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Pharmapack Europe
FR, Paris
10 - 11/02/2016
Hall 5 / Booth 228

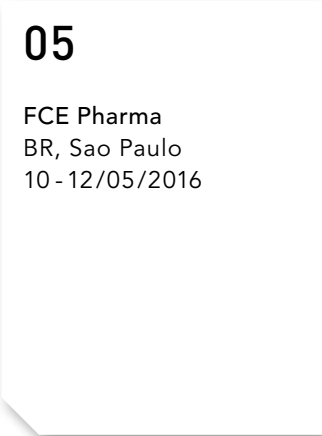
West Pack
USA, Anaheim
09 - 11/02/2016
Hall A / Booth 5574



04

Pharma-Kongress
DE, Düsseldorf
12 - 13/04/2016
Booth 50

ExpoFarma
MX, Mexico
13 - 15/04/2016



06

P-MEC / CPhI China
CN, Shanghai
21 - 23/06/2016



10

ETIF
AR, Buenos Aires
18 - 20/10/2016



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DEAR READERS,

ARE YOU ONE OF THOSE PEOPLE WHO KEEPS GETTING TOLD TO TAKE BETTER CARE OF YOURSELF, TO TAKE MORE TIME OUT OR THE LIKE BECAUSE OF THE STRESS YOUR JOB OR FAMILY PUT YOU UNDER...YOU'VE HEARD OF THE "WORK LIFE BALANCE"? IT OFTEN DOESN'T JUST BOIL DOWN TO THAT 8 TO 10-HOUR WORKDAY; IT'S MORE LIKE THE COUNT-LESS, SOMETIMES TAKEN-FOR-GRANTED OBLIGATIONS SURROUNDING IT THAT WEAR YOU DOWN. THE KIDS, PARTNER RELATIONSHIPS, THE JOB – THE MAGIC TRIANGLE. IN THE JOURNAL "WIRTSCHAFTSWOCH" OF 21/05/2015, HEIKO MAAS, FEDERAL MINISTER OF JUSTICE BY PROFESSION, WRITES FITTINGLY ON THIS TOPIC AND ADVISES US TO PLAN OUR TIME MORE CAREFULLY AND TO SET PRIORITIES, BARRING UNFORESEEN CIRCUMSTANCES, OF COURSE. MY ATTEMPTS TO OBTAIN PARENTAL LEAVE FOR MY PERSONAL BENEFIT, HAVE SO FAR FAILED, BUT I KEEP ON TRYING...!

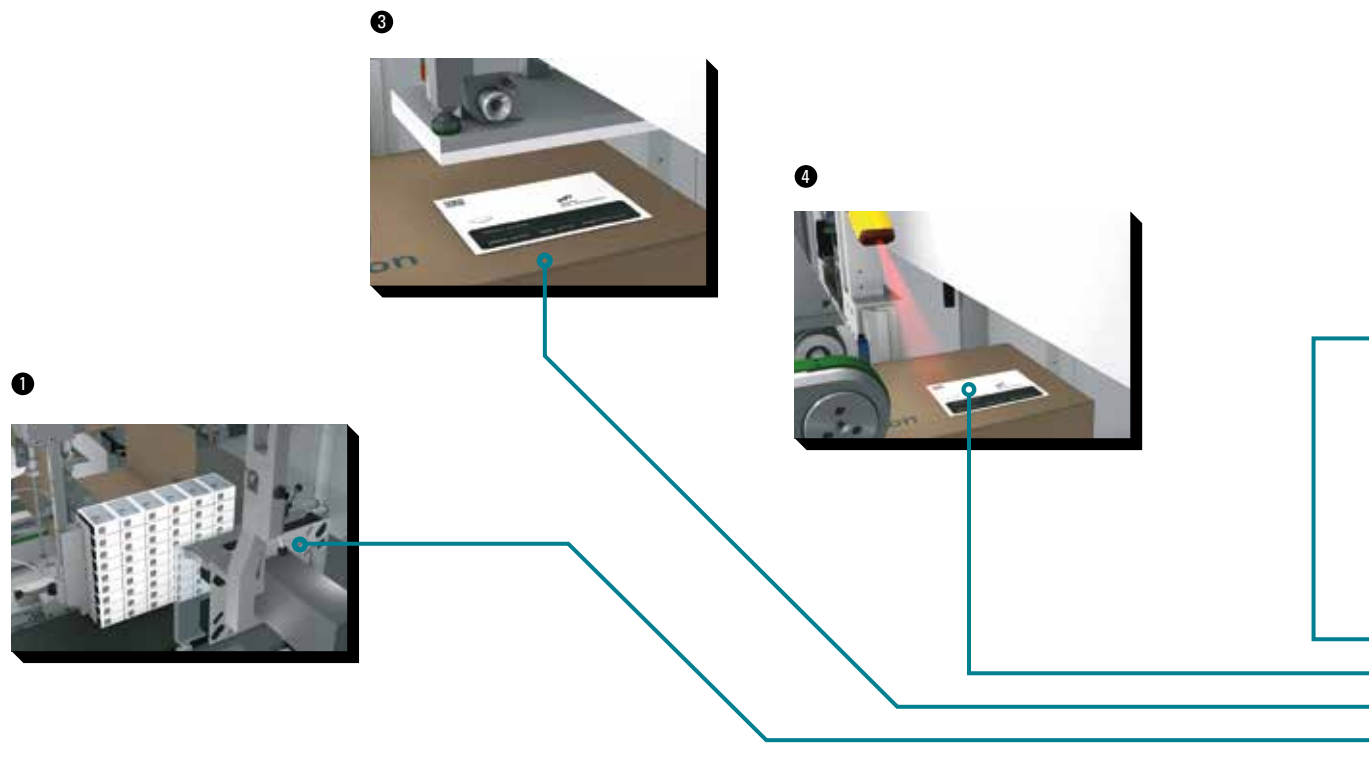
MY ADVICE IS TO GET A GRIP ON TIME-MANAGEMENT, AS IT'S CALLED, AND TO RESERVE CERTAIN PERIODS FREE WHENEVER YOU CAN. IT IS IMPORTANT TO CREATE A FAMILY-FRIENDLY WORKING ENVIRONMENT AND INDEED, PESTER STILL HAS ROOM FOR IMPROVEMENT, IN SPITE OF IT BEING VOTED AN ENCOURAGING "GREAT PLACE TO WORK".

