

User report

“Agencies eat with their eyes”

Pipp Papierverarbeitung chose Efaflex high-speed doors for the environment and for customer retention.

When someone has made it their policy to build one of the most modern bookbinderies in Europe, that person needs power, vision and strong and dependable suppliers — suppliers whose products are second to none for design, function and economy — from machinery to high-speed doors to keep the energy footprint of the building at the most economic level.

In Jürgen Pipp’s company, doors are the most important interface. The traffic must flow, and preferably without delays. “Too much movement is inefficient,” says Jürgen Pipp. He is the owner and general manager of Pipp Papierverarbeitung in Essenbach-Altheim, Germany. “Every unnecessary stop and every subsequent acceleration in front of a door is one too many. Over time, this leads to a considerable drain.” For this reason, Jürgen Pipp chose in favour of high-speed doors from Efaflex. In all, twelve EFA-SST and EFA-STT® doors from the Bruckberg specialists were installed in the entire production area. Aside from the standard issue safety measures, such as infrared light grids, eight of these are additionally protected with patented EFA-SCAN® laser scanners. It was no difficult decision for Jürgen Pipp to opt for these doors. The concept for the entire building envisaged highest quality equipment in all areas. Especially with regard to energy efficiency. The entire building uses eco-friendly heating. Very high efficiency air heat pumps and waste heat from compressors are used for heating the offices and production halls. For the entire factory equipment, Jürgen Pipp has selected the most prestigious manufacturers. Rollers, windows, doors and lights are also connected over a bus system and controllable from a

computer, or from an iPhone. Protection of the environment was one of the weightiest factors that tipped the balance in favour of Efaflex doors. “In everything we do, I think very carefully about the environment we live in. Every expense that goes towards it, we recover in the long term. We don’t lose heat out through the doors here“, Jürgen Pipp explains succinctly. “And Efaflex builds the fastest, best and most beautiful doors in the world,” he adds with enthusiasm. Naturally, the beauty and design of the doors, as the second factor in the balance, cannot be explained in facts and figures as the heat cost savings can. However, they appeal to the customers of Pipp Papierverarbeitung. “Most of them come from a distinctly design-oriented sector, such as the automotive industry or agencies. And in those industries in particular, they eat very much with the eyes,” explains Jürgen Pipp. “Everyone associates Efaflex with especially high quality. And for many customers, high-quality equipment at our company also speaks for the high quality of our products.” A prestigious clientele confirms that Jürgen Pipp is on the right track with his approach. 25 million soft-cover brochures leave the bookbindery annually, with 10 million releases each year. Prospects and customers from around the world come regularly to Essenbach to assure themselves of the high quality and functionality of Jürgen Pipp’s plant. Pipp Papierverarbeitung is not only one of the most modern bookbinderies in Europe, it is also the reference customer and developmental partner of a prominent machine manufacturer.

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