

## Dear Business Partners and Friends,

A few months ago, a good friend who supports a charitable well-building project in Africa told me that its parent organisation has now launched a soap donation campaign as part of the pandemic. It has already distributed 20,000 bars of soaps to households, with an additional 50,000 to follow over the coming weeks. I thought this was brilliant – and it made me think.



“Well, naturally,” I thought to myself, “how can you possibly comply with the hygiene rules if you don’t have enough of even the most basic things?” I’m talking about soap. And water. Clean water. Our most precious asset – apart from our health, of course. So why I am telling you this story? Well, not because I want to put into perspective how well-off we are – even if that is undeniably true. No. What is happening is definitely difficult – there are so many people who just don’t know how to carry on, who are lonely and whose very existence is threatened. Inconceivable. But by the same token, all these negative thoughts blow out so much positive energy and resentment is fomented. So, it’s more important now that we look to the future. And even more so that we act for the future. Quickly, and with determination. Just like with the soaps. Even if it’s difficult.

For me, for us, this year has often reached the limits. Paradoxically, believing in a positive future and looking “to the outside” has given me the strength to break new ground, to do more than just paving the way – be that by acquiring companies or developing the organisation and innovations. Through all of this, I have always been carried by the incredible support shown by you, our customers, as well as by the entire team and, in particular, my family.

**We have been able to move so much together. And I’d like to thank you all for that.**

None of us can know what the New Year will bring. But one thing is certain: with appreciation, understanding, a sense of community and courage, we can make something good of it. And this is what I wish all of you: a good New Year! And before that, a blessed festive season.

Stay healthy, safe and courageous!  
Yours, Martin Müller

## PATHS ARE MADE BY WALKING

Our path into the New Year? In one sentence: We are heading into a results-oriented, creative 2021 thanks to an acquisition-integrated manufacturing depth and a new division, with good news and great innovations.

### Strategic acquisition in 2020 – Müller buys LMB Ludwig

All in all, it still came as a surprise to most: Müller’s first company acquisition. “As part of our growth strategy implementation, it was clear that, sooner or later, we would need to increase our manufacturing depth. We analysed the divisions, and it quickly became obvious that we could create significant added value for our customers if we had our own sheet metal processing expertise. The fundamental decision is always: make or buy – and we chose the latter,” explained Martin Müller, Managing Partner of Müller Hydraulik GmbH, going on to say: “We spent a number of years looking for a partner who understands, and can do, precision and efficiency. We were looking for a company that suited us in size. A company that had an impeccable reputation in sheet metal processing, and in addition would ideally bring us another exciting business area.” After a long exploratory process, the initial discussions with LMB Ludwig began. Even the due diligence process was initiated in 2019. “I saw in Mr Müller the enthusiasm and foresight that is required to move the company forward. Added to this was his dedicated, highly qualified team. I know that my company, my legacy, is in the best possible hands here, and that is something that pleases me very much,” said company founder Hans-Peter Ludwig.

Founded in 1993, the company enjoys an excellent reputation in the field of metal processing and assembly production, especially in the area of commercial vehicle peripherals. Renowned vehicle manufacturers such as Magirus rely on the Upper Swabian production plant and its individual, high-quality and safe, efficient solutions. The products are always characterised by their clever details as well as the level of precision. For example, the patented self-contained breathing apparatus (SCBA) holder with a hydraulic spring that enables the device to be attached more quickly ensures that thousands of fire-fighters and rescuers are ready for calls faster and more safely every day. “With the strategic acquisition and integration of LMB Ludwig, we are sustainably strengthening our position in CL high-pressure. But we are also building a second, truly meaningful business area. When Herr Ludwig showed us the commercial vehicle solutions such as the SCBA holder or the flexibly mountable hygiene stations, we were impressed. It’s a great field, an extremely relevant area. With a lot of potential. And we are delighted to be developing it further – with our design and innovation requirements as well,” said Martin Müller.

State-of-the-art techniques are used in metal processing at the new Müller plant in Mittelbiberach. “Thanks to the multitude of possibilities in edging techniques and bending processes, we are able to execute orders quickly and in the best quality,” explained Peter Blumenthal, head of the new division.

“The use of our laser cutting machines allows us to meet even complicated and demanding external and internal customer requirements – in the shortest possible time and the best quality.” With the internal

## MERRY CHRISTMAS!



customer requirements, Peter Blumenthal is, of course, targeting the parts that Müller will itself be using in its new Division I – Machine Tool Peripherals for the combistream, combiloop and new product areas. “We’ve been working flat out on the news for 2021 for months. This is where our customers will benefit from our own sheet metal processing expertise – not only from the attractive price/performance ratios combined with the highest quality, but also from the clever new modular systems. But I don’t want to give away more just yet,” says Stefan Mauth, Technical Director at Müller, “because after all, we have only just launched a CL compact system revolution for large machine tools!”

### Müller launches the world’s first “In”novation in 2020 – the combiloop CL6 G



**combiloop CL6 G** is a new level, a new dimension in terms of sustainability, design and efficiency in CL high-pressure machining on large multi-spindles, sliding or fixed headstock automatic lathes and processing centres – basically anything and everything that requires large flow rates. The last newsletter contained a detailed report and provided much inspiration – which was confirmed not only by the tremendous amount of positive feedback, but also by the pleasing order intake.

The high-quality, dynamic avant-garde design undoubtedly enhances the modern production facility. But we wanted more than that. Everything should be smart, ergonomically perfect, with maximum flexibility for features and performance in a single unit. Why? It’s quite

simple: in order to make the CL periphery safer, more conscious and more profitable. To achieve this, we blazed a new trail and created entirely new approaches and product concepts – for instance by merging the high-pressure unit and emulsion decontamination.



### The new combiloop CL2 G – now available!

The combiloop CL2 G has always stood for the highest efficiency in machining at Müller. The innovative protected 3-chamber tank system made the system a sought-after product for fine-chip materials. With the new **combiloop CL2 G**, we are further developing the existing concept of success and bringing it into Industry 4.0 dimensions.

Because no other CL compact high-pressure unit in the comfort class offers:

- // Industry 4.0 early warning features for filter changes, thus supporting smooth multi-shift operations
- // Unique pre-separation with an exchangeable micro filter with a 30% higher area than comparable competitive products
- // A large 200-litre pure tank (another 150 litres) for a more true-to-scale output thanks to a higher temperature stability
- // And much more – in an aesthetic, timelessly elegant form and with the best function



The entire Müller team wishes you a very Merry Christmas and a Happy New Year!

