

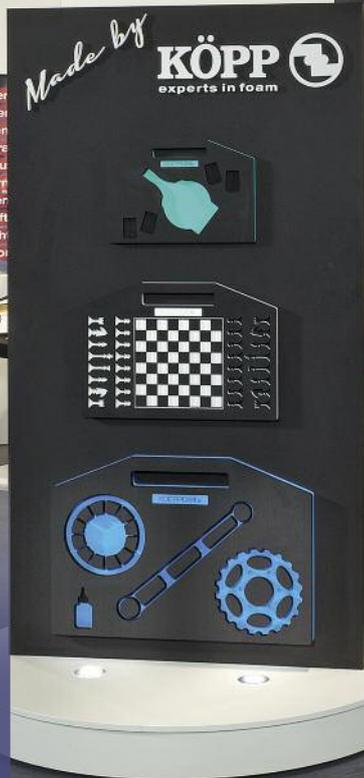
- ▶ **Cellular rubber**
ONLY AVAILABLE FROM KÖPP:
Super-soft EPDM
EPDM-SC-W
- ▶ **Polyethylene**
NEW AT KÖPP:
tear resistant,
elastic EVA
K/EV45



KOEPPEcell®

Fair attendance 2018

KÖPP 
experts in foam



- ▶ **Flüssig-Fluid sealants**
Exploiting the full potential



Dear Readers,

have you read an issue of our **insight**. in the last few years in which we did not mention the introduction of new products made by KÖPP? Our portfolio of self-produced PE and cellular rubber qualities is steadily increasing. In this current issue, we hereby announce the introduction of two new products (see pages 4 and 5): EPDM-SC-W is a lightweight mixed-cell, pure EPDM with a tremendously fine pore structure. As it is so soft to the touch, KÖPP employees were quick to give this quality the nickname "Horse's Muzzle". Just feel it for yourself. You'll see that this name hits the nail on the head!



Another new product is our EVA K/EV45 aimed at but not limited to the sport and leisure industry. Both **KOEPPcell**® products are available ex works as usual, thereby offering not only us, but also our customers a significant competitive edge. And an increasing number of customers based outside Germany and Europe are taking advantage of this. Our international trade fair attendance during this year has shown that, in conjunction with our high standards for quality and availability, our products meet with approval throughout the world. This is of course most gratifying. We nonetheless still see Europe as our most important market and have no intention of losing sight of our domestic customers.

We would almost have been able to tell you about a company takeover here. The plan was to acquire an insolvent firm to expand our Filtering Technology. However, following careful consideration and discussions with major customers, our intention of quickly ensuring inorganic growth with this takeover proved to be too critical. We therefore withdrew our offer shortly beforehand.

But as you can see, there is no lack of interesting topics in this issue of **insight**. Happy reading.

Wishing you a very happy advent season, a merry Christmas and a most prosperous 2019.

Yours, Achim Raab, CEO

KÖPP presents: itself – at different trade fairs worldwide

The year 2018 was quite something. Particularly where attendance at fairs by this traditional company is concerned. The foam specialists drove forward the business at both a national and international level by attending an impressive five shows in one year.

Trade fairs in 2018

FachPack

FOAM EXPO North America

FOAM EXPO Europe

Chinaplas 国际橡塑展

LUXEPACK MONACO



The high staffing level on the stand at FachPack paid off. There was no let-up in the interest shown by visitors over all three days.

Starting with **Chinaplas** and **FOAM EXPO North-america**, KÖPP then took a stand at Nuremberg's **FachPack** in September for the very first time. The big names in Europe's packaging sector enquired about all relevant packaging materials and showed themselves vis-à-vis novice attendee KÖPP to be extremely open to discussion and testing. "We didn't just speak to many middlemen, but also to end customers. Our extensive portfolio of **KOEPPcell**® products offers them many different options and also represents a very good alternative to existing packaging solutions. Our milled materials in particular met with such great interest that we purchased another milling plotter after the fair", remarked Sales and Marketing Manager Axel Wynands. "Our attendance was a resounding success, and we are eager to repeat it next year at **FachPack 2019**".

