

KÖPP



insight.

MAGAZINE
No.0 10/2010



Cellular rubber | Cellular polyethylene | Foamed rubber | Fluid sealants | Soft rubber | Special products | Filter technology

Profile

K'time is
KÖPP time

**Sales
introduces
itself**

Special

The
fascination of
**Cellular
rubber**

KÖPP on the move

New
dimensions
Growth market
FIP(F)G:
We're growing
with it.



Hall 6

Stand C58-3





Dear business partners,
dear colleagues,

For over 70 years, KÖPP has been providing you with sustainable solutions from cellular, porous and foamed rubber and plastic products. Two locations in Germany, numerous joint production facilities in Europe, most recent annual turnover of 33 million euros, over 200 employees – those are the facts.

But what stands behind these hard-headed figures? It's the people, our staff, who are jointly responsible for the success and who shape our profile. In our house magazine **insight.** we'll show you which faces actually give the profile to your *partner with profile* and in which branches we're **always close by.**

An important element of our company philosophy has always been the personal contact with our business partners. We not only cultivate a purely business relationship with our customers but a partnership based on confidence and loyalty.

In this edition, we'll be introducing our current field marketing team. You probably already know one or other of them from on-site consultations or over the phone. No? Then pay us a visit at the K 2010 from 27th October until 3rd November in Dusseldorf. We look forward to meeting you.

And now... have fun reading.

Oliver Köpp
Managing Director



Dear business partners,
dear readers,

Why is KÖPP now issuing a house magazine? The answer is in the name of our new medium: **insight.** would like to afford our customers, friends and employees more of an "insight" into and around our company. What accounts for the success of our company? What's behind it? On which technologies is KÖPP working? How does KÖPP get "fit for the future"? How and in which direction are the collective markets developing? And – not least – what can we accomplish together?

Granting an insight is about establishing trust. Only "insighters" know how it looks on the "inside". As our business partners we welcome you most warmly to come and look around. With **insight.** now appearing on a regular basis, we'll be giving you ample opportunity to do this.

We won't bore you with dry facts – that's a promise! **insight.** will in fact show how exciting and varied our sector is and who those people are who, with their commitment and passion, are contributing to the success of our company.

Wishing you an amusing read.

Achim Raab
Managing Director



is KÖPP time

Our Sales

present themselves on site

27th October - 3rd November 2010 | Messe Düsseldorf
Hall 6 | Stand C58-3

Christof Carduck
Head of Sales & Marketing

"As head of marketing it is important to me to offer our customers a perfectly positioned team. A team that is convincing in terms of its wide-ranging know-how and high level of flexibility. Our focal point is you. Because we not only want to be sales people to you, but first and foremost, partners. To achieve the best together. That is my goal."

Uwe Herdin
Technical Marketing,
Northern Sales Region

"The key to success? Competent advice – right from the start. With my customers from industry and the technical trade I always want to find the best solution at an early stage. Because the sooner we find it, the sooner my customers can profit from it. That's important to me."



Sven Weigold
Key-Account-Manager
Automotive

"The automobile industry is a discerning clientele and that's why it's so interesting for me. Fulfilling their specific requirements is what drives me. The K provides an ideal platform for presenting our multi-faceted services to precisely this sector. I'm looking forward to it."



Daniel Bugge
Technical Marketing,
Central Sales Region

"As the youngest and newest member of the team I'm delighted to be able to play such an active role at KÖPP with my previous experience as salesperson and self-employed selling agent. What fascinates me time and again in my work is what potential for innovation the products and the market have to offer. Here at the K, I am bound to meet new customers and challenges. I'm intrigued by that."



Johann Finkl
Technical Marketing,
Southern Sales Region

"For over 20 years now, KÖPP and its products have been my professional homeland. Especially the success of the FIPFG sealing systems – we raised our glasses to it more than ten years ago and since then I've been significantly involved in seeing it through. The further perfecting of this technology with and for our customers – that's what lies close to my heart."





cell

Cellular rubber – our all-round talent

There is scarcely a material as versatile as cellular rubber. And scarcely anyone utilises this potential as extensively as we do. For sealing, insulating and for shock-absorbing. As sheets, blocks, rolls, cut blanks or die-cut parts – and also, of course, in self-adhesive form. Thus KÖPP cellular rubber finds its way into virtually all sectors of industry and trade.

The secret of the success of cellular rubber

lies in its internal structure, among other things. Because the cells within are "closed", i.e. not connected to each other, cellular rubber is the perfect material for any seal.

Our mixed-cell rubber products exhibit a special feature. We would like to present our latest products for this demanding area to you personally at the Plastic trade fair in October.

NEW

Our special – the "mixed-cellulars"

HH/EPDM-VS110 and HH/EPDM-VS150

are our mixed-cell cellular rubber grades which have proven themselves above all in the automobile industry and industrial plant manufacture – namely because of their special material and product characteristics.

The grades with bulk densities of 110 kg/m³ and 150 kg/m³ are inspiring due to their high level of flexibility, compressibility and outstanding "memory". Thus this high quality material opens up a multiplicity of further potential

applications in addition to the conventional closed cell rubber types.

