

MATIC INTERVIEW



JOHANNES MAULTASCH,
MANAGER OF SUN PROTECTION SECTOR
STEMESEDER

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STEMESEDER

INNOVATION IS THE WAY

Company Bio

- Name: STEMESEDER
- Established since: 1966
- Hof Bei Salzburg, Austria
- ca. 300 Employees
- Products Manufactured:
wood-aluminum window
system

In this series of articles, Matic wishes to put the spotlight on different partnerships and get insights to what being part of the Matic Family means.

GS STEMESEDER
PREMIUM ALUMINIUM SYSTEMS.



**NEW MACHINES
FOR
NEW PRODUCT LINE**

Located in beautiful Austria, STEMESEDER was founded in 1966, they have about 300 employees. It is a family business that manufactures premium aluminium window system. For decades, they have committed to providing products which combine design & innovation, and become a know-how leader in their field.

As a result of always challenging the status quo, STEMESEDER decided to enter the sun protection industry, and added fabrics to their product line. For the new product line, after a careful selection and consultation process, they chose Matic's machines and solutions.

Mr. JOHANNES MAULTASCH, manager of sun protection sector, was kind enough to participate in this interview, and give us his feedback on the relationship with Matic and insight in their equipment purchasing process.



**"MATIC IS QUICK TO WORK
OUT SOLUTIONS FOR
CUSTOMER NEEDS"**

Matic: We know that you bought some machines from Matic: Fully equipped M1-PC and Hera 6000. What were the decisive factors?

STEMESEDER: Both machines from the same company facilitates an important interface to be able to guarantee an economical production between both machines. The company HFS (dealer of Matic) made a very competent impression and was able to give us very important technical inputs already during the first meeting.

Matic: Please describe your experience with Matic and HFS-Technik (Matic dealer in Austria).

STEMESEDER: These are our first machines for fabric production and were commissioned in the factory at the beginning of February. Therefore, I can only say that the machines were delivered on time and that the company Matic is quick to work out solutions for customer needs and is very flexible especially when it comes to software adaptations.

Matic: How have your Matic Machines improved your production, or impacted your company?

STEMESEDER: Fabric is a completely new product range at Stemeseder, so I can mention little about improvements. However, I am convinced that we will be able to economically convert fabrics with the two machines and convince our customers with the finished product quality.

Matic: What would be your message to other companies considering equipment purchases?

STEMESEDER: From the initial consultation to the final acceptance very customer-oriented, hardware and software is on a high level and very flexible.

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Matic: In this special moment of the Corona Virus which has influenced us all in one way or another, would you like to share what your company has done to adjust your business to this situation? And how do you think this situation will change the future of the sun protection industry?

STEMESEDER: Corona has not yet arrived on the economic scene in the construction sector, but the time will come when the construction sector will face losses. It is at this point that innovative products will be able to save companies. Then one must reckon with declines in sales of standard products, where innovative products will supplement the declines.



FACING THE CORONAVIRUS

**"INNOVATIVE PRODUCTS
WILL BE ABLE TO SAVE
COMPANIES"**