Chesterton's added value will therefore not only be the traditional Savings through Reliability, but also faster delivery, capacity to adapt and competitive prices within standardized programs.

**Performance:** with over 40 years' experience in this technology, Chesterton is standardizing essential components and has highly automated the manufacturing processes thanks to the Axius™ Seal platform. The 1810 and 2810 are unique, high added value products that embed new patented technology and thanks to the RFID tags, introduce the first Cartridge mechanical seal in the world with IoT (Internet of Things).



**15<sup>th</sup> July 2020 - Interview with Volkert R. Wanner, Managing Director, Germany and Head of Operations, EMEA, carried out by Vitaly Igonin, Marketing Coordinator EMEA.**

**Vitaly Igonin(VI): Good morning Volkert, you invited us to visit the new Mechanical Seal facility in Ismaning near Munich. We would like to know more about this project and ask you a few questions.**

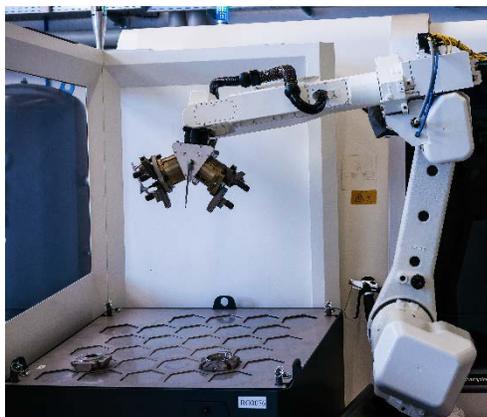
**But first at all what is so unique about this project?**

**Volkert Wanner(VW):** *It's absolutely a unique project! We are working on digitalization in the direction of Industry 4.0 standards.*

*In 2019, the company launched the Axius™ modular platform seals. Chesterton's newest single and double mechanical seals are built on the AXIUS™ modular platform, which allows you to configure all the seal capabilities you need around a universal base. This modularity allows our customers to keep their operations agile and lower life cycle costs.*

*To make that possible Chesterton decided to invest in new equipment and new technologies:*

*We use a state of art **DMG Mori CTX beta 1250 TC**, a 6-sided turn and mill machining center with **Robo2Go 2<sup>nd</sup> Generation**. This innovative solution offers a flexible automation layout and an intelligent safety concept for human-machine collaboration. These machines have been installed both in our headquarters in Groveland (MA) and in Ismaning.*



*To support the production, other investments were needed.*

*This includes a new automatic vertical storage unit but also specific equipment such as laser marking and quality control with RFID full traceability.*

*Unique enough?*



## **VI. Today, what is the status and what is your outlook in term of production?**

*VW: We are now in scaling and testing phase; the starting date is planned for September 1<sup>st</sup> 2020.*

*The ramp-up of the production will need a few months. Our priorities are to bring all standard sizes into serial production and later to start with adaptive hardware changes in our design department in Ismaning such as engineered solutions. In one year, we plan to develop new products or add additional features when manufacturing in Ismaning.*

## **Why did our American Management decide to start Mechanical Seal production in Europe?**

*This was a strategic decision caused by strong local customer demand. We need this European production to guarantee quick delivery of high-quality products that meet local standards. Approx. 70% of all OEMs in the world originate in Europe, that makes us the biggest OEM area. Chesterton is a very flexible company; we offer the right solution to our customers worldwide. So, it was just a matter of time to make this decision and start production in Europe.*

## **On which criteria was Ismaning/Germany chosen?**

*In Ismaning, we have excellent customer experience in all operational functions and technical support. Our engineering team is fully integrated into the global Chesterton engineering network. We are for many years a mechanical seal assembly hub. Our local Mechanical Seal Repair Center allows us to provide high-quality and on-time service for our customers. I am very proud, that our technical competence center in Ismaning develops new products for the EMEA market and offers customized solutions!*



## **What are your long-term plans, vision for this project?**

*As our CEO Andrew Chesterton said “ [we] have to invest in people, tools and technology, that are essential for growth in innovation and automatically it means providing the high quality services at every stage of customer engagement”.*

*We expect evolution of standard seals into modular solutions with integrated smart technology. We live in times of globalization, so we expect to get the same product with the same quality with express delivery in any part of the world.*

*We also looking forward and invest in talent. Chesterton International GmbH collaborates with leading Universities in Germany and innovative technology drivers.*

*In conclusion, our goal is to provide innovative solutions using advanced manufacturing technology unitizing the Chesterton focus on talent and knowledge.*

**Thank you for this interview, Volkert! We wish you and your team successful start of this global project!**

Serving the industrial world for over 135 years, the A.W. Chesterton Company has developed several game-changing sealing solutions, including the first commercial split seal.

#### **About A.W. Chesterton Company**

*Operating in over 100 countries around the world, Chesterton is recognized as a leading provider of knowledge backed solutions and expert service for Rotary, Stationary, and Fluid Power equipment supported by a comprehensive line of industrial fluid sealing solutions, high performance protective coatings, and specialty industrial lubrication/MRO products.*

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