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## USER REPORT



Greiner Bio-One International AG:

### **Healthcare service with the assistance of WITTMANN BATTENFELD**

*In February of this year, Greiner Bio-One International had its third electric machine of the new EcoPower series installed. The long-standing WITTMANN BATTENFELD customer with its headquarters in Kremsmünster ranks among the leading suppliers of sampling and laboratory analysis systems for the pharmaceutical and diagnostic industries and biotechnology. Greiner Bio-One has been cooperating closely with the Austrian injection molding machinery maker WITTMANN BATTENFELD for many years.*

#### **Greiner Bio-One – a pioneer in laboratory technology**

What began as a small cork production plant at the end of the 19th century has become a global player today. The Greiner group, a family-owned company in the fifth generation with over 7,200 employees and more than 1 billion Euros in sales in 2009, is a world leader in the foam and plastics industry. As early as sixty years ago, Greiner produced its first injection-molded parts from plastics. Only a few years later, Greiner Labortechnik was established, which made a globally recognized name for itself in 1985 by developing the first vacuum blood sampling system made of plastics worldwide, the VACUETTE®. Since 2001, the laboratory technology segment has been trading as an independent group of companies owned by the Greiner family – under the name of Greiner Bio-One International.

Greiner Bio-One operates worldwide as an innovative system partner of the diagnostic, pharmaceutical and biotechnology industries, with production plants in Austria, Germany, Hungary, the USA, Brazil and Thailand. Including its – also numerous – sales subsidiaries, Greiner Bio-One has a workforce of some 1,600 employees.

Greiner Bio-One ranks among the internationally leading manufacturers and suppliers of sampling systems and products for pharmaceutical agent screening that leave nothing to be desired in terms of safety and convenience. Its innovative, high-quality products meet the more and more stringent requirements of the market to the

fullest extent – a market that offers annual growth rates of 10%. Greiner Bio-One is currently the number two on the world market for blood sampling systems, and it has set itself the goal of becoming the market leader in Europe.

In Austria, Greiner Bio-One concentrates on the preanalytics segment, that is manufacturing products for taking and processing samples for analysis. Production takes place at the Kremsmünster headquarters, where the company has some 400 employees, and since the beginning of 2009 at the newly established facility in Rainbach (Upper Austria), whose workforce amounts to about 75 employees.

### **Greiner Bio-One relies on WITTMANN BATTENFELD**

More than 80 injection molding machines are installed at the two Austrian production plants. At the Kremsmünster facility alone, Greiner Bio-One currently produces about 5 billion injection-molded parts on more than 60 machines. Apart from a favorable price-performance ratio, the company's choice of injection molding machines is primarily determined by criteria such as high repeatability, reliability, long-term stability and documentation facilities. Due to the constantly rising costs for energy supply, there is also an increasing demand for all-electric machinery.

More than a third of all machines in operation come from WITTMANN BATTENFELD. In the course of last year alone, five new machines were delivered to Greiner Bio-One. The two companies can look back on many years of close cooperation. The first BATTENFELD injection molding machines were already up and running 25 years ago. Günther Pakanecz, Production Manager at Bio-One, emphasizes above all the problem-solving competence of WITTMANN BATTENFELD. One of the main arguments speaking for WITTMANN BATTENFELD is also its philosophy of offering machines and peripheral equipment all from a single source. And Greiner Bio-One has maintained business relations of an equally long standing with WITTMANN Kunststoffgeräte GmbH for its supplies of tempering equipment and robots for parts removal.

In March 2010, WITTMANN BATTENFELD installed the first machine of its new *EcoPower* series with 110 t clamping force at Greiner Bio-One; a second machine with 120 t clamping force has been delivered only a few months later. Last February, WITTMANN BATTENFELD could supply the third *EcoPower*, also with a clamping force of 120 t to Greiner Bio-One. The Production Manager, Günther Pakanecz, comments: "With the new *EcoPower*, WITTMANN BATTENFELD has once more fulfilled our stringent requirements, above all concerning process reliability, which is a really vital aspect for us. But also the high energy-efficiency, speed and cleanliness, as well as the modest space requirements of these machines correspond to our idea

of innovative equipment. We are absolutely convinced of the high quality and precision of these machines. It was certainly not for nothing that we have relied on WITTMANN BATTENFELD for what are now 25 years.”

### ***EcoPower* – energy-saving, clean and compact**

With the new, all-electric *EcoPower*, Greiner Bio-One has got an injection molding machine that combines efficiency with precision. It features a compact injection unit and a high-precision clamping unit with an extremely efficient direct drive. The waste heat, which is normally lost, and the braking energy of the drives, which is recovered by an elaborate system, are both utilized by *EcoPower* within the machine.

The injection unit is laid out for high injection speeds of up to 400 mm/s. Thanks to the direct drive via a circulating ball spindle, transmission loss is minimized, and exact regulation and repeatability of the dosing and injection process made possible, thus ensuring high process reliability. The efficient, high-precision toggle drive in the clamping unit stands out by its high dynamics, positioning accuracy and energy efficiency.

Its user- and service-friendly design is another advantage of the *EcoPower*. The *EcoPower* has a small footprint and is open at the top as well as on the injection side, which allows the installation of robots without having to make any alterations to the machine.

Thanks to its modular concept, the standard version of the machine can be equipped for a great variety of applications, such as high-speed applications or high-precision injection molding in a clean-room environment – a vital aspect for Greiner Bio-One. Another positive feature appreciated by Greiner Bio-One is the machine’s compact footprint. When the *EcoPower* was developed, this aspect also received special attention. Last but not least, it is possible to integrate WITTMANN TEMPRO plus C tempering units directly into the machine frame, which allows for a substantial reduction in space costs.



**Fig. 1:** The production plant of Greiner Bio-One in Kremsmünster is equipped with more than 60 injection molding machines



**Fig. 2:** Thomas Buchegger, Injection Molding Production Manager (on the left ) and Günther Pakanecz, Production Manager of Greiner Bio-One



**Fig. 3:** VACUETTE® tubes for taking blood samples made by Greiner Bio-One



**Fig. 4:** The new *EcoPower* from WITTMANN BATTENFELD

**WITTMANN BATTENFELD**

WITTMANN BATTENFELD, based in Kottlingbrunn/Austria, is a leading manufacturer of injection molding machines for the plastics industry. The company's high standard of quality and reliability substantially contributes to the success of its customers.

Its innovative strength, ultimate precision and focus on maximum customer benefit make WITTMANN BATTENFELD a valuable partner for plastics processors around the world.

**Contact:****WITTMANN BATTENFELD GmbH**

Wiener Neustädter Straße 81

A-2542 Kottlingbrunn / Austria

Tel.: +43 2252 404-1400

Fax: +43 2252 404-991400

[gabriele.hopf@wittmann-group.com](mailto:gabriele.hopf@wittmann-group.com)

[www.wittmann-group.com](http://www.wittmann-group.com)

**Greiner Bio-One International AG**

Bad Haller Straße 32

A-4550 Kremsmünster / Austria

Tel.: +43 7583 6791-150

Fax: +43 7583 6318

[peter.foettinger@gbo.com](mailto:peter.foettinger@gbo.com)

[www.gbo.com](http://www.gbo.com)