



EHRHARDT KARTONAGEN INVEST

**GERMAN INDEPENDENT
CHOOSES C-170
DIE-CUTTER FROM
BAYSEK MACHINES**

In 1911, Julius Ehrhardt bought the Franke box factory in Neuhaus am Rennweg, Germany. At the time, the plant mainly produced solid board boxes and lattice inserts. In 1951, after the death of Julius Ehrhardt, Walter Ehrhardt took over the business. With a step-by-step modernisation programme, the company entered the corrugated market, thanks to investment in some basic cutting and creasing machinery. However, due to threats of imprisonment, Walter Ehrhardt was forced to convert the company into a cooperative (PGH) and then into a popular enterprise.

Almost forty years later, on 1st June 1990, the enterprise was re-acquired by Klaus Ehrhardt, just before the reunification and monetary reform in Germany.

In 1992, a production hall was built for die-cutting and gluing. Due to the continuous expansion of the customer base, additional production and storage areas had to be rented in Neuhaus am Rennweg and the machine park expanded significantly over the following years. In 2000, the company then moved into a new facility, with all production, storage and administrative offices under

"THE EHRHARDT MACHINE WAS THE FIRST MODEL C-170 EXPORTED TO THE EU."

DAVID HELBACH

one roof, on a site of 14,000 sqm in Spechtsbrunn.

Die-cutting specialists

The company is well known for its die-cutting, particularly for lattice inserts. Customers include the automotive supply industry, the glass industry, pharmaceuticals, food, electronics and electrical industry, cosmetics and many other types of industry, as well as crafts and Christmas decorations.

It was at the first CCE exhibition in Munich in 2013 that Ehrhardt met Baysek Machines for the first time. Klaus Ehrhardt and his son-in-law, Ronny Köhler-Terz, stopped at the Baysek stand a few times. They were interested in the company's die-cutting solution. Following the show, Mr Ehrhardt visited Wisconsin to see the C-170 in operation and in September, Baysek then visited Ehrhardt Kartonagen to continue discussions of a possible purchase. At the time, the converter was about to extend the building, which would be the perfect place for a new die-cutter. Discussion became more serious during the second half of 2014 as the new building neared completion and in early 2015, an agreement was reached. Baysek's second visit to the Spechtsbrunn factory took place in March 2015 for a preinstall and consultation and die making review.

Ehrhardt visited Baysek's manufacturing facility in the USA for inspection and determined immediate approval of the machine in mid June 2015 prior to export. The machine was delivered, installed and producing orders by mid July.

"The Ehrhardt machine was the first Model C-170 exported to the EU and has served for several demonstrations for foreign customers since," explains David Helbach, then President of Baysek

Machines. "The relationship with Ehrhardt has led to one other international sale, which was delivered in December 2016, with other interested potential customers in the works."

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DIE-CUTTER INVESTMENT

"A WONDERFUL FRIENDSHIP AND WORKING RELATIONSHIP HAS BEEN DEVELOPED SINCE WE FIRST MET AT CCE BACK IN 2013."

DAVID HELBACH



Left to Right: Klaus Ehrhardt, Rebekka Ehrhardt, David Helbach, Roswitha Ehrhardt and Ronny Köhler-Terz at Ehrhardt Kartonagen.

Back to Munich

Following the success of the installation at Ehrhardt, Baysek has chosen to once again attend the CCE show, but this time bringing a machine. "We are confident that visitors will like what they see. The show machine is available

for purchase and delivery to a customer's door directly following the show," confirms Mr Helbach.

For over 15 years, Baysek has maintained an office in the UK. BM & E currently provides service to customers operating

older machines in the UK, EU and other international areas. Together, Baysek provides service for well over 100 machines throughout the world.

Family ties

"Ehrhardt is family owned like Baysek," concludes Mr Helbach. "A wonderful friendship and working relationship has been developed since we first met at CCE back in 2013. We enjoy working with Ehrhardt and they are a perfect example of what can be achieved by using our C-170 die-cutter." ■



Left to Right, rear: Mark Helbach, Heidi Pronschinske, David Waldoch, David Helbach. Front: Ronny Köhler-Terz and Klaus Ehrhardt at Bayesk in June 2015.

DURING JUST FOUR HOURS OF TRAINING ON THE BAYSEK C-170, THREE JOBS WERE COMPLETED THAT WOULD HAVE TAKEN WELL OVER TWICE THE AMOUNT OF TIME USING A PREVIOUS DIE CUTTING METHOD.