



"A BROAD SPECTRUM"

Bäcker CEO **Marco Dornseifer** tells *Torque Magazine* about the manufacturer's expanding capabilities, bolstering its wide range of standard items, its growth into project solutions and its expansion in the 3D printing field...



Bäcker began 2020 following a significant investment in production the previous year, with a new 350t injection moulding machine with an integrated printing system as well as installation of four new outdoor silos for plastic granulate. Their impact on the business has been no less significant, says Bäcker CEO Marco Dornseifer.

"By using outdoor silos, we have created space to expand production capacity and thanks to the new machines, we can now also produce plastic parts with a weight of up to 800g and have brought further know-how into our company with the printing system."

Business was brisk as the year began, the CEO explains: "The first half of 2020 got off to a very strong start for us. In the months of January to March, our sales figures were well above our predictions! Due to the Covid-19 pandemic, sales declined between April and June, but we have been nearly back on track with sales since July."

Bäcker is currently experiencing strong growth, especially in the area of project solutions and the medical technology sector has also proved particularly strong of late.

Generally speaking, Bäcker now believes the market is again relatively stable, but acknowledges that obstacles remain for the industry: "In terms of challenges, there has been that lack of personal contact – we have been working from home offices and there have been no visits to customers or to trade fairs."

PRODUCTS AND CAPABILITIES

Over the past 43 years, Bäcker's range of services have developed to encompass a broad range of products and capabilities.

"We offer our customers a very wide range of standard items that we manufacture ourselves. There are few market competitors who can cover a similarly broad spectrum," says Dornseifer.

"In addition to our standard programme, we can also develop and produce customer-specific items made of plastic or metal. We advise our customers on construction and material selection. In the run-up to toolmaking, there is the option of creating near-series samples using various prototyping processes.

"We also offer components from the 3D printer. There are no geometric restrictions, no tool costs and we work with a dimensional accuracy of 0.2mm."

Bäcker is looking to further expand in the area of 3D printing technology in the near future, as well as the continued expansion of the PlacoGrip® handle (*see right*) and operating elements product group. Another focus is ultrasonic welding technology, planned in-house, as a new technology.

On top of that, Bäcker is looking to expand its online marketing to spread the word about the business even wider. There has recently been a relaunch of its website, while the BÄCKER webshop is currently under development.

www.baecker.eu



Bäcker significantly invested in production in 2019





BÄCKER® HISTORY

The company was founded in **1977** by Gerhard Bäcker with a focus on trading plastic parts for industry

In **1988** the company moved to the Erndtebrück-Schameder industrial area and the first Arburg injection moulding machines were installed.

At first the production of plastic screws, nuts and washers, according to DIN standards, was started then in **1995** the development and manufacture of control elements followed.

The branch in Lubliniec, Poland has been looking after the Eastern European market since **1998**

2008 saw a particularly key development, with significant expansion of the range of controls and the entire range of articles was divided into four product lines with registered brand names:

- **PlacoGrip®** – operating elements
- **PlacoTec®** – standard elements
- **PlacoCap®** – protective elements
- **PlacoEngineering** – project solutions

In **2013**, an additional building was built at the same location as an administration and logistics centre and last year the firm invested heavily in production with four new outdoor silos for plastic granulate and a new 350t injection moulding machine with an integrated printing system.

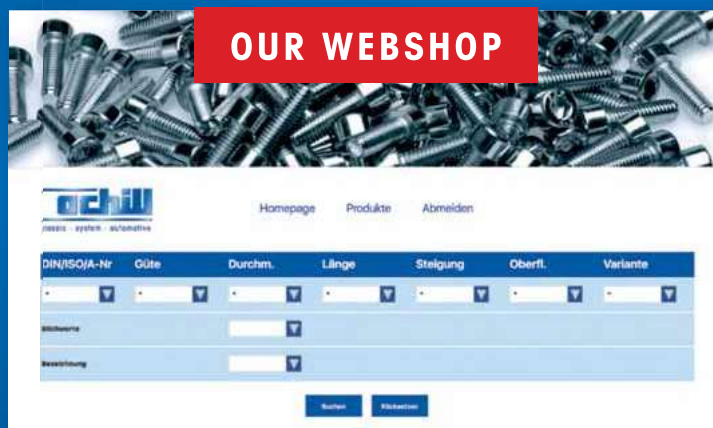


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