



# insight.

MAGAZINE  
No. 13

Cellular rubber Cellular polyethylene Sponge rubber Fluid sealants Solid rubber Filter technology Special products

**KOEPPcell®**

CELLULAR QUALITIES

► **The Blue Angel**

An expert in  
foam, starting  
immediately

► **Partnership  
for Excellence**

ARMACELL  
and KÖPP  
collaborate

► **Product  
Expansion**

CN and SD offer  
ideal solutions  
for the protection  
of electronic  
assemblies

► **PU moulded  
parts**

The production  
of highly complex  
structures is  
possible

**New**  
in the KÖPP-  
Portfolio

K/PE 40 SD

K/PE 40 CN







Dear Readers,

You have known this for a long time: We have always treated the issue of “quality” as the number 1 priority. This has now been officially confirmed to us. With our block foam-polyethylene K/PE30, we are producing the first and only PE foam in the world that can carry “The Blue Angel” seal of quality. As customers, this seal gives you even more certainty that you have made the right choice with our products. And that is not only in terms of quality, price and service, but really also in terms of sustainability; a topic that is fortunately becoming more and more important, not just at our company but also among the public. Learn more about the test and the environmental label from the federal government on page 4 of this edition.



Like in the previous edition of our **insight.** magazine, we can also report on the expansion of our **KOEPPCell®** portfolio. Two special PE products with a conducting and static dissipative function offer ideal solutions for the protection of electronic assemblies. Best quality and competitive prices due to a high level of development and production competencies also applies here. These outstanding capabilities are also not lost on our competitors. Thus,

we were recently able to gain as our partner ARMACELL S.A., an internationally known manufacturer of block foam systems. As part of the “*PARTNERSHIP FOR EXCELLENCE*”, we are licensing our unique block foam technology to a global leader in the area of pipe insulations and technical foams. Along with ARMACELL, we will further advance the global sales of our excellent block foam products. This gives our regular customers advantages. Read more on the next page.

Finally, this year our company will be celebrating its 80th anniversary. I think this issue will once again show in an impressive way that we are not just resting on our previous successes. We always happily and successfully embrace new challenges based on the old principle, “you snooze, you lose”.

Sincerely,

Achim Raab, CEO



## PARTNERSHIP FOR EXCELLENCE

### ARMACELL and KÖPP collaborate

As part of the partnership agreement, KÖPP and ARMACELL, a globally leading manufacturer of flexible insulating materials, have now agreed on a collaboration. The basis of the agreement: KÖPP licenses the company's own block foam technology that is a worldwide leader.

“The fact that this industry leader is coming to us to license our formulations and processes for the production of PE and cellular rubber is, of course, a major compliment to us”, states Achim Raab, CEO at KÖPP, with satisfaction. ARMACELL just recently announced it will be expanding its capacities and will further advance product innovations. The partnership with KÖPP, a leading partner in its market, will act as a catalyst for further innovations.

“After the successful integration of our KÖPP technologies, our customers will gain access to a wide range of high-tech products. Thus, we can still serve the needs of our customers even more specifically”, comments Patrick Mathieu, President & CEO of the ARMACELL Group.

The collaboration “PARTNERSHIP FOR EXCELLENCE” is initially designed to last for 15 years, but offers numerous expansion possibilities. “The agreement is a milestone in the evolution of KÖPP and will allow customers worldwide to gain access to our unique technologies”, affirms Achim Raab. “This collaboration also offers our regular customers added benefits. This means that we can make use of the wide material offering of ARMACELL that we previously could not offer before with these terms such as ARMAFLEX RAIL, which meets the international railway standards for insulations, to mention just one example.” The advantages for everyone involved are clear. It is even better that the collaboration could be achieved in such a satisfactory way for both parties and for the customers.

“The agreement is a milestone in the evolution of KÖPP and will allow customers worldwide to gain access to our unique technologies.”

Achim Raab, CEO

KOEPPCell®



A partners' handshake at the shared exhibition space at FOAM EXPO 2018 in the US: Axel Wynands and Michael Swanson.

### PARTNERSHIP FOR EXCELLENCE

- Safeguarding a long-term global technology license
- Improved global sales of leading products
- Expansion of the service range for customers

Pleased with the start of a multi-year collaboration between KÖPP and ARMACELL:  
(From left to right)  
Michael Decker,  
Achim Raab,  
Patrick Mathieu,  
Norman Rafael and  
Bart Janssen.





