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Dear readers,

twelve eventful months lie behind us, reason enough to look back and take stock in our end-of-year edition of “Engelsmann **News**”, and to venture a forecast for 2018. That is not all, of course: Technical Center Manager Johannes Krusch will tell you what you need to look out for when performing tests, and our latest application report from the tea industry will put you in the right mood for the coming winter.

[» An Exciting Year Draws to an End](#)

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We wish you happy reading.

Enjoy the holidays and have a Happy New Year.

Your Engelsmann team



## An Exciting Year Draws to an End

Dear Readers of “Engelsmann **News**”

the world is turning faster and faster. This is proven by the myriad events that 2017 has brought us. Whether it be the riot at the G20 summit in Hamburg, the insolvency of “Air Berlin”, the German parliamentary elections in September or the enormous damage caused by hurricane “Harvey” and tropical storm “Irma” - there are more than enough subjects for conversation.

For Engelsmann too, 2017 was an exciting year - in the positive sense. The high order intake from the previous year led to an increase in sales of 32%, possibly a record. Happily, the trend continued, so the order intake increased again by the end of 2017. This was partly due to, among other things, the successful fair appearance at the POWTECH and the promising sales start of our new screening machine JEL Phoenix. The expansion of our market shares in the fields of food and pharmaceuticals also had a positive effect; we want to continue to grow in these areas next year. Unlike last year, the economic forecasts for 2018 are very good. We will also be starting the New Year with a good order backlog and are very confident that we will also continue expanding. Before that, however, we will take our leave for a well-deserved Christmas break, to start again with new energy next year.

I wish you a merry and pleasant Christmas and of course a Happy New Year.

Greetings from the Palatinate

Yours

[Olaf Gerdes](#)

Managing director of J. Engelsmann AG

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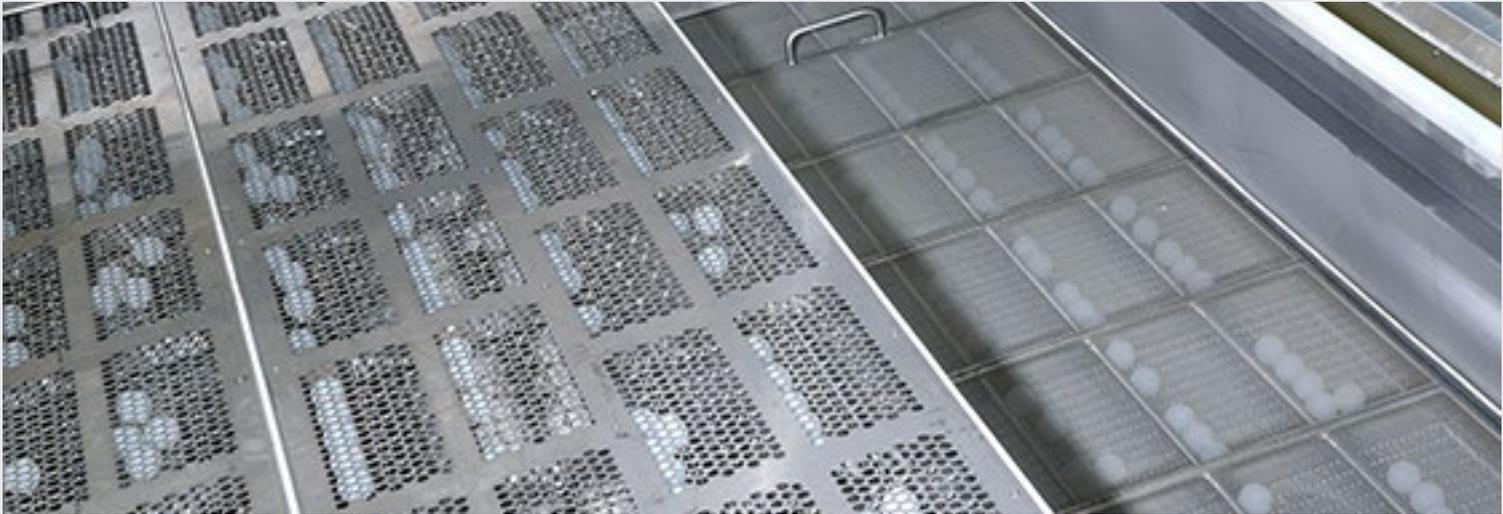
## Certainly Worth a Try

Technical center tests are an excellent way of simulating specific tasks in advance, and of testing the extent to which machines and components will provide the best possible results in real operation later on. But be careful - not every test is representative.

Our Technical Center Manager Johannes Krusch can tell you when tests are helpful, how you can recognize a good experimental set-up, and what you as the operator can contribute to a successful test - after a click on our info link.

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## Only Sorting by Hand is Gentler

You need a sure touch when you are processing tea. This is also demonstrated by the current case of a tea producer who was looking for a particularly gentle screening process, for the protective and grading screening of fine tea leaves.

In our experience report, you can read why the long-stroke screening process is predestined for precisely this kind of application.

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