An E-newsletter from WITTMANN USA

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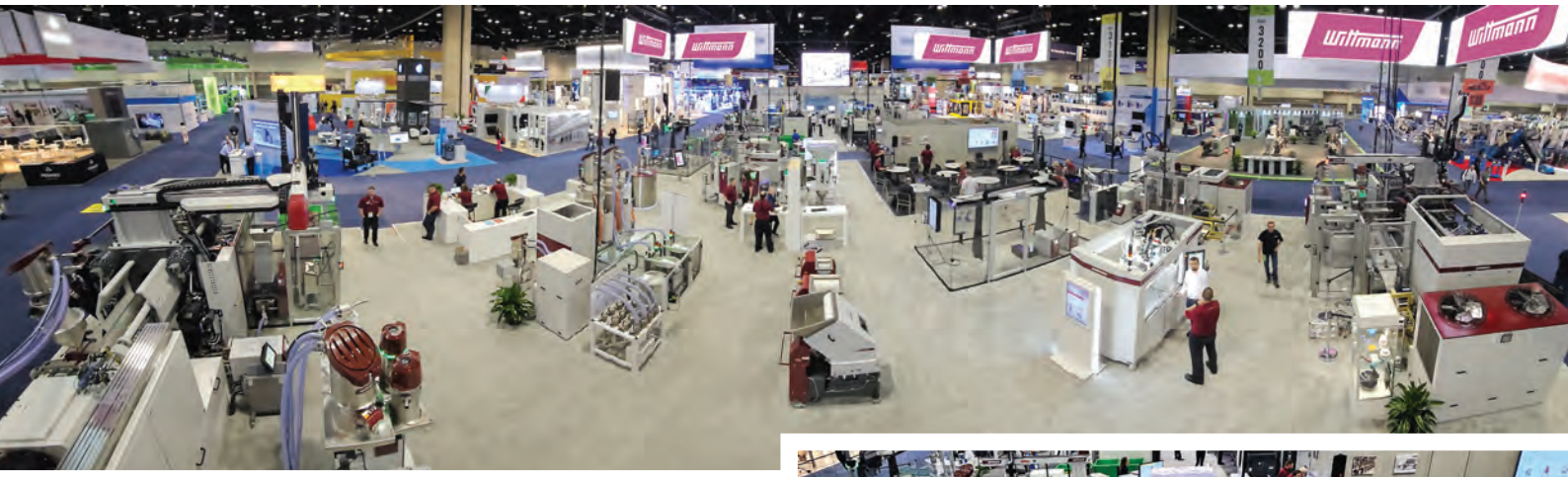
Summer 2024

A Very Successful NPE2024

The "It's All WITTMANN" Theme Presented to the Global Plastics Industry



WITTMANN USA showed why It's ALL WITTMANN in their 5,600 Ft2 booth with 15 different displays including 5 fully integrated molding machine cells, 2 robot and automation cells, and a wide range of material handling & auxiliary displays.

From May 6-10 the global plastics community came together at the Orange County Convention Center in Orlando, Florida, for the first NPE show in six years. Over 50,000 attendees came to see the latest products and technologies from the industry's leading suppliers.

For WITTMANN USA it was a great show. Over 1,100 leads were generated and the company closed over $1.5 million USD in orders for machinery and equipment from the event during and right after the show.

Check out the new products and technologies introduced at the show here!

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(Continued from page 1: NPE 2024)

It's All WITTMANN

At a press conference held at WITTMANN's booth on the morning of May 7th, WITTMANN Group CEO Michael Wittmann, WITTMANN USA President Sonny Morneault and Vice President-Sales Jason Long presented the latest company news to over 25 members of the industry media. This included the meaning of the 'It's All WITTMANN' theme, which focused on how WITTMANN is the only supplier who truly provides complete solutions for injection molders, including Molding Machines, Robots and Automation, Material Handling Equipment, and Digital Solutions.

In addition, the media was told that WITTMANN USA is now the leading sales producer globally for the WITTMANN Group. "We are coming off a record year in 2023, where WITTMANN USA had over $88.5 million USD in sales," said Sonny Morneault. "This was the first time in our history that our USA operations led the global WITTMANN Group in sales, and we're quite proud of this achievement."

Check this out!

