



- ▶ **Polyethylene**
made by KÖPP
Successful
market launch
- ▶ **Tradeshows**
KÖPP goes
international
- ▶ **Experts in
foam**
Team gets new
reinforcements

training **Fire service** exercise

Prepared for an emergency





Dear readers,

We warmly welcome you to the brand new edition of **insight.**, which has us really “fired up”. We admit, this play on words is not particularly original but it does come very naturally. That is because we are really into the topic of “fire” right now. Since a major fire happened at the site of a Dutch competitor in the polyethylene product segment, we are working on the increased demand for PE grades at full speed ahead. And once again, the incident in the Netherlands shows how important fire protection is. Our large-scale fire service exercise last autumn gives us the certainty that we are well-prepared and best equipped for any emergency, which hopefully will never occur. Read more on page 10.

And what still awaits you? This year, we will further hone our profile as manufacturers. Our first grades of polyethylene produced in-house had their major premiere at the plastics tradeshow K. I am certainly not exaggerating when I say that this innovation got lots of attention – both from customers as well as competitors. This is because our **KOEPPCell®**

product innovations meet the needs of a large group of customers in terms of price and quality. Sales are already underway throughout Europe and those who are familiar with KÖPP know that they do not have to wait a long time for us to produce new grades of a successful product. Immediately reacting to new market requirements - that is our philosophy. You will find out on the next page which PE types are already being produced and which are still under development.

We are also promoting our commitment on a global level. Currently in our sights: the North American market. With the production of our cellular rubber in the US block size and the acquisition of local warehouse facilities, we are sustainably positioning ourselves on the US market. Certainly, the presidency of Donald Trump raises questions, such as how successful export can be under these conditions, etc. Here our goal, as usual, is – do not remain inactive in the mean time!

I hope you really enjoy reading our new edition of **insight.**

Achim Raab, Managing Director

Cellular Polyethylenes

“Actually, we had created our own PE strictly as a packing foam. Based on customer requests, we are continuously further developing our grades in order to also better serve other applications and industries.”

Axel Wynands, Sales and Marketing Manager

Successful market launch of our new product

There was a big surprise at “K”: Now KÖPP also produces PE. We presented our new product for the first time at the world’s most important plastics and rubber industry tradeshow. Polyethylene in black and white, which already offers major advantages for our customers in the packaging area. That is because it has all of the required characteristics – it is virtually odour free with low emission values, heat formable and effortlessly cut, split, punched or lasered. Moreover, our **KOEPPCell® K/PE** is appealing with an attractive price and the usual KÖPP quality.