## Cellular Polyethylene

*"More proof of our quality: With K/PE 30, we have the first and so far only block foam polyethylene in our portfolio that meets the strict requirements of the Blue Angel Seal."*

Axel Wynands, Manager of Sales and Marketing



At the end of last year, we received the good news that our KOEPPCell® K/PE30 can now officially carry the Blue Angel seal. The tests, which began in early 2017, were validated early with the award of the coveted environmental seal. For these very strict tests, high emphasis is placed on low emissions and toxic material content. The tests are performed to determine this accordingly. KOEPPCell® K/PE30 is now the only PE foam that has received this certification worldwide.

The test was initiated by our COO, Michael Decker: "Our customers know that they can rely on consistently high quality at KÖPP. In terms of our K/PE foam products, we initially encountered a few sceptics. "They certainly smell weird", remark a few. But this misconception is removed when the foam is sampled. Furthermore the Blue Angel Seal, awarded by an independent agency, confirms our foam's low emission and toxin content. This gives our customers security", Michael Decker explains. "The secret of our K/PE range of foams, lies in our unique mixing process", states Dr. Andreas Peine, who is responsible for development. "And the same high standard applies here to all models. This means our customers can trust products that can be integrated into applications while being safe for their health and the environment".

# THE BLUE ANGEL –

*An expert in foam,  
starting immediately*

**Good for your health  
and the environment:**

- Low emissions
- Minimal hazardous material content
- Safe in the living environment

### THE BLUE ANGEL – THE ENVIRONMENTAL SEAL

The Blue Angel has been the environmental mark of the federal government for 40 years. It independently and credibly sets demanding standards for environmentally-friendly products and services in Germany.

[www.blauer-engel.de/uz132](http://www.blauer-engel.de/uz132)

Our K/PE30 was tested in the category "heat insulators and ceilings" (DE-UZ 132). The tests confirmed that our product is produced to low-emission standard, beyond what is required by regulations and is non-hazardous to personal health and the environment. Heat and noise insulation as well as the limitation of emissions from the products are taken into account for the awarding of contracts.

**AVAILABLE  
FROM STOCK**

K/PE 40 CN

K/PE 40 SD



**Conductive?**  
Or **not conductive?**  
That is the question.

**Product development involving CN and SD offers ideal solutions  
for the protection of electronic assemblies**

The KOEPPCell® range of PE foams is currently being expanded. Newest addition: K/PE 40 in the grades CN (conductive) and SD (static dissipative). The addition of these allows us to offer perfectly customised solutions to the electronics industry. This is enhanced by the fact that our block foam products do more than just protect from impact and vibrations. Especially in terms of the packaging of voltage-sensitive electronics components, the choice between static dissipative and conductive properties is an important criterion in deciding on the right material. "Meticulous development work lies behind the production of these two grades. This is because we can completely handle production in house. Our independence ultimately pays off for the customer. Unlike our competitors, we have the invaluable advantage of being able to supply directly from our warehouse", reports Sales Manager Axel Wynands. "Almost one year delivery time? Not with us!"

*"Almost one year delivery  
time? Not with us!"*

Axel Wynands,  
Manager of Sales and Marketing

**Clearly under market  
prices**

The price for these two new products is absolutely competitive. "We are not geared toward market prices. Our prices determined by our actual production costs", Axel Wynands explains. Our competitive prices does not mean that our customers would have to forego on quality. A comparison with competitor products in terms of the conductivity, shows that KÖPP only saves on the price in its PE/SD and PE/CN products, but not on performance!

### KNOWLEDGE "TO GO" STATICALLY DISSIPATIVE VS. CONDUCTIVE

SD is the right choice for all packaging that cannot be independently electrically charged, e.g. with sensitive circuit boards that were defective at that time, they would be subjected to electrical voltage. Our CN grades can of course also be used in a static dissipative manner. Moreover, they are electrically conductive due to the minimal discharge. Thus, CN protects the component from uncontrolled discharge, e.g. LED headlights.



Since 1971 the Bovenden location near Göttingen belongs to the KÖPP family. Taken over as a sponge rubber plant, today KÖPP in Bovenden creates high-quality sponge rubber solutions for the global market, still one of very few European manufacturers to do so. During a-shift operation, moulded parts, profiles or sealing cords are created that are primarily manufactured with precise manual craftsmanship. The following always applies: quality over quantity. Good quality products are always required. That is because sponge rubber seals are primarily used for challenging applications. Due to diverse technical properties, the widest range of formulas and production variations, sponge rubber offers customised solutions more than any other material.