As regards to **LUXEPACK Monaco**, the name and venue clearly reveal the focus of the fair. With a stand lovingly fitted out in the style of a top-end boutique, KÖPP showed a predominantly French audience how reliable, yet aesthetically luxury goods can be packaged **KOEPPcell**® materials.

The final event of the year was **FOAM EXPO Europe**, which was being held for the first time. "It's all about foam", summarises Axel Wynands. "As a company that specialises in foam, it goes without saying that we had to attend. We above all had our eye on high-volume business in the cellular rubber and PE segments. We naturally prefer supplying our **KOEPPcell**® to large-scale processors." This European event does not in any way lag behind its big brother **FOAM EXPO Northamerica**. The many qualified contacts we made here speak for themselves. And this is why KÖPP is set to spare no effort in attending the next fair.



Cellular rubber

EPDM-SC-W



Cellular polyethylene

EVA K/EV45

New in the KÖPP-Portfolio



K/EV45

With EVA K/EV45 KÖPP is launching a product line for the sport and leisure industry. The high quality polymer content is formulated without the addition of PE qualities. It is also thermoformable while still offering above average heat resistance, ageing and tear strength. EVA is immediately available from KÖPP.

Due to its exceptional thickness, the block dimension of 2100 x 1200 x 110 mm allows for very good material utilisation. Further product developments of this range are being planned.

New solutions from the brand

KOEPPcell®

New in the KÖPP-Portfolio

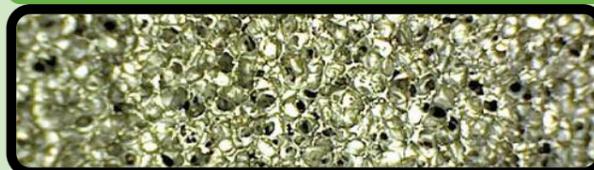
Just a few months ago KÖPP presented its latest development: two EPDM-CR qualities with different volumetric weights. And we can already introduce two more brand-new KOEPPcell® products: a mixed-cell, extremely soft EPDM and a high-quality EVA.

EPDM-SC-W

EPDM-SC-W is the product name for the new, lightweight, mixed-cell, pure EPDM with a volumetric weight of 100 kg/m³. The world's only mixed-cell EPDM, this foam is manufactured by KÖPP without an additional crush process. An achievement which tellingly highlights the outstanding development and process expertise of this foam specialist. The extremely fine pore structure and superb "touch and feel" of the innovative product is guaranteed to impress, as well as its technical properties. This means that the material is already absolutely dense with compression of just 40% – instead of the otherwise customary 65% –, thereby reducing material consumption for users on a long-term basis. It is utilised for example in vehicle interiors for purposes of moisture protection or soundproofing.

Until now, a comparable EPDM quality was only sold by very few manufacturers, and was not just very hard to get hold of, but costly as well. True to form, KÖPP wouldn't let it rest there. This soft EPDM is **now immediately available ex works – and at a significantly lower price.** A further benefit: KÖPP does not only supply this product as rolls or sheets, but **also in block form.** This saves converters and processors huge waste costs. Despite the low hardness of the material, it is easy to split. Other volumetric weights are set to follow.

UNIQUE AND ONLY AVAILABLE FROM KÖPP EPDM-SC-W



- Lightweight semi-closed cell structure, pure EPDM with 100 kg/m³
- Perfect for acoustic applications
 - Sound absorption
 - High damping measure when used as a seal
- Unique pore structure
- Watertight during U-profile test when compressed by more than 40%
- Excellent „Touch and Feel“



Sealing – Bonding – Moulding

Take advantage of our full potential!

Exact and extremely durable liquid gaskets made of silicone, polyurethane, MS polymers and epoxy resins, formed or single-component, have been our business for over 20 years. With regards to material user know-how, KÖPP is a leader in Europe as well as in areas such as equipping machinery and warehouse size management.

However, what gives our customers the decisive competitive advantage, is our excellent service along the entire supply chain. From the design to the delivery of our products, which is provided with a perfect liquid gasket, we process everything in-house. This makes the whole process safer, more flexible, faster and cheaper.

