



PRESSES, BALERS AND MORE

Founded in 1953, RoitherMaschinenbau GmbH is one of Europe's leading producers of presses, waste compactors, balers, conveyor belts and reel splitting machines for a number of industry applications. This year, as Packaging Europe discovers, the company will be showcasing several of its leading innovations at FachPack.

Today RoitherMaschinenbau employs around 50 people at its headquarters in Seewalchen and its current CEO, Franz Roither, represents the second generation of the Roither family. Mr Roither's wife Mathilde also works at the company, as do his children Marlene, Philipp and Lukas so it is still very much a family run business. Its turnover last year was somewhere in the region of €6 million.

RoitherMaschinenbau GmbH was founded as a small locksmith's shop by Franz Roither Senior, the current CEO's father. The company built its first baling press in 1973, at a time when both the Austrian and European markets as a whole were becoming increasingly aware of the importance of recycling. During this time, its main brand name 'Austropressen' was also introduced and initially consisted of only small baling presses for hotels, restaurants and so on.

The 1990s saw an important development when RoitherMaschinenbau began a cooperation with a public Austrian recycling company for which it equipped more than 200 waste collection centres. Following this, the company saw more rapid international growth with contracts all over the world, including: balers for every island of the Maldives; projects for can production lines throughout Europe and also in South Africa, Nigeria, Mexico, India and Vietnam; and channel balers for supermarket chains in Europe, Russia and Australia.

But despite this continuously growing international presence, every single product is still developed and built entirely the company's main plant in Seewalchen. Furthermore, it remains flexible enough to offer tailor-made waste disposal solutions when required.

Unique product range

Mr Roither is keen to highlight the company's strengths, which fall into three main categories: "Firstly, we have high quality standards as we only use equipment from respected brands such as Siemens and Bosch. Secondly, there is our wide product range: there is hardly anything we can't do, and if the product the client wants does not exist our engineers do their best to develop a tailor-made solution. Finally, there is the size and flexibility of our company. We are both big enough to fulfill the highest requirements and small enough to respond to individual requests."

The Austropressen product range covers a large number of baling and compressing machines, including: small baling presses and waste presses for hotel and restaurant clients such as Starbucks and McDonalds; drum crushers and tin presses, also for hotels and restaurants; vertical baling presses for supermarkets such as the Billa (REWE) and Norma stores; horizontal baling presses for packaging produc-



Family members (from left to right): Marlene, Franz, Mathilde, Lukas, Philipp

ers, waste collection points and so on; fully automatic channel baling presses for all kinds of packaging production companies, supermarket chain warehouses (REWE, ROSSMANN) and recycling companies (e.g. Veolia); and can crushers and scrap balers for can production lines for clients such as Rexam, Canpack, Roeslein and Ball. In addition to the above, the company produces other items such as foam balers, reel splitting machines, conveyor belts and special purpose balers.

Innovations at FachPack

Constant innovation is one of the pillars behind the growth of the Autopressen brand, as the company will demonstrate at the upcoming FachPack exhibition. Here it will be showcasing its new equipment as well as the new features of its APV vertical balers.

Mr Roither explains the importance of this particular event: "We have been taking part in FachPack for many years and have collected a great deal of knowledge about this sector. Therefore we are able to offer many different solutions for the packaging production industry, from balers for cardboard, paper trims, scraps of plastic film or can production to balers for difficult materials such as foam or thermoplastics. With our baling presses the costs of storage and transportation can

be cut down quickly. In addition, the material can be reinserted into the production process easily and cost-efficiently."

Indeed, R&D is very important to all aspects from Austropressen – from every single employee to its representatives worldwide. Besides the new equipment to be shown at its booth at FachPack, the company is planning a new series of balers for Spring 2016.

Global presence and outlook

In terms of future geographical expansion, the company has been working on many projects in eastern Europe (Romania and Bulgaria) and Iran – most of them focused on waste recycling and waste treatment centres. The number of requests from these countries has been steadily increasing in the past few months.

Mr Roither concludes: "We live up to our good reputation, whether in the compression of paper, cardboard, foils, foams, PET bottles, cans or barrels. The well-planned construction and careful manufacture of our presses takes place entirely in Austria using materials of the highest quality and selected brand components." □

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