

**"Small but mighty":**

## **Indiana Gummi invests two million euros in semi-finished goods production**

**His heart beats for plastic: When Erich Resing talks, you can feel the passion and enthusiasm in every sentence. Paired with an energetic blend of drive and decisiveness, he possesses all the right qualities to be a successful owner and managing director of an international company in the plastics sector. It is therefore unsurprising that the story of Indiana Gummi GmbH in Vreden has also become that of Erich Resing and his family — particularly his two daughters, both of whom are actively involved in the company, as well as his two sons-in-law Markus Hoffmann (chief operating officer) and Frank Terhalle (head of maintenance).**

**Only recently, the company once again invested heavily in its future by spending over two million euros on a new press and HOLZMA panel-sizing saw.**

Indiana Gummi was founded in 1974 as a joint venture between Indiana Rubber and Nagenborg GmbH & Co. KG. The company initially manufactured rubber and polyurethane (PU) products for the shoe repair industry. "But shoes are a fashion, and you know how things are in that business," sighs Erich Resing, "it comes and goes." As fashions came and went, so did the company's turnover, since not every shoe required the products of Indiana Gummi. Time and again, the company faced major economic fluctuations.

However, all this changed when Erich Resing joined Indiana Gummi as partner and managing director in 1989. Under his leadership, the company soon took on the former activities of Nagenborg — the processing of polyurethane. Over the

years, the PU department acquired three dual-centrifuge systems for the manufacture of PU panels as well as a mould table for shaped parts and panels made of polyurethane. Indiana Gummi had thus added a second string to its bow. The company has since concentrated its efforts on the processing of compact and cellular PU by means of cleaving, stamping and water-jet cutting.

Nagenborg ceased all its activities and became a pure holding company.

Before joining Indiana Gummi, Erich Resing had been involved in the manufacture and processing of semi-finished polyethylene (PE) products since 1969. In Vreden, he used this considerable experience to add a third string to the company's bow: In 1995, Indiana Gummi installed its first press for 4000 x 2000 mm panels and invested in CNC cutters, CNC lathes and profiling machines for further processing.

Ram extruders for the production of round rods and endless profiles were also acquired. Furthermore, Indiana Gummi is the first company in the world to craft profiles from ultra-high-molecular-weight PE using screw extruders. After the manufacture of the semi-finished goods, further processing is performed on machining centres, planes or milling machines at the customer's request.

Following client specifications or drawings, the company produces parts not only for the machine-building and materials-handling sectors, but also for the food and packaging industries. Other sectors to benefit from Indiana Gummi's services are the electroplating and mining industries.

Erich Resing gradually expanded the business activities of Indiana Gummi, thus securing the company's economic stability.

Today's successes speak for themselves: the company enjoyed continuous

growth. In 2006, Indiana Gummi reached the limits of its capacity. "We could easily have accepted further orders, but we did not have the space for additional machines," explains Resing. It was not long, however, before a solution was found. In 2007, the administration and processing departments moved to a nearby building, and the company finally had the space it needed.

At the top of the wish list was a new press. The first press was suitable for 4000 x 2000 mm panels, but the company needed a machine to press panels measuring 6000 x 2000 mm. In 2008, Indiana Gummi spent more than two million euros on new equipment. After all, you need to make solid investments to be able to press 50 tons of steel and 200 tons of concrete.

The new six-metre panels also required a new saw. The machine needed to be more stable than its predecessor to be able to handle the heavy material. It also had to cope with panel heights of up to 150 mm, while maintaining excellent cutting performance.

The company soon decided on the HOLZMA HPP 570 P, a saw developed specifically for the plastics sector. With its multitude of patented technologies, it is the perfect machine for demanding industrial clients and is one of the Swabian machine builder's flagship products.

Resing first encountered the HOLZMA saw at a trade fair. He liked the look of it and bought it. Just like that. Although, as Resing explains, there were some initial doubts: "I have to admit, I was a little sceptical to begin with. I thought that HOLZMA only manufactured wood saws and had no experience with plastics." He was only happy to be proven wrong.

