

EC Europ Coating GmbH, Germany

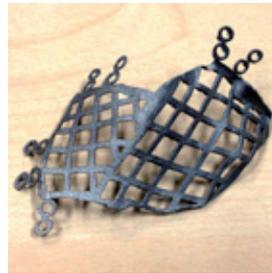
Flexibility Is Our Strength

At the end of 2013 Europ Coating started a new branch in Tuttlingen, specialized in coating medical tools. Burkhard Scholz, Managing Director: "We chose a Hauzer machine to establish our expertise on the medical technology market and to reach our commercial aims as soon as possible. Now the machine is running for more than a year and we can say we made the right choice. We are growing within our market and are considering a second machine."

Tuttlingen is the home of more than six hundred surgical equipment companies. Worldwide, this area is an important surgical centre as well. Fifty percent of the world's surgical equipment is manufactured here. "For us, as a service provider for high quality PVD-Coatings, Tuttlingen is a logical place to be," Burkhard Scholz explains. "We started our branches in Tuttlingen because we see a large potential of customers. Here we started out with twenty active customers, but approximately 150 companies are prospective customers for us. Our speciality is coating of surgical instruments with black DLC coating and TiAlCN. A few features are important for surgical instruments. Black coating features very low reflection, which is very important for surgeons who are operating under glaring lights. Furthermore the coating needs to be biocompatible, it needs to withstand aggressive chemical cleaning materials and should be easy to sterilize."

Support and Installation

"The first contacts I had with Hauzer date back to 1993," Burkhard continues. "In former employment I worked with



decorative Hauzer machines. So when I started my own company I contacted Hauzer and they offered me the possibility to buy a second hand Hauzer Flexicoat[®] 750, a model that is no longer in production but is ideal for my type of coating. We tested many products on this machine to see if the three dimensional products with complex geometries would be coated uniformly. When that was the outcome, we could build up our commercial production real fast. Communication and support from Hauzer is excellent. And they installed the machine in a professional way."

Knowledge Exchange

"Flexibility is a very important feature in our machine," Burkhard says. "We have to change from one coating to the next in a very short period of time. In our machine we can change cathodes and shutters very fast. The biggest products we coat are 400 mm, so we do not need a large vacuum chamber. Operating the machine is simple and we can exchange knowledge with Hauzer in order to develop our coatings. Our main focus is on decorative coatings, including real gold. Besides we developed many other coatings with different functionalities. As an example we also deposit functional coatings on fuel cells. The possibilities are endless and thanks to our Hauzer equipment we remain flexible to grab the opportunities when they come along."