

# FEATURE: THE INDUSTRY SUPPLIERS – SACK & KIESSELBACH



## ► At the crossroads of tradition and technology

Humankind has been looking for better ways to forge, press and coin for millennia. Sack & Kiesselbach has not been around for quite that long – the company’s roots date back to 1891 – but its oil hydraulic press systems are very much in this tradition.

Engineered and made in Germany, its turnkey press systems are tailored to fit each customer’s needs. And there have been many of those with 1500 presses shipped to date. The company’s clientele in the mint industry and other manufacturing sectors all over the world count on reliable precision presses from Sack & Kiesselbach to produce their premium coins, medals and machine parts.

## ► Engineering excellence

Family-run small and medium enterprises (SMEs) are the backbone of Germany’s economy. This is another tradition that Sack & Kiesselbach is proud to be part of. Independent and nimbler than an unwieldy corporate entity, yet large enough that its reach extends across the globe, Sack & Kiesselbach has been lean and agile for generations. This flexibility is its great strength – that and the fact that its workforce really does see itself as one big family.

As an SME with a tightknit structure, Sack & Kiesselbach is very responsive to customers’ needs, demands and wishes. It keeps the communication channels between its engineers, sales force and management

wide open and the information flowing to accommodate customers’ requirements. Building custom solutions, often to unique specifications, is all in a day’s work for its experts.

Sack & Kiesselbach’s other great asset is also rooted in tradition – that of German precision engineering. This well-earned reputation speaks for itself, so there is no need to repeat the many praises sung elsewhere. Suffice it to say that engineering ingenuity and innovation are woven into the company’s DNA.

## ► Recent advances

This brings us to perhaps the most exciting part of Sack & Kiesselbach’s story – the innovative new technology that has been emerging from its doors lately. One of its most recent patents covers the Sack & Kiesselbach touchless transportation system, which cleans the blank during the transport to the medal tooling.

Its web-based WorkflowPlus management tool also merits mention. The tool furnishes first-hand information online and offline to support the operator and facilitate maintenance. The assisted reality tool XpertEye is perhaps an even more eye-catching advance, but more on this later.

The MPP-250, Sack & Kiesselbach’s new 250t medal press, is a bit of an engineering marvel. It distills the power and precision of the company’s bigger presses into a smaller and surprisingly affordable machine. Making coins, bars, medals and jewelry is an exercise in convenience with its wonderfully

ergonomic design. This manual production press is a dream come true for artisans and enterprises alike.

## ► Virtual support, real benefits

The world has had to learn some hard lessons this past year and a half. The human cost has been enormous, but businesses have also had to struggle with COVID-induced social distancing and travel restrictions. Sack & Kiesselbach’s vision of providing digital and virtual support for its new generation of machines certainly seems prescient in light of these developments.

Sack & Kiesselbach actually started developing solutions for augmented and assisted reality applications in early 2019, well before the pandemic arrived. This story requires a little background information: Industry 4.0 has been a hot topic among German manufacturers since Bosch coined the term in 2011. Some companies may still be in denial about how the computerization of Industry 3.0 is going to affect their business, but Sack & Kiesselbach’s attitude towards innovative tech has always been ‘adapt and adopt.’

Taking those words to heart, its engineers set out to develop a pair of tools, XpertEye and WorkflowPlus, to make working life easier and more productive for the owners and operators of its hydraulic medal presses. This machine ships with a remote-access modem on board, and this connectivity is the gateway to the Internet of Things.

Now Sack & Kiesselbach technicians can use RealWear HTM-1 glasses and launch the XpertEye service software, a standard feature of all presses, to provide remote assistance for maintenance and troubleshooting. Unlike a tablet or smartphone, these glasses leave the hands free for technicians to work as nature intended, which is far faster and more productive.

## ► The closest thing to being there

Combining voice and video, the communication with staff on location is the closest thing to being there in person. Sack & Kiesselbach technicians can send pictures

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## MDC CONFERENCE UPDATE – NOW 2023

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normalised international travel in 2022 is almost impossible and so collectively we have recommended that MDC be postponed until 2023. This is incredibly disappointing for both the hosts and of course for many of our members who were so looking forward to meeting in person to discuss how to respond to the challenging world we now operate in.

After considering the possibility of conducting the event in May 2023 but believing we may need an additional safety margin as well as to provide much greater certainty, the Royal Canadian Mint, after seeking advice from their travel and tourism industry, has offered to host the event in October 2023. This is strongly endorsed by Mrs Mamabolo and myself and has been broadly supported by the MDC Working Group, which serves as the MDC executive committee.

It has also been proposed that we conduct another MDC in November 2024 (13 or 14 months later), which will be hosted by the South African Mint.

In the interim period, ie. next two years, and subject to the support of the MDC membership we will:

- conduct a virtual MDC Conference in May 2022
- continue to conduct quarterly webinars
- produce the monthly Mint Industry Communique
- conduct a virtual Internal Affairs meeting in late November 2021
- encourage in person meetings (if/when possible) by providing regular updates on travel and event opportunities
- conduct research – topic to be confirmed by the end of July 2021
- strongly advocate for cash as well as for both collecting and numismatics and bullion investment.

## COIN AWARDS UPDATE

A proposal has been received to conduct an event in the second half of 2021 and is currently being evaluated.

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back and forth in real time, and even share wiring diagrams and blueprints.

Remote assistance is a tremendous asset to the company's customers, but it also wanted to help its technicians on location help themselves with maintenance and service tasks. To this end, Sack & Kiesselbach developed an intuitive, very operator-friendly human-machine interface.

The TMA-350's HMI features WorkflowPlus, a virtual handbook that can be updated in real time with the latest information, FAQs, training tips and the like. It works online and off. All the local technician has to do to get step-by-step guidance for every workflow is scan the QR code on the component of the machine that requires attention.

Unveiled in session three of the 17th Technical Forum of the Digital World Money Fair, the TMA-350

hydraulic medal press was quite the hit. Sack & Kiesselbach was delighted with this affirmative response. The press's rousing reception confirms that Sack & Kiesselbach is yet again meeting its customers' needs. Expect to see more of this sort of tech from Sack & Kiesselbach, the company where adapting to change and adopting great technology and best practices has become tradition.



## EXECUTIVE DIRECTOR'S MESSAGE

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What are those additional costs and are they likely to increase over time as concerns about security, fraud and identity theft increase? What are the additional costs of computer processing power, security surveillance and monitoring of digital transactions as well as the cost of payouts or refunds to those consumers impacted by hacking, security breaches and fraud?

What ultimately will be the cost to the consumer?

Over the balance of 2021 we propose to research and explore this question.

## FEATURE: MINTS OF THE WORLD – KAZAKHSTAN MINT

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100 mm in diameter, with the use of gilding, enameling, hologram, pad printing, digital UV printing and gemstone inserts.

The quality of collectible coins made at the Mint is confirmed by numerous victories at international coin competitions and expert reviews in the international numismatic community.

In addition, the Kazakhstan Mint produces state awards from base and precious metals, using jewelry enamels and stones, medals, badges and tokens from base metals and their alloys using decorative enamels, varnishes, patina and gilding technology.

Please circulate to relevant staff and interested industry members to help build our collective voice.