In addition, daily videos were produced at NPE by the WITTMANN USA team to highlight featured products and technologies.

Click here to view our videos from the show:

NPE 2024 Recap on YouTube!

Hear the latest technology and solutions from the show and see what we can do for you and why It's all WITTMANN!

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Sonny Morneault Named President of WITTMANN USA

David Preusse Steps Down, Transitioning to Part-Time Business Development Role; Jason Long Promoted to Vice President-Sales

From left to right: Sonny Morneault and David Preusse

David Preusse, President of WITTMANN USA, has announced he is stepping down as President and transitioning to a part-time Business Development role with the company. Sonny Morneault has been named as the next President of the Company.

At a recent company luncheon in Torrington, CT, WITTMANN Global Group President, Michael Wittmann spoke to all Wittmann USA employees via a video message announcing the news.

"My friendship with David Preusse goes back to February 1996, when I was General Manager of WITTMANN Robot & Automation in the USA," he said. "Our chemistry fit right away, and I hired him to be Sales Manager. David quickly increased our sales and market share, and he took over as President when I returned to Austria in 2002. He has succeeded in expanding our business in every respect over the years, and this year, WITTMANN USA will be our top sales producer in the world, overtaking WITTMANN Germany – a great accomplishment. We wish him all the best in his new part-time role with the company."

"I'm pleased to announce that Sonny Morneault will be taking over as President of WITTMANN USA," he continued. "Sonny has really

(Continued from page 3: David Preusse is stepping down...)

earned the respect of his team as the company's sales leader for the past several years, and I am sure he will do a great job as David's replacement, managing the company in the future."

Wittmann also said that Preusse will stay on as a part-time advisor to WITTMANN USA. He will fill a business development role focusing on new business and markets.

"My WITTMANN career includes plenty of great stories, overcoming many challenges, with a great team of talented people, I was proud to serve this company along with Michael Wittmann, and the WITTMANN family," said Preusse.

Preusse said that turning the leadership of WITTMANN USA to Sonny Morneault is an ideal transition for the company and its customers. "I am leaving WITTMANN USA in capable hands with Sonny," he said. "He is well versed in who we are, and what we do well, and has been instrumental in contributing to our tremendous growth. After his 17 years here he has earned this promotion."

Sonny Morneault has been WITTMANN USA's VP of Sales since 2015. He joined WITTMANN in 2007 as Dryers Product Manager, and quickly worked his way up to serve in additional sales and leadership roles including Regional Sales Manager, and National Sales Manager. Since becoming VP of Sales, he has increased WITTMANN USA's overall sales by 30%.

Morneault said, "I'm really excited for the opportunity to head WITTMANN's initiatives here in the USA. Our long history and continuous product innovation has always kept WITTMANN at the forefront of innovation and I'm excited to be part of that. I look forward to this new role and to leading the company to new successes and sustained growth."

Jason Long Promoted to Vice President – Sales

WITTMANN USA has also announced that Jason Long has replaced Sonny Morneault as Vice President-Sales. Jason most recently was National Sales Manager for WITTMANN USA's robots and automation division. He served in that role since 2017.

Long has been in the plastics industry for 25 years. He started his career at 19 years old, as an assembly technician building robotic tooling for the injection molding industry. In 2006 he joined WITTMANN USA as a field service technician, where he traveled the country installing and repairing WITTMANN robots. Jason transitioned into sales in 2013, filling the role as the Regional Sales Manager covering the Midwest territory. In 2017 he was promoted to National Sales Manager for WITTMANN USA's robot and automation division, and he relocated to Connecticut to work out of the company's Torrington, CT headquarters.

Jason looks forward to the new role as V.P. of Sales and working with WITTMANN USA's other divisions to continue the company's long-term success.

WITTMANN USA Hires Sean Snodgrass as National Sales Manager – Robots and Automation

Snodgrass comes to WITTMANN with 25 years of sales experience, selling capital equipment and industrial automation components. He most recently was National Sales Manager at Joyce/Dayton-EDrive. He also has plastics industry experience, having spent eight years with Branson Ultrasonics. Sean holds an MBA from Rensselaer Polytechnic Institute and an Engineering Degree from Saint Louis University.

Snodgrass will report to Jason Long, Vice President – Sales. Long was recently promoted along with Sonny Morneault, who replaced David Preusse as President of WITTMANN USA.