AH, THERE'S JUST ONE MORE THING: WHEN YOU'RE PLAYING WITH YOUR KIDS, PUT YOUR PHONE ON SILENT – IT WORKS! MERRY CHRISTMAS ...

YOURS, **THOMAS PESTER**

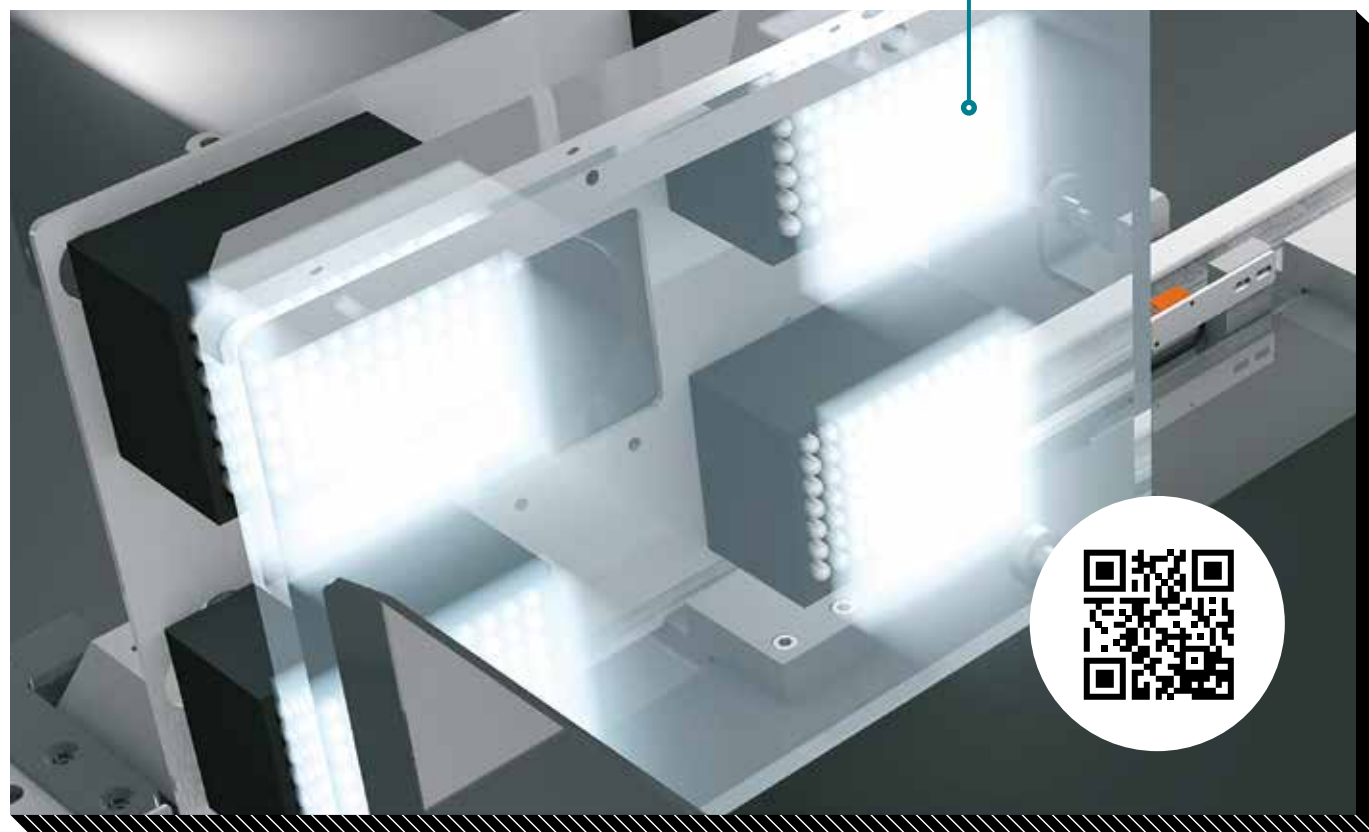
THOMAS PESTER WITH
BETTINA SCHINDELE AND THE
CHILDREN, YANNIS, SELINA AND LIAM
(PENELOPE IS NOT ON THE PHOTO)





INTEGRATED TRACK & TRACE SOLUTIONS

- 1 Creation of layers/case filling
- 2 Inspection of product
- 3 Case labeling
- 4 Inspection of label
- 5 Pallet aggregation



THE FINGERPRINT OF A PHARMACEUTICAL PRODUCT

Every year, counterfeit medicines cause damages of almost 60 billion euros worldwide. This huge amount attracted the attention of companies and governments. Both parties are working on a fast introduction of systems that guarantee consistent traceability of serialized drugs. This means that every dosage form of pharmaceutical product (bottle, carton, sachet, etc) carries an individual serial number.