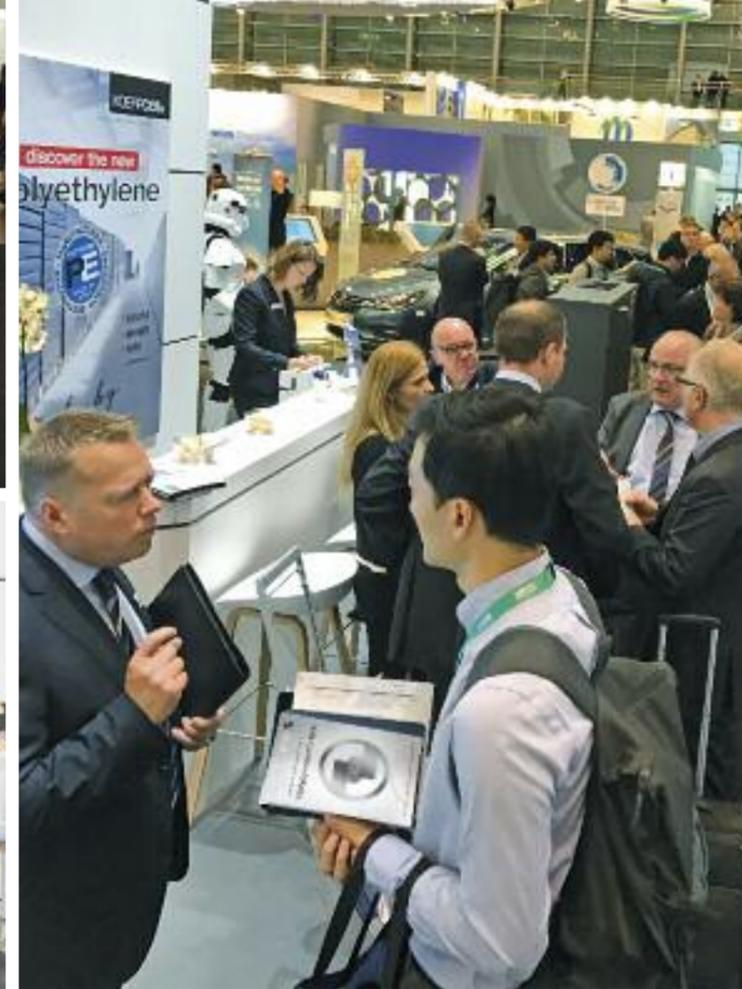
Sales already started

“Even the response at K was huge. The aspects which, of course, caused a lot of concern for our competitors were met with great approval by our customers,” summarises Sales and Marketing Manager Axel Wynands. “The extreme demand for such a product has been very tangible to us for some time.”

Therefore, it is no surprise that the sale of the new material is in full swing throughout Europe and KÖPP is already expanding its product range. In addition to the grades in black and white, currently different special grades are already undergoing final tests at the production facility in Romania. “A conducting CN, a static-dissipative SD and a flame-retarding FR are just ready for market release,” Wynands reveals. “Actually, we had created our own PE strictly as a packing foam. Based on customer requests, we are continuously further developing our grades in order to also better serve other applications and industries.”

Further investments in development

Once again, the company has invested in the “heart” of development – the lab in Bovenden. And not only in the form of additional high-efficiency equipment. We were able to gain yet another two renowned foam experts, Dr. Daniele Frasca and Dr. Maria Schulze. In addition, the lab will move to a two-shift system in the future. “This is an important step to promote the development of new grades and to quickly react to market needs,” CEO Achim Raab explains.



FOAM EXPO



Novi, Michigan, USA
28.02.-02.03.2017

Tradeshows



The US market doubtlessly offers very good sales potential. That became more than clear during our second tradeshow in the US. Both our EPDM-PE blend as well as the complete EPDM range (sulphur-cross-linked grades as well as the new peroxide cross-linked ones) were met with great interest at FOAM EXPO. KÖPP presented its grades and made promising contacts at a specially constructed booth.

However, both issues could be resolved quickly. Thus, just a few weeks ago, new machines were installed at the production site in Romania to produce the tried-and-tested KOEPPCell® grades in the typical North American block size with dimensions 80x54 inches – so far KÖPP is the only manufacturer in Europe.

A large block size and a warehouse on site - this is how we supply the North American market.

US 80" x 54" size

"The numerous conversations showed: our products are very well received, as are the prices – even when adding shipping costs," reports Sales Manager Axel Wynands. So far, only two obstacles have hampered this resounding success.



KÖPP goes international

DÜSSELDORF, USA, CHINA

KÖPP heavily represented at various trade shows



K in Düsseldorf - Premiere for KÖPP's PE

"That was a major success," Sales and Marketing Manager Axel Wynands is pleased to note. The introduction of our in-house PE was the highlight and core of our trade-show booth at the most important plastics tradeshow in the world. It captured a lot of attention and was of great interest to everyone. However, the presentation of the KOEPPCell® products also played an important role at the highly frequented KÖPP booth.

"The K and our booth on what is known as 'rubber row' is and remains the most important platform for us and our products."