"We are happy that Sean has joined our team," said Long. "His sales experience and knowledge of robotics and automation will be a great asset to our customers."

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Custom Robot Solutions for Stack Mold Applications from WITTMANN Produce Faster Cycle Times for Molders

WITTMANN has developed the gold standard approach for stack mold applications: dual high-speed top entry robots.

WITTMANN USA, a manufacturer of injection molding machines, robots, auxiliary equipment and more, has developed a leading-edge custom robot solution targeting stack mold applications. By incorporating dual high-speed top entry robots, this type of cell allows for faster cycle times, lower payload requirements, and flexible process flow.

When looking at stack mold applications, molders normally opt for a dual vertical arm robot to provide automated part handling. However, the issues with dual vertical arm top entry robots are the speed and payload needed for such applications.

"Customers often call asking for dual vertical arm robots to run stack molds, but in most cases the high-speed top entry robot cells have proven to be more robust and quicker for those applications," said Jason Long, Vice President – Sales for WITTMANN. "A lot of molders who are not stack mold experts do not think of this out of the box until we share it with them, as these type of dual robot cells are unique to WITTMANN."

WITTMANN dual high-speed top entry robots.

Stack Mold and High-Speed Stack Mold Robot Applications

The standard WITTMANN high-speed robots can be mounted to run even the most complex stack mold applications. These cells normally can offer cycle times of 7-12+ seconds, without requiring special robots or causing abnormal wear and tear on dual vertical arm robots, which is the case for robots not designed for quicker cycles.

The cell also provides flexibility, as it can also be designed with different mounting stands to allow smaller footprints, integrated conveyor systems, or other downstream equipment needed for pre or post molding automation. The robots can be programmed to work together or can run individually, when one robot can be used when standard two plate molds are run in the same machine.

Decades of application experience, innovative developments and more than 35,000 produced units have made the WITTMANN robots what they are today – the most reliable and innovative robots for the plastics industry. Well planned detailed solutions and state-of-the art components allow highest reliability, shortest cycles and long intervals between maintenance.

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Lilly Donates WITTMANN Two-Shot MicroPower Micro Molding Work Cell to the University of Massachusetts Lowell for Use in Its Plastics Engineering Program

Medical giant Eli Lilly & Company has donated a WITTMANN Micro Molding Work Cell to the University of Massachusetts Lowell. The work cell, which consists of a MicroPower molding machine and two-shot mold, robot, dryer, temperature control units, and feeders, will be used by students in the university's Plastics Engineering program for research and development of micro-parts manufacturing.

A reception and ribbon-cutting ceremony at the Saab Center on the UMass Lowell campus was held on Thursday, April 11. Executives from Lilly, WITTMANN USA, and UMass Lowell faculty, students and administrators were on hand to celebrate.

As part of the collaboration between WITTMANN and Lilly, WITTMANN took the machine back to its US headquarters in Torrington, CT and performed numerous upgrades to the machine. This included adding new end-of-arm-tools, writing new software programs, starting up and training UMass Lowell operators on the use of the machine.

David Preusse, former WITTMANN USA President, and Dr. Ho-Seon Jin, Lilly Senior Director-Engineering, both UMass Lowell alumni, spearheaded the project, as did Davide Masato, Assistant Professor of Plastics Engineering at UMass Lowell. After the ceremonial ribbon-cutting, they all spoke to the attendees.

From left to right: James Sherwood, Dean of the Francis College of Engineering at UMass Lowell, Ho-Seon Jin, Senior Director-Engineering at Lilly, David Preusse, former President of Wittmann USA and Davide Masato, Assistant Professor of Plastics Engineering at UMass Lowell.

Video of Ribbon-Cutting Ceremony with Short Speeches Click to watch Video!

In addition to applauding the collaboration between everyone involved at Lilly, WITTMANN and UMass Lowell to bring this new micromolding work cell to the university, Preusse pointed out in his comments that this was Wittmann's second major donation to the UMass Lowell Plastics Engineering Program. In 2016, the company donated a Wittmann 4.0 Molding Work Cell that consisted of an injection molding machine, robot, and auxiliary equipment including temperature control units, a conveyor and a granulator. That system continues to be used extensively by students for hands-on injection molding research and development.