Recognizing the importance of this process early on, pester pac automation already introduced the first integrated T&T solution for the pharmaceutical sector in 2007. That same year, numerous pharmaceutical companies started implementing serialized productions and gained valuable experience for later production maturity with pilot lines they installed.

"Serialization is the fingerprint of a pharmaceutical product, as it were," explains Thomas Fritsch, head of the Pester's Track & Trace department established in 2010. "A customer must be confident that the drug he purchased is the original product for the expected effect, and not a counterfeit with possible dangerous side effects."

FROM SERIALIZATION TO TRACK & TRACE AND AGGREGATION

The term "Track & Trace" stands for the principle according to which individual serialized products (so-called 'child') are packed into a next bigger packaging unit ('parent') which, in turn, receives a unique serial number. This is referred to as "aggregation". It can involve serialized bottles, for example, which are packed individually into cases or blister cartons which are first packed into bundles and then into cases. Even the aggregation of individual shipping cases on pallets is subject to the Track & Trace principle and is implemented by Pester machines. The aggregation step always follows the same fundamental principle; only the size of the packaging changes. All recorded data is saved by the system integrator during the entire process and is remotely retrievable.

COUNTERFEIT PROTECTION BY MEANS OF "GOOD" PHILOSOPHY

To avoid any incorrect aggregations during the individual packaging processes, for example following a manual withdrawal or mechanical malfunctioning, Pester machines give special attention to a functionally secure signal and data exchange.

"Each control process in an individual packaging step functions in accordance with "good" philosophy," Thomas Fritsch explains. "Only as good inspected products are approved for the next packaging step." This must be guaranteed at all times. The maximum productivity of a packaging line is only ensured when all systems involved in the packaging process are currently informed on the status of the product in the individual steps, and the operation of the machines remains as simple as possible. pester pac automation has undertaken major efforts to this effect. All data saved during a packaging process is recorded on databases in central server stations to which all pharmacies have access at product release. This means that pharmacists can read out the data by means of a simple scanner and can be sure they received the original product from the pharmaceutical wholesaler. This is the only way he can secure original drugs for his customers.

TRACEABILITY BY 2018

Implementing the EU Falsified Medicines Directive (FMD) 2011/62/EU represents a huge technical, logistical and economical challenge for manufacturers of prescriptive drugs. By 2018, all pharmaceuticals produced in the EU and placed on the market must be traceable via a unique serialization number along the entire supply chain. Worldwide, Turkey and China were the first countries ordered by their governments to engage themselves in the fight against counterfeit medicines. During the past few years, such implementation has been postponed in the USA and Europe for various reasons. Individual countries' and manufacturers' varying requirements demand high flexibility in the packaging, monitoring and data saving processes. However, an increasing number of standards have developed during recent years.



TRACK&TRACE TEAM

"The technical and financial efforts required for serialization are extremely high, of course," says T&T expert, Fritsch. "But considering the vast sum of almost 60 billion euros the pharmaceutical companies have lost due to counterfeit medicines, the investment will be regained very quickly." Seven team members are responsible for integrating T&T modules individually into the new packaging machines and retrofitting them on machinery already supplied. Special attention is paid to machine safety and easy handling. The machine performance must not be affected by additional T&T functions.

SYSTEM INTEGRATION ACCORDING TO CUSTOMER REQUIREMENTS

In 99 per cent of cases, the customer decides which system integrator is to be fitted. "There are various T&T providers on the global market, and we have already integrated sixteen of them into our machines several times. Our system partners include Systech, Laetus, PCE, Uhlmann and Antares," says Thomas Fritsch. Certain integration standards were defined in cooperation with these companies. "The customer selects the T&T system he trusts and can integrate best into his local company network." Pester machines are designed flexibly for the integration of leading systems, thus enabling a professional implementation of the customer's requirements."

STANDARDIZATION AND QUICK DATA TRANSFERS ARE NEEDED

Fritsch sees higher standardization as a major challenge for the future. "We try to implement an integration standard of 60 to 70 per cent so we don't have to re-invent the wheel every time," says Fritsch. "Both parties benefit: the customer saves money and we save a lot of time during installation and set-up." Owing to T&T systems manufacturers' workload of almost 100 per cent and their limited personnel capacity, this standardization is only developing slowly and individually.

Pester sees another challenge in the speed at which the systems must process their signals and data. Because the variety of medicines is increasing and the batch sizes of packaging decreasing, machines are getting faster and faster. 500 serialized individual cartons, an aggregation of around 70 bundles per minute and a shipping case aggregation of 15 cases per minute are becoming a common requirement. The pressure continues on the T&T sector. Pester pac automation is going to meet any challenge in this segment and it's going to remain a pioneer in matters of design, safety and operating comfort.