Overview of equipment and systems:

- 3-axis CNC metering systems with shuttle table (2K and 4K)
- 6-axis robots (1K and 2K) for extremely complex structures
- Foaming and casting machines – silicone, polyurethane, hot polyurethane
- Low-pressure and vacuum casting systems (2K/3K) – hot melt, silicone, polyurethane, epoxy, etc.
- Silicone systems (1K and 2K)
- Pre treatment: Plasma, Corona, Flame, Primer

“If our customers involve us in the design of their components from the outset, they will already start saving valuable resources.”

Markus Peitz, Key Account Manager

• more reliable

because our customers already involve us in the process during project planning and take advantage of our materials and user expertise; this allows us to guide the project down the right track from the outset

• more flexible

because it is possible to immediately implement e.g. modifications in our in-house Toolmaking department without difficulty

• short lead time

because the product always remains in our hands, therefore doing away with time-consuming

• more economical

because we ensure efficient manufacturing from two sites at optimum locations

Our full potential at a glance:

- Enquiry/project planning
 - Development/technical specifications
- In-house toolmaking for devices/product fixtures
 - Sampling
 - Assembly tasks
- Release/serial production
 - Logistics

Thinking of everything right from the start

“If our customers involve us in the design of their components from the outset, they will already start saving valuable resources”, explains Key Account Manager Markus Peitz. “We have often had customers bring us a finished component that was optimised in terms of further usage – but where the seal had simply been forgotten. The component then either had to be modified or the fitting of a seal becomes unnecessarily complicated. The resulting costs could in most cases have been easily avoided if they had taken the design a step further. And this is where we love to help.”

From the pilot lot to serial production

Finding the perfect sealing solution calls for a bit of fine-tuning during the development phase. “Our in-house toolmaking allows us to test prototypes with the help of a pilot lot and realise any modifications needed quickly and easily”, remarks Production Manager Jürgen Paul. Everything can be immediately handled on site, which speeds up processes and agreements, enabling sampling costs to be kept very low. This puts release for serial production on a sound footing.

From storage to supply

Thanks to our extensive warehousing and logistics capacities at two sites in Germany, more and more series manufacturers are outsourcing their process responsibility and entrusting us with their workpieces – often several 100,000s of components a year. Here they can not only rely on the careful handling of their components, but also on precise control, suitable temporary warehousing and punctual, professional shipment of the finished product.



Sascha Ruess

Armina Klein

Markus Peitz



Laure Walter



Henry Dörsing



Dirk Eberhardt



Stefan Fenkart



Konrad Schmid



Mauro Bianchi

Mascha Schmitz

Ibrahim Bah

Melanie Baez

Axel Wynands

Norbert Wendland

Jan-Niklas Klein

Neil Stockdale

Julian Scherrers

Robert Galos

Christa Kochanowski

A strong team

with ambitious goals

Remember the statement: 50 million Euros plus yearly turnover? This is an oft repeated goal of our CEO, Achim Raab. While doubters may think this statement is ambitious, he is confident that this is achievable. He draws his confidence on the one hand from

his positive attitude as a sportsman. And on the other hand, being a numbers person, he is able to see first hand the numbers to support this. He sees a guarantee for the sustainable growth of KÖPP through a perfectly created sales team.



Jubilee Congratulations

In **Christa Kochanowski**, the Sales team boasts a colleague who has been part of the company's history since 1978. During this period, she has introduced many innovative products to the market, established and cultivated contacts with countless customers and has successfully faced up to every new challenge. **We would therefore like to congratulate her on 40 years of service at our firm and wish her continued success and enjoyment in her role.**



You too can become an Expert in Foam

Sales Manager Axel Wynands knows all too well: "Our specialists in foam don't just fall from heaven." The expertise of each employee has constantly grown at the company. In-house training and courses, exchanging knowledge with colleagues and the challenges of our day-to-day business form the basis for this specific

competence. "We are at present an outstanding team. That doesn't however mean we're not thinking of adding other members to it; for example, smart Sales staff with a technical or commercial background from home or abroad who are interested in working in the foam sector", says Axel Wynands.