## Bovenden

# The development and production facility in the heart of Germany

**Sponge rubber**

**Solid rubber**

**Silicone**

**PU moulded parts**

**Fluid sealants FIP(F)G**

*"We very intentionally invest in the latest technology and most importantly in brilliant know-how, things that have paid off more than once in the past few years."*

Achim Raab, CEO

### Progress through development know-how

The sponge rubber line, without doubt, is a big reason for this success because it is a major Focus at Köpp. "With our fully equipped, cutting-edge lab, we are continually making further progress and advances in developing this material, although sponge rubber is often unfairly labelled old fashioned. We very intentionally invest in the latest technology and most importantly in brilliant know-how, things that have paid off more than once in the past few years. Sponge rubber is becoming more and more

popular as a high-performance seal", notes CEO Achim Raab. "Under the direction of Dr. Andreas Peine, several chemists with Ph.D.'s are working on formulations that the market demands". The range of versatility is terrific: Sealing power, softness, resistance to the widest range of external effects such as oil, sulphur, heat, aging or urea – everything is just a question of the right mixture. Of course, the innovations involving PE and cellular rubber are continuously advancing in Bovenden.



*"Excellent quality with such a wide range of products: That is already something special. This level should not only be maintained but also expanded – therein I see my task as Plant Manager and Head of Sales Sponge/Solid Rubber."*

Henry Dörsing



### Things have change for the better with Henry Dörsing

Since December 1st, 2016, qualified Engineer Henry Dörsing (Dipl.-Ing.) has been Plant Manager and Head of Sales Sponge/Solid Rubber. Since then, a few things have changed in Bovenden. Due to his very alert manner and his many years of experience in the optimisation of production processes and products, he has clearly advanced the facility forward. That is a benefit not only to the customers but also to the approximately 100 employees at Bovenden. The goal he has set; "to meet customer demands from an economic perspective and to manage my employees in such a way that they are motivated

*At Bovenden manufactured products made out of solid rubber (big picture) top down: moulded parts out of sponge rubber, silicone, PU and fluid sealants (FIP(F)G)*

enough to handle their daily responsibility" is clearly taking off. "Particularly in terms of process optimisation, quality management, occupational safety and pricing, Henry Dörsing really "polished up" the facility. He is simply "a doer". That means he is, of course, a perfect match for KÖPP", enthuses CEO Achim Raab. In addition to sponge rubber, soft rubber, silicone and more recently PU moulded parts are manufactured in Bovenden (see next page). It is also the main facility for liquid seals (FIP(F)G). The variety of our sealing capabilities is impressively reflected in this plant.





## Profile

### New in Procurement



#### Ibrahim Bah

After 17 years in London, it was time for Ibrahim Bah to start something new. "Aachen really appealed to me due to its geographical location – i.e. three-country corner", Bah admits. He lived in Hamburg before his stay in London. "What made the decision much easier was, of course, the professional prospects. In my previous capacity as a sales employee at Zotefoams, I was completely up to date about the latest innovations at KÖPP, particularly the in-house developed and produced PE foams. I just knew it: here the road leads to the top. And I would like to contribute on exactly that."

Since November 2017, Ibrahim Bah in Procurement is responsible for all orders that are delivered directly from the production facility in Romania to the customer. "I would describe my duties as bringing different interests together – but always in the best interest for the customer. That is the daily challenge".

## 2018 service anniversaries



We congratulate our employees celebrating an anniversary and wish them all the best for the future as well as health and happiness.

#### 10 years:

Aachen plant:

**Achim Raab** – 01.01.2008  
**Stranys, Dieter** – 01.02.2008  
**Langohr, Jürgen** – 15.02.2008  
**Auner, Hans-Martin** – 01.08.2008  
**Lutterberg, Manuel** – 01.02.2008