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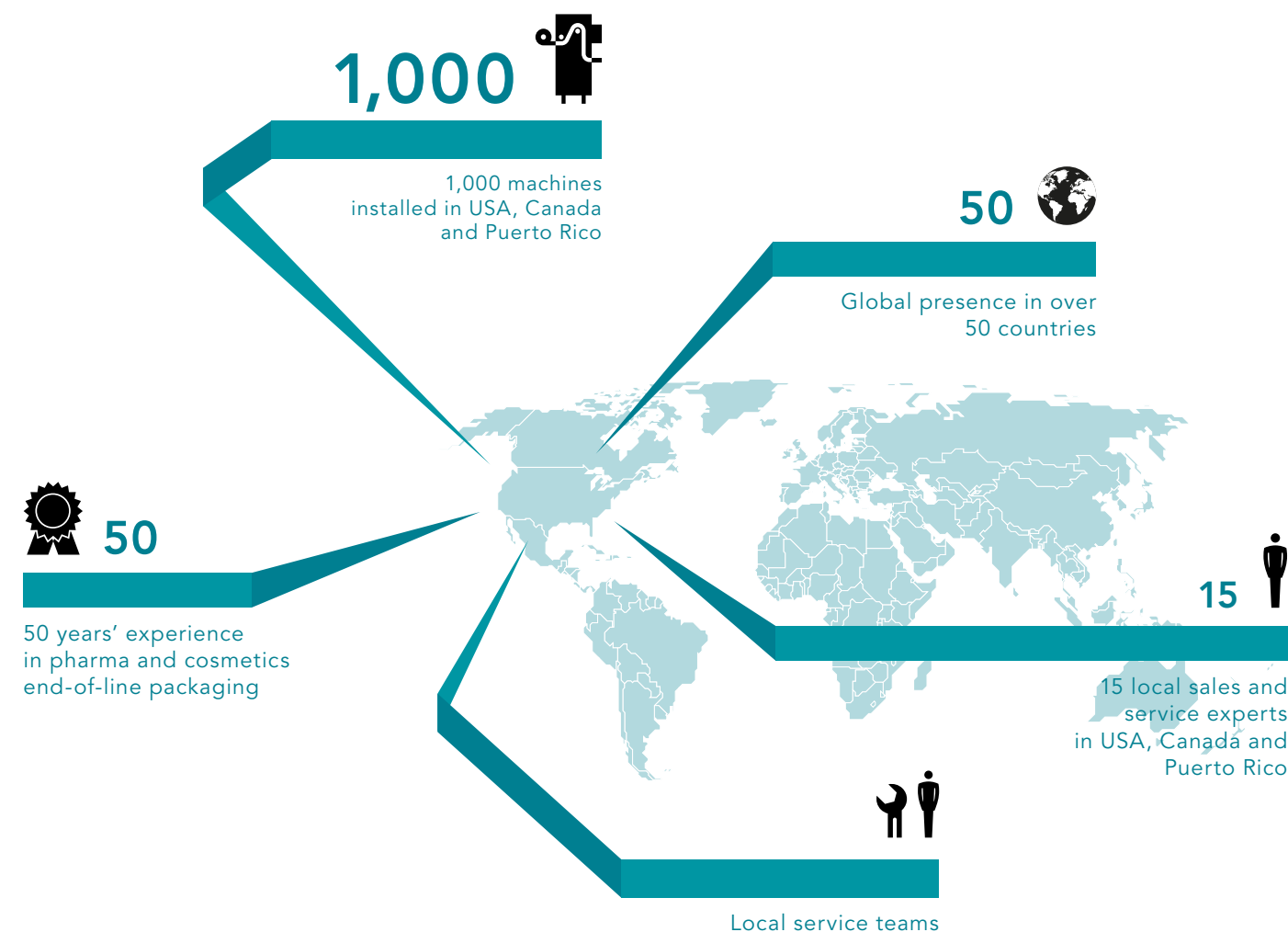
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PESTER USA HAS SET ITS SIGHTS ON GROWTH!

A three-man management team, Walter Berghahn, Ryan Braun and Rod Bastidas (see page 6), took over Pester USA, New Jersey in September 2015. The entire Pester USA team currently consists of 14 people in Sales, Service and Administration, each of whom have a critical role in contributing to the success of the Pester location.

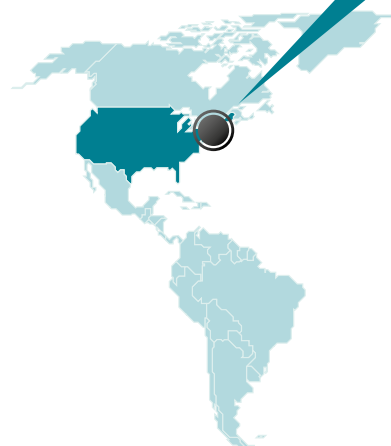
"We would like to wish farewell to Joachim Eckart and his family who have now moved back to Germany. Joachim spent the last 3 years here at Pester USA in the Vice President role and we would like to thank him for the time and efforts he offered," says Ryan Braun, Vice President of Sales & Marketing. Pester USA wants to accelerate the growth rate even further. "Here at Pester USA, we are now undergoing some key personnel changes/additions and that, coupled with our current staff, will further our efforts

to drive growth into all facets of our business. We are excited about the potential opportunity and the future of Pester USA," summarizes Walter Berghahn, Vice President of Operations & Business Development.

It has already broadened its regional sales coverage with the addition of two new sales managers and it is also looking to expand its service coverage to better serve its current customer base. In the near term Pester USA is targeting having the ability to design and manufacture some of its standard format parts, offering an easy alternative for our customers seeking an expedited solution.