Axel Wynands
Sales and Marketing Manager

"The K and our booth on what is known as 'rubber row' is and remains the most important platform for us and our products. This year as well, we have developed very successful projects from our tradeshow presence," Wynands reveals. "You can of course count us in 2019 – and also certainly with a special highlight."



We also acquired warehouse facilities via local business partners. "Now we can control our shipping costs for our future customers even better and ensure the quick availability of our products." The numerous tradeshow visitors who extensively stocked up on samples will be pleased about that.



See you ...



Chinaplas 2017

**Guangzhou, China
16.-19.05.2017
Stand 5.1S43**

Also in China, we will continue to enhance the global marketing of our successful products. We look forward to interesting encounters at the Chinaplas 2017.

Experts in foam



Sascha Ruess

Martin Müller

Markus Peitz

Mélanie Baez

Mascha Schmitz

Armina Klein

Miriam Mapelli

Karolina Pinkawa

Axel Wynands

Christa Kochanowski

Norbert Wendland

Neil Stockdale

Laure Walter

Team gets new reinforcements

“Those who always keep an eye on customer needs and would like to react in a timely manner need know-how along the entire value creation chain. Starting from development to production and sales. We were able to get new people for all areas who put our philosophy into practice and sustainably promote the achievement of our company goals.”

Achim Raab, Managing Director

Development

Dr. Daniele Frasca is the name of the new expert who will continue to be at the side of Lab Manager Dr. Andreas Peine in foam development. With a large number of applicants, the Italian impressed us right from the start. Even the topic of his thesis – “Structure-changing graphene in rubber systems” – led us to the conclusion that the chemist would be the right man for KÖPP. Dr. Andreas Peine can only confirm this: “He has already developed and tested mixtures in the tyre industry. But what impressed us the most was his seemingly endless background knowledge about rubber and graphene. He was able to apply this know-how in a great way in our excellently equipped lab in Bovenden.”

The second new entrant is **Dr. Maria Schulze** who immediately after her doctorate at the University Hamburg decided for KÖPP because here, due to the large variety of product applications, she could “work on new ideas in a structured but also creative way”. As a research associate, she has been developing porous polymer foams based on block co-polymers for membrane production at the Helmholtz-Center Geesthacht in the last three years. She thus dealt with the entire scientific range from the molecule to the foam.



Production

The production facility in Bovenden has had a new plant manager since the start of this year. After several years of experience in a comparable position, Qualified Engineer **Henry Dörsing** is scoring big with his extensive expertise in the optimisation of production processes and products, controlling and lean management. He describes his duties as a plant manager very clearly: “I ensure that customer requirements are met under economic perspectives and manage my employees in such a way that they can meet their daily responsibilities with motivation.” He made it his personal goal to bundle his experience in such a way that he can make a contribution to growth at KÖPP. Because “the clear reorientation at KÖPP and the clear success in the last five, the clear focus on growth – particularly internationally – were what really convinced me to become a part of the team,” said Dörsing.

Sales

Martin Müller is our new field service employee domestically and abroad. With him, KÖPP gained a real expert in foam. Previously, he oversaw the Zotefoams office in Germany and was a competent contact person for us for many years, as a Zotefoams commercial partner. He is now bringing extensive foam and market know-how to us and our customers. He had his baptism by fire directly at K, where he could introduce himself to numerous visitors directly in his new role.

Mascha Schmitz is a great wholesale and foreign trade specialist who already benefits from many years of professional experience. She is happy to have “concluded her search for exciting challenges at company KÖPP” and she is looking forward to work in a motivated team.



Anniversaries 2017



Congratulations

We are of course very pleased by the fact that our employees remain loyal to us for many years – quite often for longer than a quarter century. We are so happy to congratulate the people celebrating an anniversary and thank them for their commitment. We wish them all the best for the future – happiness, health and continued enjoyment in their duties.