At present, it comprises of 19 members specialising in foam: men and women from eight different nations, each with extensive experience in a wide-ranging portfolio of products.

"Key factors for successfully selling our products include in-depth expertise and empathy. This enables our employees to always focus on customer requirements. It is our extensive user expertise that makes the advice we provide so valuable", explains Sales manager Axel Wynands.

"It is our extensive user expertise that makes the advice we provide so valuable."
Axel Wynands, Sales manager

In recent years the profile of the company has undergone a significant change, reinforcing its market positioning as a manufacturer. "Something that was so to speak forced upon us", reveals CEO Achim Raab. "Excessive delivery times, a lack of service and an incomprehensible pricing policy of suppliers in the cellular rubber and PE sectors made it impossible for us to continue like this. Although these business segments account for a significant percentage of sales, we ventured a move towards independence and decided to start manufacturing ourselves. Given the expertise and equipment available to us, this plan was perfectly feasible and was definitely the right step for our company". Achim Raab was convinced of this from the outset. "Following an admittedly shaky start, we have meanwhile firmly established ourselves as a manufacturer for cellular rubber and PE and have shown excellent development."

Over the last four years international sales for blocks, sheets and rolls have seen an increase in growth by double digits. Turnover is also steadily rising in Germany, which remains our largest and most important market. Optimum conditions for achieving our target before too long.



Splitter

From couch potato to “Runner of the Hearts”

What you can achieve when among colleagues

Motivation is the driving force here. Or should we say “Motivation has a driving force”? This version is simply more apt with the following story. But let’s start at the beginning: The “Aachener Firmenlauf”, a run organised by Aachen for the city’s companies, was fast approaching, and KÖPP’s “Running Officer” André Stiebig was once again on the lookout for colleagues interested in joining him to compete for the title of “The Most Sporty Firm of Euregio”.

Nor were Sascha Ruess or Dariusz Szczygiel spared the general wave of euphoria that swept over the firm. They allowed themselves to be carried away by an ambitious challenge at a monthly meet-up – a casual get-together between employees over drinks with table football and darts. The two men, couch potatoes through and through, registered for the event, immediately making a bet with each other: Whoever lost would have to clean the winner’s car at the next meet-up – naturally under the eagle eye of all colleagues in attendance.

This gave the sporting ambitions of the two men a gigantic boost. They got-to-gether with colleagues to train hard and were even able to very quickly find a positive side to running. Despite being motivated from head to toe, Dariusz Szczygiel was obliged to drop out at short notice due to illness. This meant that Sascha Ruess set off on his 4.8 km stint without a competitor at his side. Even without the prospect of winning the bet, he ran a fantastic time and was awarded the title of “Runner of the Hearts” by all colleagues.

On 16 December some employees will again be participating in the Aachen Winter Run. The challenging 18 km route will take them up hill, down dales, through forest and field. “Runner of the Hearts” Sascha Ruess has also registered for this event, “will manage the 18 km easily”, report his colleagues. “Hats off to him”, the inhabitants of Aachen like to say on such occasions. He would have then achieved everything ... the only catch is his car is still dirty. Never mind: Putting off doesn’t mean giving up!



“I simply love using my hands skilfully to give shape and form to something. It’s manual skill that makes me!”

Alexander Paa
Head of the Samples department

Completely reorganised: Alexander Paa stores and maintains in the sample department a wide range of our ever increasing grades of foam.

Our samples specialist Alexander Paa

When looking for the right material for their application, our customers do not just require theoretical knowledge about the nature and technical properties of our materials. You often have to hold a the material in your hands – to feel, knead, smell or manipulate it. You’ve no doubt already inspected one of our samples: as a simple blend or possibly even as a customised moulded part. In this case, you can be pretty sure that Alexander Paa dealt with this sample for you.

An eye on series production from the outset

Alexander Paa has been in charge of all samples that leave our firm for almost four years. A qualified metalworker and a keen craftsman, he produces all samples for us, including customised pieces based on drawings. His major strength: Taking an extremely pragmatic approach to every sample. From the very first one he makes, he is already thinking about the possibility of serial production. He works very closely with Costing and Production here. This is the only way to ensure samples that will also stand up in practice. Something that is appreciated by our long-standing customers. KÖPP has always attached particular importance to this special service, which is offered free of charge.