Looking longer term, Pester USA has plans to develop an in-house Preventative Maintenance / Training Program to offer to its customers.

PESTER USA



Management Team

1 Walter Berghahn
Vice President Operations & Business Development

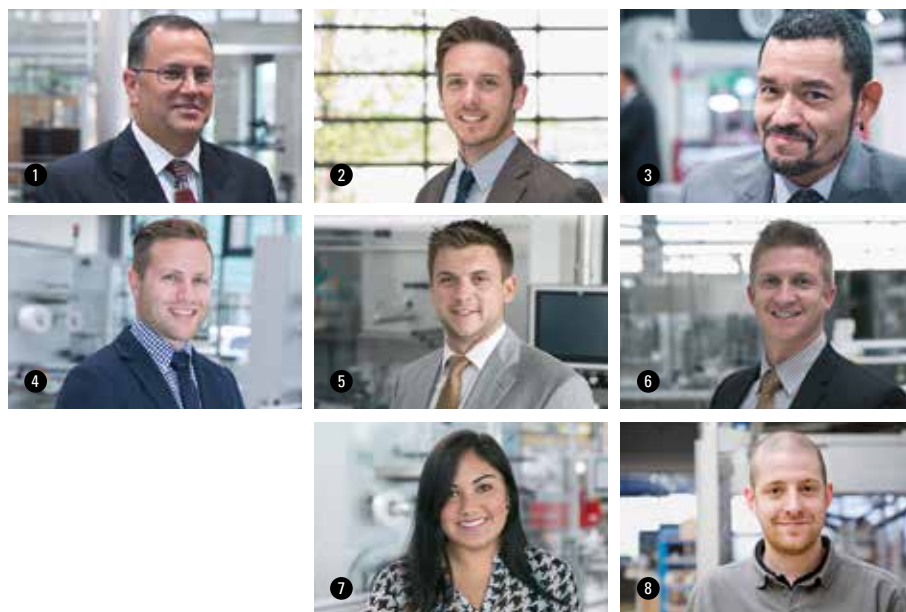
Walter joins Pester USA from a career spanning 30 years in packaging and capital equipment across several industries. His last 20 years have been focused on pharmaceuticals. Growing Pester USA in all aspects is his focus and finding where it can be most efficient.

2 Ryan Braun
Vice President Sales & Marketing

Ryan has been with Pester USA for almost 9 years. He primarily served as a regional sales manager for the Mid-West and helped maintain and grow this region. Ryan moved into the VP of Sales & Marketing position on September 1 and hopes to create a more dynamic approach to the sales consultant process for the sales team. Ryan currently resides in Lyndhurst NJ.

3 Rod Bastidas
Manager – Service Department

Rod has been with Pester USA for 17 years and has spent this time as one of our most senior technicians. Rod has transitioned into the service manager role and wants to focus on team building to strengthen the relationships with our customers and improve our ability to provide high quality service.



Sales Team

4 John Carlin
Regional Sales Manager, USA
Midwest & North East

John has been with Pester for five years and has been successful in developing new relationships and strategic partnerships with customers in the South East and West coast regions. In the coming months John will be assuming the role of Regional Sales Manager for the Midwest and North East regions and is excited about the new challenge and the future of Pester USA. John currently resides in Weehawken NJ.

5 James Barrett
Area Sales Manager, USA
West Coast & Canada

James started working in the Sales team in July 2015, having previously worked as an inside sales account manager. He spent his time working with various pharmacies and oncology practices throughout the US. Outside of work, James enjoys basketball, golf, fishing, and health & fitness. James currently resides in Hoboken NJ.

6 Tim Braun
Area Sales Manager, USA South

Tim joined Pester USA from Red Moon Marketing where he was an account coordinator and spent much of his time traveling to expos around the country for various clients. Tim lives in Charlotte NC and enjoys golf, volleyball, snowboarding and most outdoor activities.

7 Cara Resnick
Sales & Marketing Assistant

Cara joined Pester USA in May 2015, graduating from Parsons in Manhattan. Cara is ready to start her career at Pester USA assisting both the sales and marketing areas. Cara enjoys graphic design, health and fitness. She currently resides in Upper Saddle River.

Service Team

8 Florian Mueller

Florian has been working for Pester Germany for 8 years. He decided to join Pester USA as service technician at the beginning of the year. Florian is a mechanical specialist and resides in Tuxedo Park NJ. His hobbies are traveling and football.

Roman Grosh

Before changing to Pester USA, Roman had many years of industry experience as a service technician, especially with conversions. Roman is an electro-mechanical specialist and will be able to make optimum use of his skills in the machine program. He currently resides in Sparta NJ.

Further team members
are as follows

Rolf Freier (Controller)
Marie Egan (Financial Assistant)
Erik Suric (Parts Manager)
Karen Farrell (Service Assistant)
Shawn Casey (Service Technician)
Alun Childs



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INTERVIEW WITH MARTIN NAUCLÈR,
 GENERAL MANAGER OF PESTER PAC AUTOMATION CHINA

BUSINESS IN CHINA: RELATIONS, PATIENCE AND COMMITMENT

Shanghai

Expanding its presence in the BRIC states – above all in China – plays an important role in Pester's global strategy. pester pac automation has been represented on the Chinese market since 2004 and inaugurated its own subsidiary Pester China in Hangzhou in the following year. In 2012, Pester moved its subsidiary in China from Hangzhou to Shanghai where an in-house production is being built up for the Chinese market in order to better accommodate the requirements of local customers. Today the sales office is located in the center of Shanghai. A team of 14 sales and service specialists is available to fulfill the requirements of global and national pharmaceuticals and cosmetics customers in China.