"We are thankful that the work cell we donated in 2016 has led to courses in Robotics & Automation at UMass Lowell," he said. "Students love the hands-on aspect of designing plastic parts, molds, robot end of-arm-tooling, and then seeing it all come together when they run an automated plastics production molding cell."

"We all know about the ongoing problem with the worker shortage in our country, and our industry," he continued. "It is our hope that this new work cell will help the university continue to develop more career-ready graduates with both the engineering and hands-on experience to enter the plastics industry and make an immediate impact."

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From left to right: Dr. Ho-Seon Jin, Lilly Senior Director-Engineering, and David Preusse, former WITTMANN USA President.

Dr. Jin mentioned Lilly's original use of the WITTMANN MicroPower machine, and how he had hoped to find a way to donate the machine to his alma mater after it was no longer in use. "I came to this country many years ago, and am proud of my roots and the education I received here at UMass Lowell," he said. "After being involved in the original use of this WITTMANN micro molding work cell, I am thrilled on behalf of Lilly to be a part of this donation to the university. UMass Lowell means a lot to me and I hope this helps the university continue its great work to develop talented engineers for the plastics industry."

Davide Masato had a unique career path that led to the event. He first worked with a WITTMANN MicroPower machine while studying mechanical engineering in Italy, and continued working with them while attending graduate school at the University of Bradford in the UK. Masato came to the US in 2018, accepting a position as Assistant Professor at UMass Lowell in the Plastics Engineering Department.

"This machine will be used for advanced research and manufacturing here at the university, and will be used by both undergraduate and graduate students," he said. "We also plan to continue our professional development work, and this machine will be part of educating plastics industry professionals on best practices for micromolding."

Comments from Davide Masato at UMass Lowell Ceremony

Click to watch Video!

Micro Molding Applications Continue to Grow

The use of micromolded parts continues to grow, with the medical market being one of the primary drivers of that growth. WITTMANN MicroPower machines are being used to mold products out of bio absorbable materials including parts used in heart and other surgical procedures, diabetes devices, and more. Also, the fast-growing Auto Injector Drug Deliverable Device sector has led to the need for even more tiny plastic parts.

Micromolding is a complex process that includes many variables, said David Preusse. Usually the plastic materials in these applications are expensive, so minimizing or eliminating the runner and/or sprue and decreasing cycle times is important, all while maintaining the critical part features and dimensional tolerances. Adding multi-component materials and functions such as automation, vision inspection, and cavity traceability increase the complexity.

"This field requires the brightest minds and most capable and innovative technology," said Preusse. "It's another example of how critically plastic contributes to our lives. We're proud to be a part of this industry, and proud that plastics helps save lives."

Upcoming Events

MAPP MANUFACTURERS ASSOCIATION FOR PLASTICS PROCESSORS

October 2-4, 2024
MAPP Benchmarking & Best Practices Conference
Indianapolis, IN

Stop by our table and say hello!

Plastec WEST

February 4-6, 2025
Plastec West
Anaheim, CA
Booth 4333

PT XPO

March 18-20, 2025
PTXPO
Rosemont, IL
Booth 319

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Cover Story on WITTMANN USA!

WITTMANN USA was featured on the cover of the May issue of Plastics Machinery & Manufacturing (PMM) magazine!

Click to read the story!

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WITTMANN USA Personnel News

Iisha Horsfall,
AP/AR Clerk

Iisha joined our USA Headquarters in Torrington, CT in March as AP/AR Clerk. She brings many years of experience in billing and collections within the construction, logistics, and manufacturing industries.

Christian Rodriguez,
Field Service Technician
Material Handling & Auxiliaries

Christian has joined our Midwest as Field Service Technician for our Material Handling & Auxiliaries Division.

