

# THE SOURCE FOR USED MACHINES FOR PRODUCING BOXES

**Dealing in used machines for more than 25 years: Lange GmbH.**

**Someone who produces boxes needs machines. They do not have to be always new, though. Often, a good used one serves the same purpose. But: Where to get one? For this case, there is a place to go – Carl Ingolf Lange. This man is an institution in matters of "machines for boxes".**

The company of Carl Ingolf Lange GmbH Investitionen has been buying and selling used machines for producing boxes for a quarter of a century. In this connection, it is actually acting absolutely globally. This is only possible with a network closely woven over decades and thanks to an elaborate website. On [www.lange.de](http://www.lange.de), more than 350 machines are always available: arranged by subject, including detailed description and original picture. You will find really everything there – from automatic die cutters as well as glueing machines, window patching machines, autoplaten, platen, stamping machines, laminating equipment, wrapping machines up to cutting machines.

Most of these machines are also examined personally, for Lange attaches greatest importance to integrity – and to an intensive phase of advice in which he can bring to bear his great competence to the advantage of his customers: "Give me a drawing of a box or a sample, and I tell you which machine you need!" But he also notices: "In this branch of the trade in used machines, just too many dishonest companies are around that sense a quick business but do not know a thing about the machines they sell."

Lange GmbH not only sells – on request, it also takes care of dismantling, worldwide dispatch, re-installation and staff training at the machine purchased.

## **How do you become an expert in machines for producing boxes?**

What makes someone specialize himself in such a way? In his father's cardboard factory, Carl Ingolf Lange learns the business from scratch. In 1983, he stands on his own feet with his know-how and starts his trade with second-hand machines for producing boxes – from "demonstration models" as good as new to "oldtimers". At least 25 years later, Lange has gathered a team around him that can take him on regarding specialist knowledge any time. While he is travelling through the world maintaining contacts with prospective buyers and sellers, his team in the South German head office in Ludwigsburg and in the Thai branch holds the fort.

However, Lange's enterprise is increasingly worrying about competitors from the Far East: "In Asia, machines are produced that are as low priced in new condition as European used ones. Whether they work just as accurately and faultlessly and whether they last even half as long– this is of little interest to the buyers during these hard times."

## **Lange GmbH can also serve with new ones.**

Under [www.lange.de](http://www.lange.de) you can see that Lange GmbH not only sells second-hand but also first-hand machines: on the one hand a series of new machines for immediate delivery; on the other hand as distribution partner of the renowned Italian manufacturer of Europrogetti for the German-language area.

Only in passing Lange mentions that he has additionally invented a die-cutting machine: "My patented Board eater reduces the production time of a packaging from about eight days to a few seconds. Instead of die-cutting and cutting tools, a laser beam, digitally controlled by a special software, is directed precisely across the cardboard. However, I must admit: time was – and still is – not ripe for my invention ..." Until the time comes, a used machine can serve well. Of course one from Lange.

*Caption:*

Master of 350 used machines for producing boxes: Carl Ingolf Lange.

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