Martin Naucèr has been working with Pester since 2012. He started as Sales and Operations Manager and has been General Manager of Pester China in Shanghai since 2014. He is sharing his business and personal experiences with us. ►►



»» What has changed since then?

Old buildings are gone, replaced by modern skyscrapers. Local restaurants and tea houses have been superseded by McDonald's and Starbucks. The people have remained more or less the same but now have more knowledge about the West. It seems that they don't want to change as quickly as society has.

»» What fascinates you about China personally?

The tempo. Everything is available within 24 h. Anything can be made, nothing is impossible. The people. They are very difficult to get close to but once you do you have a friend for ever. The dedication and commitment. The way they respect, treat and take care of their families. The family is what they treasure most in life and everybody takes care of one another, whatever the situation.

»» What are the essential qualities you need to succeed in China?

Listen and try to understand the Chinese way of thinking. Don't try to be one of them or even be like them; find a way to work with them, beside them. Be open-minded and open towards their culture which is inspired by many stages throughout their history. Very often, be open and accept strange behavior. Find the link between East and West.

»» What is your advice to companies and managers who want to gain a foothold on the Chinese market?

Find out what the market needs and don't necessarily try to sell what you can provide. Be aware of the fact that for historical reasons people are not used to being independent. Don't try to impose the western way of thinking on China. Be patient.

»» Where is the Chinese packaging market heading?

Hard to tell, China surprises me and changes all the time. Most likely a reduction of government-owned companies and more privatization. Reduction of companies through mergers. Domestic products and manufactures will probably play a bigger role. An increase in the export of locally made products and a decrease in the import of foreign made products.

»» Can you describe the current situation of the packaging industry on the Chinese market?

The packaging industry is slowing down, but still increasing by 10-15% yearly. Many companies have overcapacity but, at the same time, a lot of use is made of manual labor.

»» Can you tell us your biography?

I started to work with Asia and China in 1998 as technical support for a Swedish company. Then I moved on as Area Sales Manager for Asia for another Swedish company. In 2005 I began traveling frequently to China to set up a local organization for that company. In 2012 I moved to China with my family to work for Pester.

»» How was your first experience in China?

That was in spring 1999. I remember how I didn't like China very much at first. The air was always polluted, I did not see the sun for weeks. I remember sitting in cold and dark conference rooms trying to make presentations. The restaurants I went to were smoky with dirty wallpaper on the walls. The food was shared with people I did not know and I had no idea what I was eating. No one could speak English at that time.



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»» What special experiences have you made?

Good relations and friendship are key. Try to understand and support rather than push. Things are not just black and white. There is no clear answer to all questions. Ask and ask again, then check with two others.

»» Which pharmaceutical products determine the Chinese market?

Government decisions and investment in health care systems. GDP; the pharma market pretty much follows the GDP growth rate.

»» How important is machine performance?

It's still not the main decision criterion. Labor is still fairly low-cost and production and maintenance workers are not educated enough to maintain high performance machinery.

»» How will the Chinese pharmaceutical packaging market develop in the next ten years?

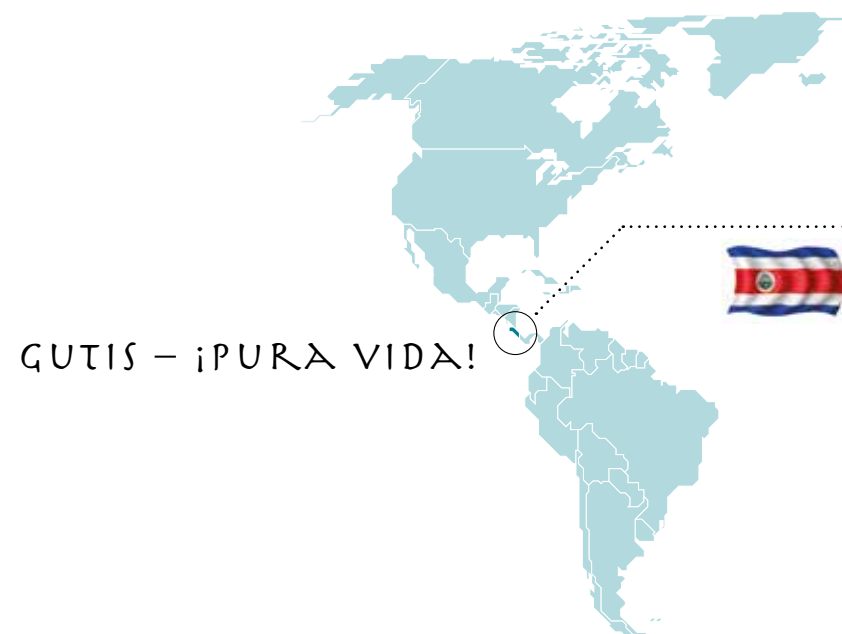
The estimation is between 6-8 % annual growth for the coming five years. Probably this will depend on the GDP, improvements on the health care system, GMP regulations and export of medicine from China to other countries.