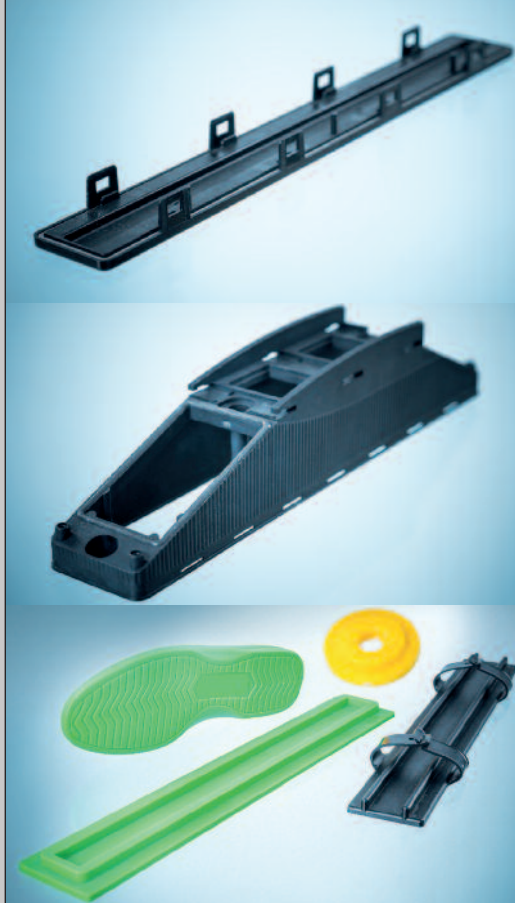
Bovenden plant:

**Hafke, Walter** – 17.11.2008

#### 25 years:

Bovenden plant:

**Himpenmacher, Hans-Jürgen** – 15.11.1993



**New**  
in the KÖPP-Portfolio



# PU-moulded parts

Bovenden plant

**E**lastomer, silicone or hot PU moulded parts produced precisely and with customised dimensions in a casting process: This is new at KÖPP. With the takeover of the entire machine fleet of FKS Flüssigkunststoffverarbeitungs GmbH as part of an asset deal, KÖPP is expanding its machine fleet with high-quality casting machines and thereby also offers its customers moulded parts made of silicone.



**T**he range of applications is huge. The automotive industry, as well as the electrical, medical or food production industries, requires high-quality moulded casting materials as an insulation element, to guide energy lines, for acoustic uncoupling or as a seal. Also "Ariane 6" will take parts incorporating our products into outer space in a couple of years.



**Konrad Schmid**  
FIP(F)G and PU moulded parts Sales, Business Development

*"Konrad Schmid is our foam expert for moulded casting parts. With over 30 years of experience in the area of liquid seals and PU as well as silicone casting, he is an esteemed partner for the widest range of industries."*

Achim Raab, CEO

## Highly complex structures possible for PU moulded parts

### LSR Silicone Injection Moulding

High-quality and industry-suitable injection moulding products made of liquid silicone in different densities, colours, surface structures or shapes are permanently elastic, highly temperature-resistant to 250°C, mechanically stress resistant, torsionally rigid, media-resistant as well as cold-resistant to -40°C. Hot PU can also be shaped using a high-pressure process. Temperature resistance increases from -40°C to 80°C.

### Moulded parts through a low-pressure process

In the low pressure process, a 3D mould is milled from aluminium or steel, poured into silicone or PU and is then hardened using heat. This process also enables structures with complex undercuts, if necessary, with vacuum casting. This is particularly the case in complicated geometries, back cuts or

intermediate areas, such as in electronic components, engines or ignition coils, where it is the only means of ensuring a high-quality casting result. This is because air bubbles that can form during a conventional casting process in the smallest hollow areas later cause defects in the component. In order to guarantee an absolutely bubble-free state, the entire dosing process is performed under a vacuum. Here the casting material is very highly sealed.

Castable plastics/duroplasts such as PU, silicone and epoxy resins are used. For customers from the construction or sports industry we cast components up to 10,000 cm³. Here we also rely on a large variety of materials. PU, hot PU and silicone give the components different properties. Thus, hot PU provides particularly reliable protection against abrasion, is resistant to physical effects and is highly elastic.

**The variability makes the moulded parts so special.**

### The most important benefits at a glance:

- Highly complex structures with undercuts possible
- The processing of different materials
- Formulas can be freely set
- Any room densities, even very high ones
- The possibility of the widest range of properties in terms of surface structure and functionality
- Vacuum and large-scale casting up to 10,000 cm³



## Tradeshows

 **Novi, Michigan, USA**  
**March 6th-8th, 2018**



**FOAM EXPO**  
North America

We are now introducing ourselves for the third time in the US market, this time at FOAM EXPO. Since our first visit, interest in our expanded block foam line has continuously increased. Our products are appealing both in terms of quality and price. The new partnership now concluded with ARMACELL increases this availability in North America tremendously.

 **Shanghai, China**  
**April 24th-27th, '18**  
**CHINAPLAS 2018**

At the 32nd edition of this tradeshow we participated and introduced again ourself with KÖPPCELL®. The shown interest and success was great and we will come back for sure.