10 years:

Jens Hass – Bovenden plant
Marcus Notz – Bovenden plant
Klaus Evert – Bovenden plant
Michael Schmitz – Aachen plant

25 years:

Hans-Willi Marten – Bovenden plant
Dieter Kaiser – Aachen plant

Splitter

Off to the South

Surprise party for our “emigree” retirees



When someone decides that they want to leave their job at KÖPP after 25 years because they want to emigrate to warm southern Europe, you kind of have to let them go whether you like it or not. But, of course, not without a party! Isabel Kalberg, also a manager of the Filter Technology division, and Ralf Kalberg, former IT manager, were pretty amazed when they were surprised with a sumptuous barbecue at an Aachen beer garden. Along with her son, her colleagues organised a farewell party which brought all of the professional companions of Isabel and Ralf together for the last time. This means that everybody could once again bask in memories, before they shortly thereafter said: Off to La Gomera. Both have since settled in very well. The dream of living, working and having fun on the island came true. Once again, all the best from here!



Technology

FIP(F)G

Machine fleet equipped

For over five years, the company division FIP(F)G shows an annual plus turnover of approximately 20%. “People are appreciating the benefits of liquid seal technology more and more in conjunction with our warehousing and shipping service. We have received queries from the widest range of industries,” is how Key Account Manager Markus Peitz describes their success.

The machines in Aachen and Bovenden run uninterrupted. Just in the last year, in Aachen alone, a third machine was acquired to attach the gaskets. The fourth one came right at the start of this year. “The investment in another machine was urgently required due to the high numbers of new orders,” affirms Production Manager Jürgen Paul and is looking forward to the continually growing popularity of FIP(F)G sealing systems.



FIP(F)G sealing systems

are highly elastic, precisely dimensioned and affordable gaskets perfectly connected to a component made of polyurethane (FIPFG) or silicone (FIPG), which can be transferred to the workpiece using a robot while still in liquid form. The contour precision with the most complex geometries makes the liquid seal the ideal solution in many areas.

filter technology



We will be happy to send you our new brochures. Just write to us at filter@koep.de

New look for filter technology

For over 50 years, the **KÖPP filter technology** department offers individual solutions for liquid filtration, ventilation and aeration, sound insulation and dust filtration. The comprehensive product range of filter devices and materials was recently expanded with some innovations, e.g. KÖPP's own filter heads.

At ISH, the largest performance event for high-efficiency heating and climate technology and renewable energies, Laure Walter and Markus Peitz not only had these innovations in their bags, but also brochures which were hot off the press. In a fresh, new design, they are presenting the entire range of filter devices and materials, benefits, application areas as well as technical details.



The two heads of KÖPP filter technology: Key Account Manager Markus Peitz and Laure Walter

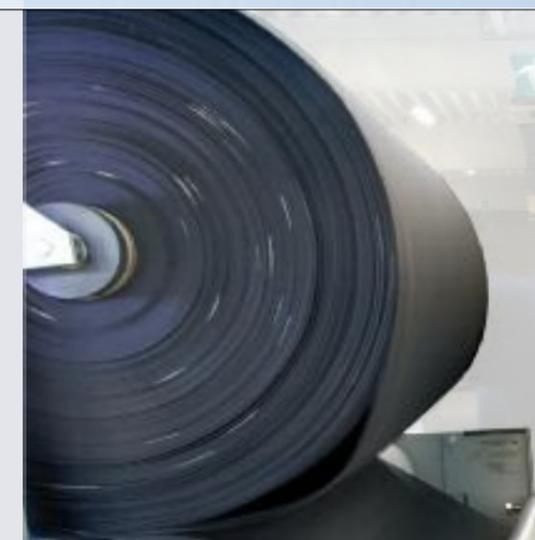
Technology

ROMANIA LOCATION

New “loop” for rolled products

Arinis. At the Romania location, the newly installed “loop” splitter has been put into operation. This means that we also produce polyethylene and cellular rubber as an infinite rolling product at this location. “Due to strong demand, the investment in another

high-efficiency splitter was urgent,” CEO Achim Raab informs us. This splitter made by Fecken-Kirfel is a special model which can also cut hard-to-cut materials and also very thin layers of up to 0.6 mm in thickness.