»» Are there any trends?

Localization: more and more companies, also multinational ones, are looking for domestically produced products for convenience and for investment reasons.

»» Deciding on a manufacturer, which criteria are essential in China?

Value for money. A Chinese person needs to feel he/she is making a good deal, no matter what the price tag is.



Smallest case packer / palletizer monoblock soon to be manufacturing in Costa Rica

GUTIS EXPANDING WITH NEW PESTER MACHINE GENERATION



From left: **Thomas Pester** CEO, pester pac automation, **Ana María Fallas** Technical Director, Gutis, **Juan Garzón** Area Sales Manager for South America, pester pac automation, **Norman Gutiérrez** CEO, Gutis, **José Said Sesin Gutiérrez** Head of Engineering, Gutis in front of the new case packing and palletizing solution at Achema 2015



“It was love at first sight: I saw the machine and bought it while I was still at Interpack.”

Gutis is one of the leading pharmaceutical companies in Central America. Founded in 1962, Gutis has 50 years’ experience in the production of high quality pharmaceuticals. The company name is traditional and relates to its founders Doctores Jesús Israel Sarkis and Guillermo Gutiérrez Varela. GUTIS is a combination of ‘GUT’, as in Gutiérrez, and ‘IS’ as in Israel.

Production on the new line will be commencing in San José during the second quarter of 2016. Gutis wants to continue expanding. Further product developments and the entry into new markets are planned. Next year, Brazil and Mexico are to be added as export markets. This year, the company expects a growth rate of 12 per cent world-wide.

The family relied on German equipment and technology right from the outset. President María Luisa Israel Sarkis, Dr. Gutiérrez’ wife and Dr. Israel’s sister, and Vice President Ing. Norman Gutiérrez Israel are convinced that these are still an important basis for success. Both manage the internationally active company with some 300 employees. Alongside the modern pharmaceutical production, a research and development section is also located at the headquarters in San José. Almost all common pharmaceutical dosage forms are produced here for the Latin and Central American market: syringes and fluids, creams and ointments, tablets and capsules.

This is why Norman Gutiérrez is already planning a further expansion to his production capacity. As the responsible Area Sales Manager at Pester, Juan Garzon feels a particular obligation to continue supporting Gutis as permanent partner in all matters relating to end-of-line packaging.

The modern manufacturing plant in San José produces 300m units on 10 production lines per year. The company has its own sales offices in seven countries and exports its products to 11 countries in Central America, the Caribbean, Ecuador and Venezuela.

Norman Gutiérrez looked for a compact end-of-line packaging solution for the production of a new hormone preparation, with serialization of cartons right up to the pallet. “I already found my favorite at Interpack 2014,” he proudly reported during his visit to this year’s Achema. “It was love at first sight: I saw the machine and bought it while I was still at Interpack. The compact pharma design and flexibility of Pester’s new highly automated packaging cell PEWO-form SLP 2 Compact convinced me; there was no better solution on the market for our application.” This implies that Gutis is one of the first customers of this new generation.



Pester’s new PEWO-form SLP 2 Compact: with 8.4 m², it is the smallest side loading case packing and palletizing combination on the market. Advantages: 35 per cent less space requirement and 75 per cent faster format change

EVEN CLOSER TO THE CUSTOMER

New Sales Team for Germany:

A sustained growth on international markets and strong customer partnerships were two good reasons for pester pac automation to reposition strategically in 2014. In order to handle the important German market, the company opted for its own sales structure. Axel Augenstein took over this sector at Pester last year and is responsible for the Sales Team for Germany.

"Germany is our strongest market," he says. "We want to develop customer loyalty even further in the future in order to cater for our customers' requirements even better." Individual consulting and support are the Germany team's first priority: "Personal contact is very important to us," Augenstein emphasizes. "Germans are extremely critical; it's what I refer to as 'the engineer's doubt'," says the sales expert. "But we're willing to make concessions because we can confidently answer any questions due to our many years of experience in this field." »»



Axel Augenstein

Axel Augenstein has been working for pester pac automation since 01/04/2014. He has known Pester for more than 25 years. Axel Augenstein started his career as a toolmaker and studied mechanical engineering. Following this, he worked on the international packaging machine sector. He has best expertise and many years of experience. Axel Augenstein comes from Baden-Württemberg, is married and has four daughters.



Ralf Jandl

Ralf Jandl has reinforced the Pester Sales Team Germany since January 2015. With more than 20 years' experience in the sale and service of packaging machinery for the pharmaceutical branch, he is a proficient consultant. Ralf Jandl is responsible for the sale of new machinery in the North of Germany. He excels through his technical know-how on individual machine units and entire lines in pharmaceutical production. Ralf Jandl lives close to Bielefeld, is married and has a son and two daughters. Three years ago, he discovered his passion for sailing.



Rainer Röcker

Joined the team at the beginning of July 2015. Starting off as an electrical engineer, he is a true expert on the packaging sector and is focused on validation and qualification. He supports customers in the South of Germany. Rainer Röcker comes from the area around Ulm, is married and has one son.



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»» Axel Augenstein can build on a great number of repeat customers, but still sees potential for new customers, especially in the pharmaceutical industry where the German economy plays a predominant role. "Pester is in a position to perfectly meet their very complex requirements and to offer special solutions if need be." Furthermore, in Germany there are several small pharmaceutical companies or contract packagers with special requirements which Pester can realize with great flexibility. The key players in the German cosmetics industry also offer attractive market potential.

