

## Press Release

Bronschhofen, in April 2016

**"TELSONIC offers fast and competent support during the entire purchase process."**

(Interview with Günter Kühne, managing director of G3 Electronic Technologie GmbH from Meiningen which is located in Austria near the Swiss border)

**G3 Electronic Technologie GmbH has been a competent partner for customized strand and cable connection, as well as for the trade in electro-technical products of well-known manufacturers since 1995. The managing director Günter Kühne explained in the interview why he choose Telsonic.**

**You use two strand welding machines from Telsonic in your company. Why did you choose us?**

"We were on the look out for welding machines. In an Austrian press article we came across Telsonic. Telsonic's close geographical proximity and the fast and expert consulting, as well as the high-quality samples convinced me. That is why I decided two years ago that we would buy our first Telsonic strand welding machine [Telso@Splice TS3](#).

In order to be able to cope with the constantly increasing job-order volumes for strand weldings, I purchased a second strand welding machine from Telsonic in the autumn of 2015. On average we carry out 30,000 weldings per week and machine - up to today that is a total of approximately 2.5 million weldings.

**Why did you opt for this technology?**

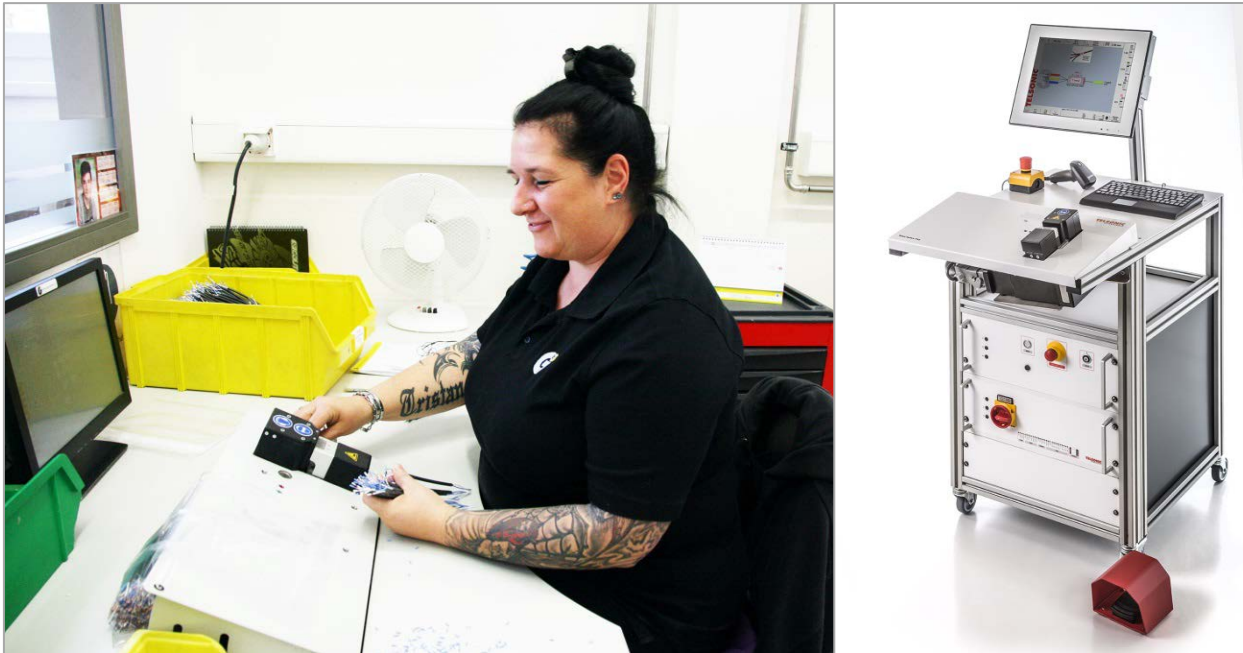
The ultrasonic welding was a customer specification. We could not realise what the customer specified using soldering. Also, we wanted to improve the quality of the products. Due to the fact that large volumes need to be flexibly produced within a short space of time, and we do not wish to introduce shift work, we chose ultrasonic welding.

**What are the benefits of ultrasonics for you?**

The ultrasonic technology is excellently suitable because of the fast production times and the fact that no additional adhesives are required. Medium-sized companies do not use ultrasonic technology very often, which means that this is a competitive advantage for us. In addition, the outer diameter and the transition resistances of the welded strands are smaller compared to traditional production processes. Yet another advantage are the fast tool changes without set-up process, as well as the high flexibility when it comes to the welding of between 0.5 – 40 mm<sup>2</sup>.



Our experience furthermore shows that welded strands do not have failures. What has absolutely delighted us is the fact that since we have been using the Telsonic ultrasonic welding machines, we have not received a single customer complaint.



G3 work station Telso@Splice TS3

### **Would there be other suitable processes?**

Alternative processes would be resistance welding or classic crimping. However, no other process has proved better when it comes to meeting our needs than ultrasonic welding.

### **What does TELSONIC mean to you?**

Telsonic stands for Swiss quality. Everything that Telsonic makes - makes sense. I am certainly very satisfied and feel very well taken care of by the fast, need-tailored and competent consulting that I experienced during the entire purchasing process, as well as with the high-quality samples. A further plus is the close geographical proximity which further accelerates the sampling and installation process. All our production machines have consciously been procured from Swiss companies which meet our high demand to produce only the very best quality products.

Author: Karin Grämiger, Marketing Coordinator TELSONIC AG

**About TELSONIC AG Bronschhofen**

[TELSONIC AG](#) has been one of the leading industrial ultrasonics technology suppliers worldwide for the past 50 years. The main headquarters of the TELSONIC group is located in Bronschhofen, Switzerland. More than 200 highly-qualified employees, individual affiliates in Germany, England, America, Serbia, China and specialised distributors support our clients in developing and implementing ultrasonic-controlled applications and processes. TELSONIC works closely with institutions of higher education in Switzerland and Germany and promotes research and fundamental development on the use of ultrasonic technology. Quality and progress are our motivation. Ultrasonic technology can no longer be ignored in the production of plastic and metal goods or their final assembly – nor can TELSONIC as an ultrasonics specialist. We are certified in accordance with ISO and ATEX and apply lean production principles. The technical documentation of our products corresponds to the ISO/DIS 17100:2013 standard. Countless patents in the field of industrial ultrasonic applications prove our innovative power.

**About G3 Electronic Technologie GmbH**

[G3 Electronic Technologie GmbH](#) has been a competent partner for customized strand and cable connection, as well as for the trade in electro-technical products of well-known manufacturers since 1995. G3 is an independent and family-run company which demands the highest quality of service from itself and provides exactly this to its customers.

**Pictures**

We are happy to provide you with the high-resolution pictures used in this press release.

**Words, characters**

821 words, 4,565 characters (w/o blank spaces)

When printing please send two specimen copies to Telsonic AG, Karin Grämiger, Industriestr. 6b, 9552 Bronschhofen.

**Press contact**

Dirk Schnur  
Chief Marketing Officer  
TELSONIC AG  
Tel. 071 913 98 84  
dirk.schnur@telsonic.com

Karin Grämiger  
Marketing Coordinator  
TELSONIC AG  
Tel. 071 913 98 39  
karin.graemiger@telsonic.com