"What impressed me at the trade fair was the cushion of air on the air tables and machine tables," states Resing. "It means that we only need one person to operate the machine, despite the fact that the panels are up to six metres in

length and often very heavy." Another factor that influenced his decision was the accuracy of the saw and its precise cutting, which can be mainly attributed to the rugged, high-precision machine base made of mineral casting.

After seeking comprehensive advice, company management also selected the "multi-cutting" option. It allows panels to be cut to size in two or three stages, which is very useful for the demanding and tensioned materials processed in the plastics industry. This also reduces the strain on the valuable machines.

The saw is equipped with a label printer and corresponding software and also comes with HOLZMA's market-leading optimisation software Cut Rite. This represents an investment in the company's immediate future: "We are not yet utilising the full potential of these options," states Resing's son-in-law, Frank Terhalle. "However, our planning for organisational changes is already underway."

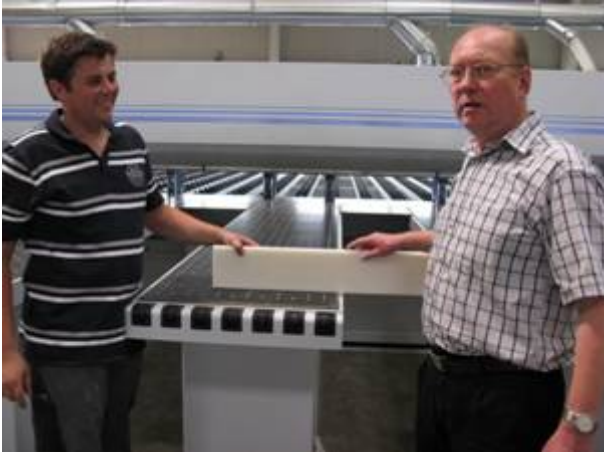
Today, Indiana Gummi has a production area of 10,000 m<sup>2</sup> spread across two sites with a total of 35 employees. "Small but mighty," is how Resing describes the company setup: "Ours is a highly flexible organisation, which works with great speed and precision — and which can act at a moment's notice if a panel happens to be out of stock."

Shoe repairs now only account for 25% of the company's turnover — rubber has taken a back seat and plastic is the name of the game. But the name "Indiana Gummi" has always remained. As Erich Resing explains: "People always smile a little when they hear the name and we thought long and hard about whether to change it. In the end we decided to keep the name as it is well-established and very easy to remember."

The ever-restless Resing also has great plans for the future. His next step is to set up an outside sales force, which will allow the company to provide better

support for its international customers with regional proximity.

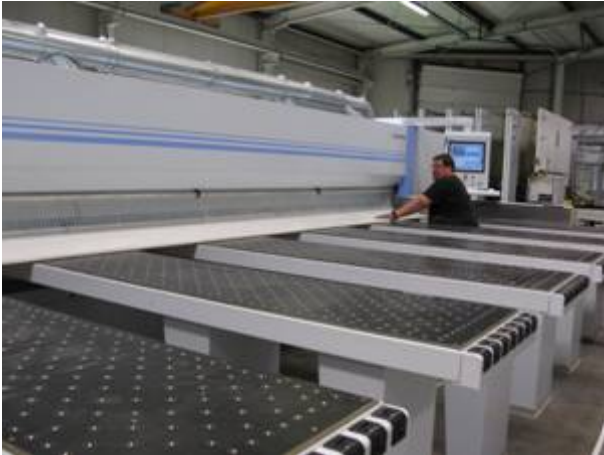
## Photos



Erich Resing with son-in-law Frank Terhalle (left) in front of the HOLZMA HPP 570 P panel-sizing saw



Erich Resing in conversation with the operator of the HOLZMA HPP 570 P panel-sizing saw



With its 6.5 metre cutting length and saw blade projection of 170 mm, the HPP 570 P casts an imposing figure



Convincing performance: Thanks to the tables being equipped with air jets, even 6 metre plastic panels can be moved with just one hand ...



... and conveniently stacked.

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