

First-class quality from second hand

Dieter Lenau, Makutec, focuses on a single brand in the deal in second-hand injection moulding machines

About 45 years ago Dieter Lenau was professionally concerned with plastics for the first time. This enthusiasm for this material and for the possibilities of injection moulding machines used for processing is still going on. Almost 25 years ago, he dared to start his own business with the repair and trade of used machinery. The specialisation in the global brand Arburg has proven to be good. Thanks to its high professional competence, the family business is today in the fortunate position that there is already a new owner after a machine had been bought.

Black tomcat coming from the left side – that’s no bad omen on the premises of Makutec in Strassenhaus. That is the globetrotter cat Mutzi, the company’s mascot, that once jumped out of a lorry as an “imported article” and that decided to stay there. It accompanies visitors, today from the publishing house Sachon, to Hans-Dieter Lenau’s office and listens, contentedly curled up, to the conversation which for once isn’t about the sale of a machine.

Specialist in the matter of plastic

In 1988 Hans-Dieter Lenau, who served an apprenticeship as an industrial clerk, realized his plan and established his own second-hand machinery trade business here in the little village Strassenhaus in the Westerwald (Germany). But why focusing on the repair and trade of injection moulding machines, why specialising in the brand Arburg?

You will find the answer in his professional life. 20 years of marketing know-how with new plastic injection moulding machines of a clamping force of up to max. 90 tons produced by a company located in the Westerwald, are documented here. “I always considered ‘plastic material’ as an interesting topic. When I later became sales manager for customers in Germany, I visited many companies”, Hans-Dieter Lenau tells. “I learned much about the material, the moulds and the functionality of the machines. And this experience is now an asset in my consulting.”



*Hans-Dieter Lenau can look back on 45 years’ experience with plastic processing machines.
(Photograph: © Verlag W. Sachon)*

Good partnership

When he established his own business, it was obvious to include second-hand machinery of the brand of his previous employer into his product range, due to the existing contacts.

However, there were several reasons to gradually switch over to the brand Arburg which Makutec is exclusively dealing in today. One of the reasons was the high degree of brand awareness and the recognition of the quality all over the world, and in addition to that, the wide range of machine sizes having a clamping force of up to 500 tons and injection weights of up to 2 kilograms.

A useful factor for the family business is also the uncomplicated purchase of spare parts and periphery units so that the customer’s requirements, such as retrofitting of core puller controls, interfaces, software updates and language software, can be realized in a quick and direct way. A functional warranty is granted after overhaul of the machine, too.

“We also offer to our customers trainings at the machine here in our company. Some of them come with moulds, then we make a testrun, a mould trial. It’s always interesting for me, too, to see what products are made with the machine. And the customer is happy to know how the machine must be set so that an optimum function is guaranteed,” Sabine Lenau-Weilberg explains another service.

Secure future

The daughter and only child of Mr and Mrs Lenau joined the family business in 1998, after having served an apprenticeship as an industrial clerk and foreign-language business assistant and after having gained 3 years of professional experience. This has always been her aim. It is reassuring for her parents to have the certainty that the company will remain in the hands of the family under a good leadership when they will retire. Sabine Lenau-Weilberg is responsible for exports, purchasing and the complete administration.

USETEC most important trade fair

The Lenau family is member of the Fachverband des Maschinen- und Werkzeuggroßhandels e.V. (FDM – trade association of the machinery and tool wholesale trade). Hans-Dieter Lenau is member of the managing board. It is beyond question for him and his daughter to take part in the USETEC. Both wish that more members of the still young FDM section Plastics would be present there. However at the moment, you can count them on one hand.

The argument that the USETEC focuses too much on machine tools, doesn't wash for Sabine Lenau-Weilberg: "If the plastics industry isn't better represented there, it itself is responsible for the image of the second-hand machinery trade fair. For us it's the most important fair. We have won a new customer from Egypt during the last USETEC. We sold 2 machines including a large package of periphery units – this has been quite a good order that resulted from the fair presence."

The fair will open its gates again beginning of March: Then the visitors of the USETEC will be able to assure themselves, at a running machine, of the high quality of the Arburg machines. As for action at the booth attracts visitors – this experience, too, was made by Hans-Dieter Lenau during his professional life.

Maybe a solution for the personnel department will also arise from the networking forum "Trade Fair": Hans-Dieter Lenau is looking for a technician who is



A successful family team: Company founder of Makutec Hans-Dieter Lenau (lh) is responsible for technology and sales, his daughter Sabine Lenau-Weilberg (rh) is in charge of the complete administration including exports. Marianne Lenau (not on the photograph) is responsible for accounting. Business is going well: There is mostly an owner of a second-hand injection moulding machine after it had been bought. One of the rare exceptions is this machine which is waiting for a purchaser, when the editor of INDUSTRIEBEDARF visited the company in Strassenhaus (Photograph: ©Verlag W. Sachon)

very qualified in injection moulding machines and who shall take over the owner's field of activity in the medium term. It's the most important thing for Makutec's future success that the

second-hand machinery offered on the market is rightly judged. "As for purchasing is key", says Hans-Dieter Lenau. □



Arburg injection moulding machines having a total weight of up to 15 tons are transported to Makutec's warehouse, overhauled and fitted with periphery units according to the customer's requirements. The machines that leave the company are almost as new.



The Lenau family can rely on this very qualified team. It secures that the new owner gets perfectly repaired machines (Photographs lh and rh: ©Makutec, www.makutec.de)