**We'll see you ...**

 **Nuremberg**  
**Sept. 25th-27th, '18**  
**FachPack**

Customised solutions for the packing industry – that is nothing new for us. But our participation in FachPack is new. We are looking forward to interesting encounters and new contacts and will certainly be presenting something new.

 **Hanover**  
**Oct. 16th-18th, '18**  
**FOAM EXPO EUROPE**

This tradeshow is being held for the first time in Europe and is an off-shoot of FOAM EXPO North America. The great success of this tradeshow can surely be transferred to Europe.

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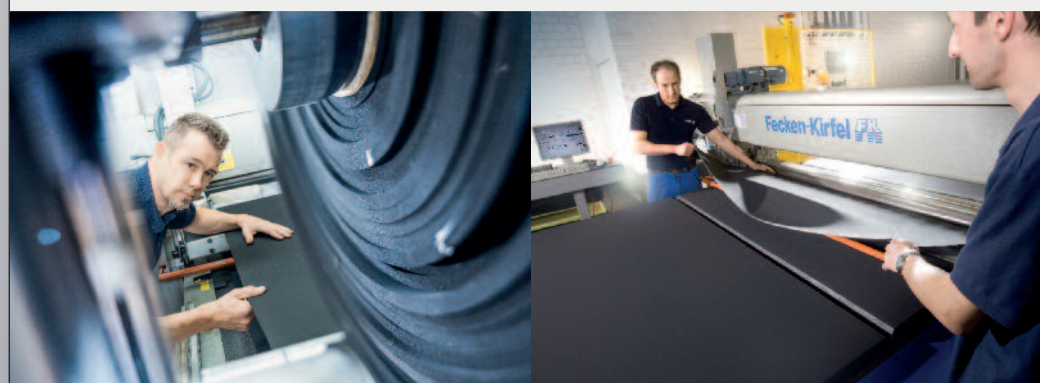


# The “Menpower” Department Nothing is impossible



**Dietmar Beuel**  
**Manager of the Splitting Department**

“Master of the block warehouse” is what he is jokingly called by his colleagues, but also with all respect. The manager of the splitting department has been with KÖPP for 18 years and knows what his team can achieve: “With us, everything is possible”, summarises Dietmar Beuel self-confidently. “There is no material that we cannot split”. We have the right expertise and the required experience for every type of processing, every material and every machine”.



With the splitting department, we are presented to you one of the largest departments at KÖPP. Approximately 10,000 blocks are processed in an area of 5,100 m<sup>2</sup> with 15 employees. All men. That is because working with blocks and rolls of foam requires physical power.

Placing a block onto the machine really requires four strong arms. Everything else, on the other hand, is the finest high-precision work. “In order to maintain the prescribed tolerance, everything has to fit”, department manager Dietmar Beuel explains. The numerous high-quality machines have played an important role in achieving perfect result - exclusively proven quality products. Each machine is only as good as the one who operates it.

*Customised production – everything is possible.*

“In the splitting department, we are fortunate that most employees have been here an average of 15 years. This allows us to make use of our huge capital of experts”, affirms COO, Michael Decker. Whether the requirement is welding, gluing, cutting, splitting or laminating: proven pros are at work in every specialised area. The men’s expertise is also in demand within the company. This close collaboration with the quality assurance development and further processing departments ultimately contributes to the success of the developed grades. “We are the first ones to get a new product onto the machine”, Dietmar Beuel explains. “Here it immediately becomes clear if it can meet practical conditions. If it does, the processing tests follow to determine if everything is possible”.





Would you like to re-read the  
exciting history of our first 75 years?  
Read the **insight.special** history  
on our website or download it.



# Innovation has a tradition

## 80 YEARS OF KÖPP 1938 – 2018

**R**emember our **insight.special** history? We have done a recap of the first 75 years of our company with a time line and a few in-depth articles. That is already five years ago. There has been a lot going on in these years. Primarily, our stronger position as a manufacturer became a central focus in our profile. In 2015, we celebrated a kind of “rebirth” as a manufacturer of cellular rubber.

Even our PE grades, developed and produced in house, are now part of our broad product range that are successfully sold through the KOEPPCELL® Trademark. In Germany, Europe and now, through our “Partnership for Excellence” with ARMACELL (see page 2) our market orientation is constantly becoming more international. This is not only due to our competitively priced and high quality product range, but

also due to a strategic reorientation of our sales team.

All the signs point to “expansion” in all areas – products, customers, markets, facilities. We are looking forward to the next few years and are really eager to see what we will add to the company history in the next five years. One thing is for sure: We are moving forward!

### insight. Publishing information

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in foam