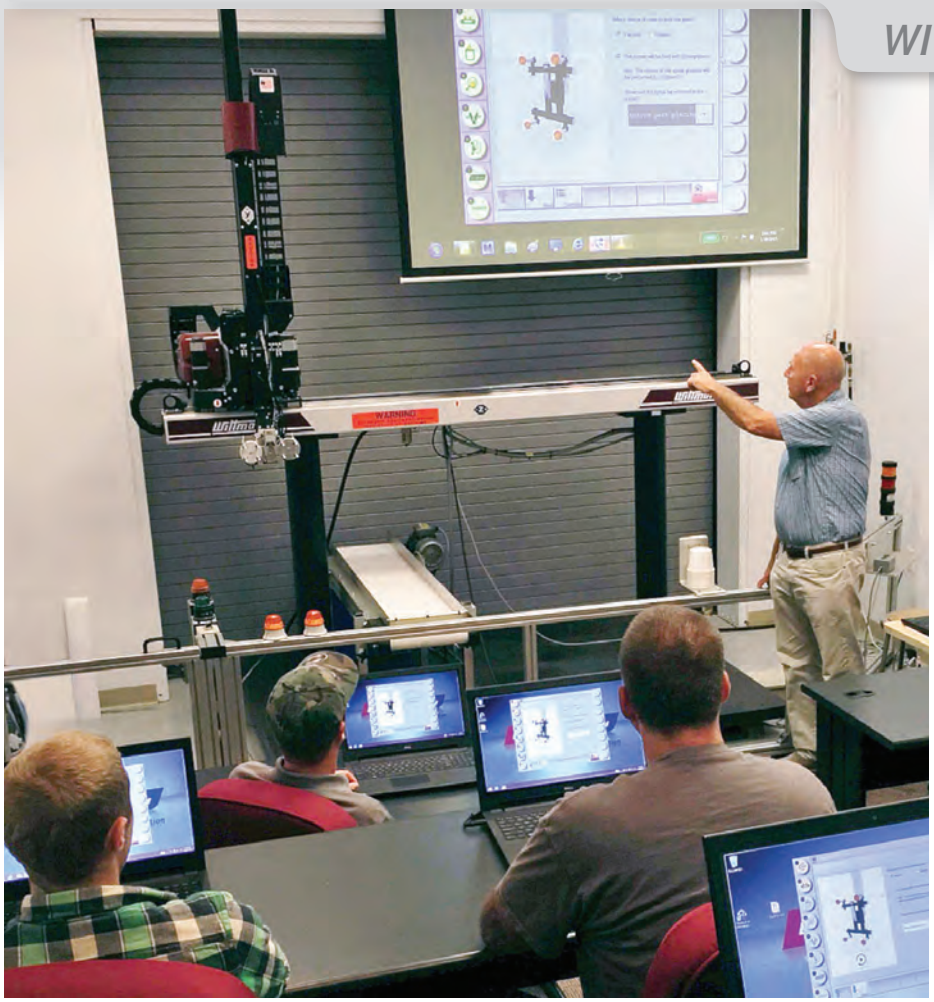
Robert Tugman,
Southeast Regional Sales Manager
Material Handling & Auxiliaries

Robert has joined our team as Southeast Regional Sales Manager for our Material Handling & Auxiliaries Division. He has been in sales since 2005, mainly focusing on 3D printing and plastics.

Clarence Dupoux,
Junior Buyer
Material Handling & Auxiliaries

Clarence has recently joined our USA Headquarters in Torrington, CT as a Junior Buyer for our Material Handling & Auxiliaries Division.

WITTMANN USA Training



Visit Our Website for Schedule and Details, including for Our R9 Training Classes!