A real sight to see:
A fire drill becomes
a family afternoon.

Fire service training exercise

This is just a simulation for real emergencies

Don't worry!

Thick smoke in a hall, panicked employees escaping from the fire, missing persons, rescue teams with breathing gear - fortunately all only a simulation, everything just a training exercise.



Sat., 15 Oct 2016, 2 PM,
KÖPP premises, Aachen

It is well-known how quickly a fire can destroy whole production facilities. Luckily, most company owners do not know this out of their own experience. That is because fire protection plays an important role as part of extensive work safety concepts. And yet, even with all the precautionary measures, there are still residual risks. That is why we have to precisely think through the preparation process for a real emergency. The best way to remember what to do is to hold drills and exercises which mimic worst case scenarios.

On several occasions now, the fire service and the voluntary Aachen-Brand Fire Brigade has used our extensive company facility for its major annual exercise. "For us, it is a classic win/win situation," Operational Manager Michael Decker gladly stated about the cooperation. "When the fire service knows its way around our property perfectly, that of course only has its benefits. I only hope that it is never really necessary, but you never know. At least we are as well prepared as possible."

The fire service pulled up "with full gear" on a Saturday evening in the autumn.

Numerous KÖPP employees and their families used the opportunity to take in this spectacle from close quarters, e.g. the flooding of a warehouse hall with foam, which had previously been filled with smoke. Furthermore, a container fire was simulated. "A fire in a rubber processing plant of course gives us some very extreme challenges," explains Senior Fire Inspector Dirk Severin, manager of the fire brigade. "That is why we are so happy that we can have regular training exercises. Because we are in direct proximity to each other," Severin reveals.



Big emergency situation - a big device:
There was a lot to see during the tested alarm.
Our photographer was able to capture the most exciting moments for us.



In June 2000, a production hall burned down in Aachen.
The reason: a fire set by children.

Training



From left to right: Sandra Pohlmann, André-Johannes Stiebig, Anne Hillmann and Fabian Lesmeister

Training assignment completed

Sandra and Fabian celebrate a successful completion

Sandra Pohlmann and **Fabian Lesmeister** now have two-and-a-half exciting years behind them. Now they are completely trained industrial managers. IT Manager André-Johannes Stiebig guided his own junior executives to completion for the first time as Training Manager and is very satisfied with his apprentices. "Both of them have developed really well in a relatively short period of time," he informed us.

"Our programme was very extensive because they could walk through all of our departments – we did not even leave out Production. But it has been shown that they could apply and implement their extensive experience in a great way. As a company, we have not only invested in training but also have got so much back from our trainees. They were able to support us wonderfully," said Stiebig.

Sandra Pohlmann will be proving her expertise in the future at KÖPP in Procurement, while Fabian Lesmeister is bringing it to another company. We wish both the best of success in their professional lives. Now **Anne Hillmann** has followed in their footsteps. In the next few years, she will learn about the company, the products and the daily routine of the profession. Please enjoy!

insight. Publishing information

Editor: Axel Wynands
Text: Susanne Neumann, Miriam Mapelli
Translation: Arancho doc Group
Pictures: HOSAN Photography, KÖPP,
Jürgen Wilke
Design: WILKEDESIGN, Aachen
Printer: Druckerei Scholz_04/2017

www.koepp.de

W. KÖPP GmbH & Co. KG

Aachen • Germany • Phone +49 (0)241 16605-0 • info@koepp.de

SUBSIDIARY BOVENDEN

Bovenden • Germany • Phone +49 (0)551 82049-0

SC KOEPP ROMANIA S.R.L.

Arinis, Maramures • Romania

ROOP KOEPP Foam Technologies Pvt. Ltd.

Manesar, Gurgaon • India

solutions



in foam