Impressive product properties:

- EPDM qualities with outstanding weather resistance
- very good temperature resistance: from -40° C to +130° C
- high resistance to chemicals
- ideal for use in acoustic/insulation areas
- water and steam-tight (depending on compressive-ness)
- semi-closed cell structure with outstanding reset force and high level flexibility
- RoHS conformant
- Compressive types from < 6 kPa and < 10 kPa

Where you'll find our "mixed-cellulars":

- Seals in air conditioning units (automobile and industrial)
- Seals which call for a high degree of watertightness
- Instrument and glass seals
- Acoustic applications in automobile manufacturing
- Ventilation area of vehicle interiors
- Middle and B column seals
- Sealing on roof structures and extensions

Cellular rubber – our success story

Today, KÖPP is satisfying its customers worldwide with a wide range of products. However, it all started with Cellular rubber when Wilhelm Köpp established his trading house for cellular and sponge rubber back in 1938. At that time, we were still called WILHELM KÖPP ZELKAUTSCHUK AACHEN.



The company founder – the grandfather of Oliver Köpp, one of the present managing directors, by the way – was quick to recognise the steadily rising demand for products made from this cellular material as well as its diverse application potential. Apart from natural rubber, ever more synthetically manufactured rubbers have been processed with advancing development. The versatility of cellular rubber is as ever uncontested and its potential far from exhausted. Which is why we continue to be inspired by this material and our work with it – time and again.

The fascination of ular rubber

Material with infinite potential



The fascination of rubber

We've asked our photographer to create a special feature with this remarkable and versatile material (see also title photo). Why? Because we just wanted to honour it with the attention which, in our opinion, it is due.

Technologyinsight.



High-tech for high-end products

An optimum production result – that is always our ultimate objective. Which is why we are committed to the most modern technologies from the leading machine manufacturers. The result: quality, cost-efficiency and environmental compatibility.

The most recently integrated machines for high quality products from the House of KÖPP are shown here ...

Endless splitting with "loop"

Using our new so-called "loop", block runs of cellular rubber or cellular polythene up to 22 metres in length can be split. With cellular rubber, even endlessly. By this means, depending on useable thickness, roll lengths of up to 600 metres (e.g. with 1.5 mm material thickness) are feasible.

You yourself determine the length and diameter of the rolled goods to correspond to your production facilities and profit from the most effective finishing process through reduced setup times, e.g. when die-cutting from the roll. That's manufacturing competence for high quality and cost-efficient products.

A guaranteed bond:

The latest generation of flat bed veneering machines

High quality, fast and energy efficient – that was our motivation for the investment in a new flat bed veneering plant. The advantage of this plant is that the veneering can be completed in one single process. That's because the double belt press has contact heating as well as cooling. The materials to be veneered are gently heated which induces optimum adhesion with high bonding values. To further stabilise this bond, the veneered product is cooled back down again in the veneering plant.



The capacities in detail:

- consistent veneering quality
- reproducible veneering parameters
- utilisation of hot-melt adhesive systems
- surface finishing
- low-stress self-adhesive application of engineering foamed plastics

Growth market FIP(F)G: We're growing with it.



Moving into new dimensions

Production facilities extended

FIPFG is *the* growth technology of the last ten years. KÖPP has, in the interim, generated up to 12% of its total turnover from freely applied sealing systems – and the trend is upwards. Which is why the facility at Bovenden has now moved into a new hall: 85 metres long, 18 metres wide, 12 metres high.

insight. spoke with the two facility managers, Detlef Wichand and Walter Koch.

Herr Wichand, have your monthly earning meantime been enhanced by a mileage allowance?

Wichand (laughing): As a matter of fact, our routes through the new hall have become longer. But, being a passionate sportsman, I'm naturally quite happy about that.

And you, Herr Koch?

Koch: What I'm delighted about above all is that the

newly emerged warehousing capacities don't just match the current demands. They at the same time make us fit for the future. I was able to witness very closely how the requirement for production and storage space was constantly escalating. And this development is far from over. Now we're ideally prepared for it.

How have you coped with the move?

Wichand: Bit by bit. We planned for three days per machine whereby production on each respective machine was happily only down for one day.

How high were the investments for the expansion?

Koch: The investments were certainly formidable. The hall alone gobbled up the thick end of a five figure sum. Together with the two new plants, with

the last being installed at the end of November, the volume amounts to approximately half a million euros.

How has the work changed for the staff?

Wichand: The workflows can be configured more orderly here. That makes the work more pleasant and at the same time more efficient.

What's changed for the customer?

Koch: A lot, happily. For instance, they can now have intermediate storage with us for larger quantities. That also reduces their storage costs. **Wichand:** On top of that, the customer now profits from our increased and smooth-running material flow. We can produce more and faster. That also saves our customers cash, in end effect.



Many faces, one profile

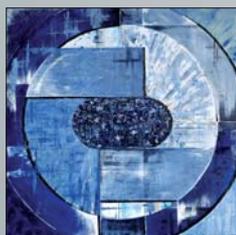
We are the KÖPPheads. A strong team, the majority of which has for decades now been gazing in the same direction – yours. Our objective is always, together with you, to

achieve the best. With know-how, enthusiasm and creativity.

What can we do for you? Give us a challenge.



The staff of our Aachen headquarters, July 2010.



insight. Publishing information

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