This year, the Germany team was represented at the FachPack in Nuremberg 2015 from 29th September to 1st October. "This exhibition is gaining increasing importance because it is relatively limited compared to Interpack, for example," says Axel Augenstein. Since he and the other two team colleagues learned their jobs from the bottom up (see infobox), the new Pester Germany sales team is well-prepared: all sales consultants are experts in their field and speak the language of their customers. In view of the increasing complexity of packaging processes, Pester customers benefit from this additional manpower through faster reaction time and higher technical advisory expertise.

The Germany team is focused on a clear strategy of growth: "Potential is there." Axel Augenstein is also resolved to something else: "New weight will be given to our advisory role. That means that we find out what the customer really needs during the very first meetings. Our broad technical expertise enables us to work for our customers' success even more efficiently."



GREAT PLACE TO WORK®

Excellent workplace culture as a competitive advantage

92 per cent of pester pac automation's employees consider their company to be an attractive employer they would recommend.

From the viewpoint of the workforce, Pester has a particularly trustworthy, respectful, and desirable workplace culture. As such, pester pac automation reached 29th place in the "500 to 2000 employees" category in the nationwide Great Place to Work® competition for Germany's best employer, and ranks among Germany's top 100 best employers. In the competition "Bavaria's Best Employer 2015" Pester achieved 7th place in the category "Companies with 501 to 1000 employees". Pester was already awarded "Best Employer in Allgäu 2014" in September last year.

"A work environment characterized by pride and team spirit enhances the sustainability of a company and gives it an advantage in retaining qualified employees," the Great Place to Work® coordinators underlined during the award ceremonies in Berlin in March 2015 and Munich last April.

pester pac automation's HR Department can certainly confirm this. "Since the awards were published, the number of unsolicited applications has risen significantly," HR manager, Uschi Gundel was pleased to report. "As a middle-sized family business, we are proud to find ourselves among the best employers in Germany and Bavaria," said a delighted Thomas Pester, Company Director. "This award honors our commitment in employee-oriented human resources and management work." The company is not going to rest on its laurels, though. Thomas Pester emphasized: "This competition has shown us where we stand and where we also need to make improvements." The results of a previous anonymous survey among the company members on matters such as trust, vocational development, identification, team spirit, health promotion and work life balance are seen as basis for further improvements.

The international consulting and research firm Great Place to Work® was founded in 1991 and is active worldwide in 50 countries.



Human Resources Director **Uschi Gundel** and Managing Director **Thomas Pester** receive the "Germany's Best Employer 2015" award in Berlin.

Credibility
Respect
Team spirit
Fairness
Pride





1

SUSTAINABLE CORPORATE CULTURE

Pester focuses on sustainable technologies for new production hall

Sustainability is more relevant than ever and pester pac automation is facing up to its duty. Responsible handling of resources has been a central element of the company's culture from the very beginning. When it set up its headquarters in 2000, Pester already put emphasis on a modern sustainable energy concept and rated among the pioneers of regenerative concepts at the time.

The production hall at the headquarters in Wolfertschwenden (Unit 2) was consistently expanded according to the principle of sustainability. "Owing to rising energy costs, a carefully laid out energy concept is of great importance," said Hubert Weishaupt from the H. Schmaus planning office that designed and implemented the approximately 3,600 square meter shop floor and basement, also containing a modern warehouse system. Construction began in April 2014 and the relocation to the new hall took place in March 2015. The heat and energy supply to the new production facility is based on three sustainable systems. The new woodchip heating provides a major share of the required heat energy virtually CO₂-neutral and the woodchips come from a local source. In addition, a highly efficient gas-fired condensing boiler was installed for which a separate, several kilometer long gas pipeline needed to be laid to the premises. The third pillar is solar energy. While the solar plant at the main building caters for the hot water, the photovoltaic installation on the roof

of the new hall provides the electric power supply. The plant has a capacity of 99 kWp. "All of the power generated is used in this building," architect Weishaupt explained, obviously proud of the new PV plant. It is not visible from the outside, and due to a special flat roof system in East-West direction, electricity can be generated during the daytime more consistently than in a clear South direction. The expected annual yield is around 97,560 kWh/a, equivalent to the average annual power requirement of 32 households. Approximately 72 per cent of this energy is used by the company itself and the remaining 28 per cent is fed into the public power supply system.

Reduction of energy consumption through innovative technologies

The entire hall lighting was fitted with LED lights using state-of-the-art technology. This alone means a decrease of 40 per cent in the connected load as opposed to previous fluorescent lamps. The lighting is controlled via a digital addressable lighting interface (DALI) in conjunction with daylight-dependent lighting management in the assembly hall section. As a result, savings of up to 70 per cent of the lighting energy consumption are possible on Sundays. The CO₂ emissions are reduced by approximately 78 per cent compared with conventional lighting systems.



1
Filigree steel girder construction offering flexible hall usage through minimum use of supporting elements.

2
Extensive strip lighting for optimum illumination with daylight.

3,600 m²
additional production area

335,000 kg CO₂

savings per year through use of renewable energies

49.35 MWh/a

energy savings through heat recovery

97.56 MWh/a

expected power generation from photovoltaic system per year

LED TECHNOLOGY

SOLAR ENERGY

WOODCHIP HEATING

2