Check out our Training/Tutorial Videos on our YouTube Page

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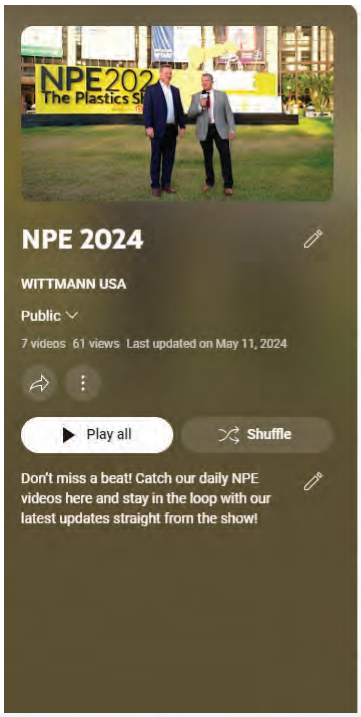
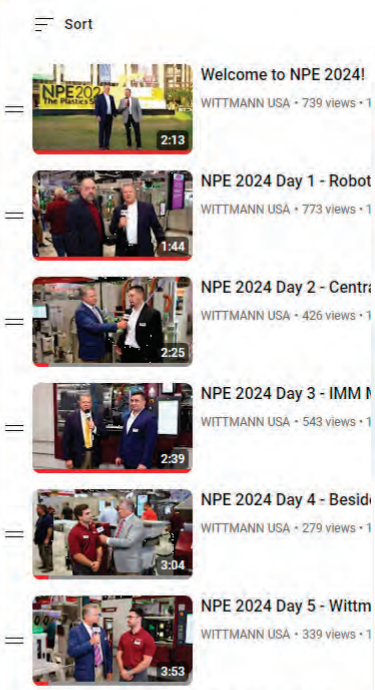
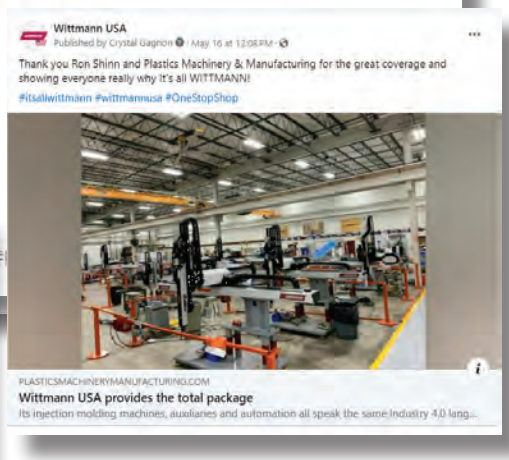
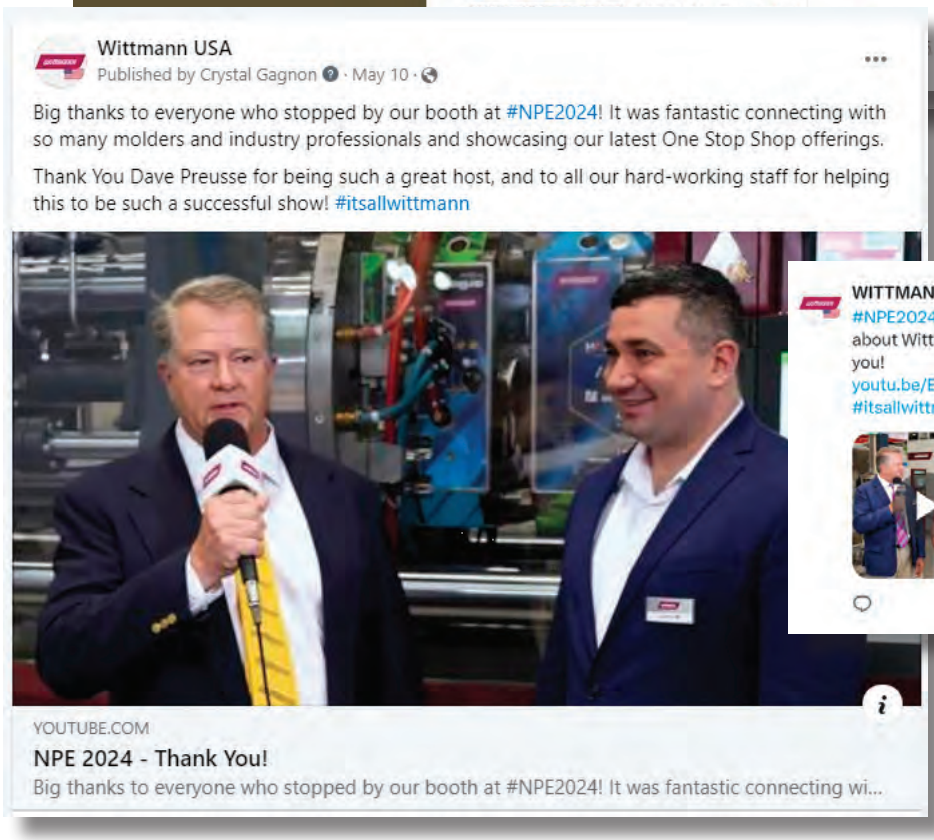
Connect With Us on Social Media!

Make sure to connect with WITTMANN USA on our social media channels!









Contact Us Today!

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world of innovation

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