

MÜNCH-EDELSTAHL ENTERS A NEW PHASE

Founded by Peter Münch in the 1970s as a one-man operation in the steel trade, Germany-based MÜNCH-Edelstahl has grown to become a well-respected global brand in the biomass pelleting world.

MÜNCH-Edelstahl emerged in 1981 thanks to a ring die design- and manufacturing innovation patented by Peter Münch. In short, the patent "Die plate for granulation pressing, particularly for the manufacture of feed granules", paved the way for manufacturing dies with significantly longer, and safer runtime. Furthermore, they could be made with less waste in their production and maintenance, as certain components could be reversed or reused.

Taking the path less trodden

Located in the town of Hilden, almost equidistant between Solingen and Düsseldorf, the owner-managed family-held firm has been headed for over two decades by second generation Münch – sisters Sandra Münch and Mirja Gerlach who grew up with the business. Like many of its peers, the company designs, manufactures, and supplies pelletizers and ancillary equipment such as grinders, hammer mills, sieves, and counterflow coolers to the animal feed, biomass- and recycling industries. This includes complete lines in the 0.05 – 4.5 tonnes per hour (tph) per press.

Today MÜNCH ring die pellet mills can be found operating on all continents, and under various conditions yet the company has no subsidiaries.

– The entire business is run out of Hilden. From here we work directly with clients in Europe and Latin America. For other geographies such as North America, South East Asia, and Africa we work via a network of independent partners, representatives, and agents across the sectors. For instance, our Southeast Asia partners have recently completed quite a large turn-key biomass pellet project in Indonesia, said Cornelis de Zwaan, Head of Sales at MÜNCH.

Robust and reliable

MÜNCH biomass pellet mills seem to be found in small and mid-sized plants, many located off the beaten track in emerging economies. Or found in research laboratories and test facilities.

– Our aim is to help make our clients as self-reliant as possible by designing and making our equipment robust and reliable yet straightforward and economical to maintain and operate. Many of our clients operate in regions lacking good transport infrastructure, or where specialized spare parts and trade skills are difficult to come by, Cornelis de Zwaan explained.

The equipment may be without flashy frills but it is designed and manufactured in Hilden with Made in Germany quality and materials.



External components such as electric motors are sourced from well-known global brands. Furthermore, the company has a full in-house pilot plant for testing the "pelletability" of a candidate feedstock.

Start of a new phase

In February this year, the company announced a new development in the family-held and run business, the appointment of an external Mana-

ging Director. Jens Dierksen replaces Sandra Münch, who remains within the company as a consulting partner, and he joins Mirja Gerlach on the management team. This change in management marks a new phase for MÜNCH-Edelstahl though the company aims to continue the "dynamic development and organic company growth of recent years."

*Text & photos: Alan Sherrard
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Suzanne Lori (left), Director Assistant; Cornelis de Zwaan, Head of Sales; and Mirja Gerlach, Managing Director.