Fast-growing selection

One of the biggest challenges our “samples specialist” has faced over the last two years is probably making sure all grades are always ready on demand. Undoubtedly no walk in the park given the rapid growth in the size of our product portfolio. And above all with KÖPP’s attendance at numerous trade fairs, like this year. Alexander Paa split, punched and carefully glued in an impressive 27,000 samples for the sample brochures alone.

This year he has also dedicated himself to an especially sporting task together with an aspiring Olympic athlete. Read more about this on the next page.



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Aiming for Tokyo 2020

KÖPP supports sports for the disabled

Paralympics in Tokyo 2020 – and we’re on board. That’s not only our dream, but also the aspiration of para-canoeist Katharina Bauernschmidt. She has been in a wheelchair since an operation on the discs in her back and this March started training for her parasport, kayaking and Vaa paddling. And was immediately so successful that she took an outstanding fourth place at the European Championships at Belgrade. Since then her big goal is the Tokyo 2020 Paralympics. But a lot of hard work now awaits. Training and tweaking her equipment is the order of the day. And we’ve joined her on board.

In June we received a request for help from her committed trainer. He was looking for a suitable material for her backrest and leg fixation system to transmit the forces of the athlete to her paddle blades most effectively. With Alexander Paa, head of the Samples department, Volker Briel and Katharina Bauernschmidt had found the right person. He quickly got to grips with the requirements and started work on a prototype. “I was incredibly impressed by the engagement of this volunteer trainer, spurring me on to accomplish this task with the greatest possible attention. I simply love using my hands skilfully to give shape and form to

something. It’s manual skill that makes me!”, comments Alexander Paa, this kindly and ever-helpful craftsman, with a wink.



It was incidentally K/PE30 that was finally used for the backrest and leg fixation system. It is not only water-repellent, but also stable and highly pliable. Perfectly fitted and carefully smoothed down, these parts are now accompanying Katharina Bauernschmidt on her personal path to Tokyo – free of charge, it goes without saying. We are crossing our fingers for her and will continue to follow her career with interest!



Insight.backstage

For over eight years now, **insight.** has been taking you behind the scenes of this traditional company from Aachen. In our magazine you learn all the news about our products and services and find out the latest developments in the market while often also discovering what has been going on behind closed doors. Attentively readers may well occasionally come across exciting insider details.

In the meantime, **insight.** has moreover become a medium that brings together our numerous employees at different sites in Germany, Europe and the world.

But who is actually behind **insight.**

Responsibility for the selection of articles at an editorial level falls on Sales and Marketing Manager **Axel Wynands** (left) and Sales and Marketing Coordinator **Mascha Schmitz** (second from right). They are assisted here by a team of staff from outside the company. While graphic designer **Jürgen Wilke** (middle) stylishly sets the scene for the magazine, the highlights added by the top-quality photos of **Jan Hosan** (right) ensure it creates a stunning visual impression. Copywriter **Susanne Neumann** (top) is responsible for striking the right balance between information and entertainment.

“We always get lots of praise for **insight.**”, comments Axel Wynands with satisfaction.

“This of course rewards us for all the hard work that goes into each issue. Some two to three months pass from creation of the initial layout to release for printing. A lot of research, debate and polishing goes on in the meantime, with ideas being discarded or put on hold. We often end up again with more interesting topics than space”, confides Wynands. “We aren’t set to run out of subjects any time soon – and certainly not where our enjoyment in creating **insight.** is concerned.”

Have you got any suggestions, praise or criticism for **insight.**? We’d be delighted to receive your feedback via m.schmitz@koep.de

insight. Publishing information

© KÖPP 12/2018
Editor: Axel Wynands, Mascha Schmitz
Text: Susanne Neumann
Translation: Arancho doc Group
Pictures: HOSAN Photography, KÖPP
Design: WILKEDESIGN, Aachen
Printer: Druckerei Scholz GmbH

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in foam

