

KÖPP insight. MAGAZINE No. 4 6/2012



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

insight.special

Dr. Andreas Peine

“Develop the future today!”



KOEPP ROMANIA

**Back in
our range:**
natural rubber
grades

Certification

**TÜV
Rheinland**
confirms
quality



Core business
cellular rubber

Managing Directors Achim Raab and Oliver Köpp focus on the expansion of production capacity at KOEPP ROMANIA S.R.L.

Expertise expanded

At the start of the year the Romanian affiliate company was transformed into a 100% KÖPP subsidiary. "This measure eliminates frictional losses and makes our on-site production significantly more effective. Beyond this, it symbolises the revitalisation of our long-standing tradition as expert cellular rubber manufacturers", says Achim Raab with complete certainty. KOEPP ROMANIA S.R.L. will be concentrating on the manufacture of special grades in the cellular rubber sector. In this regard, the focus is on natural and chloroprene rubber grades for which there is a solid customer base in the market. "We know from the many discussions with our customers that the unique material properties of our ZK/NR-L medium, ZK/NR-B hard as well as ZK/CR-L medium and ZK/CR hard have been sorely missed and so far there has hardly been a single competitive product that could replace them", adds Oliver Köpp. As announced in our last edition of *insight*, the production capacities at KOEPP ROMANIA S.R.L. are to be further expanded.



Cellular rubber has always been a part of our company name. There's no question that we always face up to the highest demands in this area.
Oliver Köpp, Managing Director

In the area of development further investment is continuously being targeted – such as in the KÖPP development laboratory at the Bovenden site for which Dr. rer. nat. Andreas Peine, a confirmed expert in developing cellular and foamed rubbers, has been responsible the last half year. We'll be introducing you to Dr. Peine in an interview on pages 4 and 5. "In terms of our customers we utilise our potentials to the full in manufacturing and processing along the entire value added chain", states Managing Director Oliver Köpp.



Reliable,
financially sound, safe:
KÖPP is now an
"Authorised Economic
Operator" (AEO)

The AEO status offers our customers big advantages.
Oliver Köpp, Managing Director

KÖPP has been awarded the status of "Authorized Economic Operator" (AEO) by the Customs Authority. Customers will now profit from this as by virtue of the accompanying legal simplification of the customs regulations, goods can now be processed through customs more speedily thus reaching the recipient more quickly.

The granting of this status is tied to comprehensive prerequisites of financial liquidity, hitherto adherence to the relevant statutory provisions in addition to the fulfilment of specific safety standards. "The issuance of the certificate shows that we have very high quality standards. The AEO status offers our customers big advantages", says Oliver Köpp knowingly. Since 2008 service providers involved in dealing with customs in the European Union can apply for AEO status. This is gaining in significance with the EU safety concept.

The "Authorised Economic Operator" is considered to be particularly reliable and trustworthy. This certification accelerates customs processes and saves money.

The advantages for our customers:

- Preferential treatment at customs clearance by customs officials
- Simplified customs procedures
- Fewer customs controls
- Open choice of location for goods control

Quality



Successful TÜV re-certification

Reliability and quality were also crucial factors in passing the ISO 9001:2008 re-certification audit.

The Rheinland TÜV inspected our sites in Aachen and Bovenden exhaustively from the 9th till the 11th of January 2012 and attested to the excellent implementation of the specifications and standards of all essential company processes: development, procurement, work preparation, production, delivery, marketing,

administration and company management. With this successful re-certification the TÜV confirms that the management and control systems at KÖPP are functioning. Safe processes in all areas also guarantee our customers continuation of the high level of quality and service that they are entitled to expect from us.

As the person responsible for quality management I am delighted that our down to details work on the constant improvement of our working processes is being officially registered and honoured with this re-certification.

Michael Decker, Quality Manager



A copy of the new certificate can be obtained as of now from the download section of our website.





Aachen, Bovenden, Romania, India:
KÖPP thinks out of the box...

with **Dr. Andreas Peine,**
business development representative

Know-how is the key to outstanding products. This conviction undoubtedly has made KÖPP the quality provider of rubber and plastic products that it is today. With Dr. rer. nat. Andreas Peine KÖPP wins further expertise in his field of profession.



As a product development and process optimisation expert the doctor of chemistry has, since October 2011, been strengthening the marketing and converting abilities of the joint venture company ROOP KOEPP Foam Technologies Pvt. Ltd. and is on hand as advisor to the laboratory in Bovenden – also developing foamed rubber products in the area of which Köpp has identified substantial development potential.

On top of this, he oversees the cellular rubber production in the subsidiary company KOEPP ROMANIA S.R.L. "With Dr. Andreas Peine we have enhanced our expertise massively in manufacturing cellular elastomers. It is our vision to win the best heads for our different business areas. We began with Dr. Ralf Tahhan – an agreed expert for the FIP(F)G sector. Now with Dr. Andreas Peine we're assigning a further dimension of his profession in a thinly sown field of specialists", points out Managing Director Achim Raab.

insight. spoke with Dr. Andreas Peine about his remits and visions.

You've been working at KÖPP for about half a year now as "business development representative". What exactly can one envision from that?

Dr. Peine: To put it casual, I can get involved with anything that's new. For example this can mean developing new customer areas, tapping into new marketing regions, re-configuring existing processes to be more efficiently, pointing out technical feasibility, product advancements or new development of products – as you can see, it's a very wide field.

What objectives are you pursuing in the medium and long terms?

Dr. Peine: On the one hand, to bring the foam conversion in India successfully out of the starting phase and on the other to see the Romanian production through whilst adapting the previously utilised KÖPP formulae. Until 2007 the foamed elastomers in demand which we are now producing in Romania were in fact produced at our Berlin site. It's exactly here where it's important to find an answer quickly to updated customer requirements. To achieve this objective, we need above all and apart from the right equipment, a strong team getting involved in the development of products.

For our laboratory in Bovenden we will be getting a new lab mixer and diverse new measuring equipment which will make the site, with the enhancements already established by Dr. Tahhan, a centre of competence. That for sure can't happen without investing in further training of staff. I'm assuming that we'll be seeing this step through intensively over the next three years.

What challenges do you expect to meet in building up the processing and marketing structure in India?

Dr. Peine: In India we basically have to consider two things. For one thing, the subject foam is not only new to our joint venture partner but also to the local customers. And for another we must learn to understand what the market really needs and what it can afford rather than to let ourselves be carried away by what we would like to sell.

I think it's important that we here understand why people in India or China think the way they do."

Dr. Andreas Peine, business development representative

You've worked for many years in Asia. What experiences from this period are you bringing to your work here today?

Dr. Peine: I often think of myself as a communication and translation element between the culturally very different regions. I think it's important that we here understand why people in India or China think the way they do. This makes it considerably easier for us to respond positively to the demands made of us.



Foamed rubber is already offered by KÖPP in an extremely wide range of varieties. What development are you working on at the moment?

Dr. Peine: Currently we are being invited to offer sulphur-free foamed rubber seals for use in automotive lighting. That means that the entire formula for sulphur cross-linked seals has to be converted to peroxide cross-linking.

Are you yourself still collaborating on the mixes?

Dr. Peine: Yes, it's only by getting involved oneself that one gets a feeling for how the results come about and how they're to be understood. Obviously my practical skills are not as developed as those of the employees who do this work day in, day out. So one has to know when to let others take the lead.



Whisky: a hobby for lovers of detail

His various journeys abroad have been very accommodating for the passionate whisky collector. In the duty free shops of this world Dr. Andreas Peine is constantly on the lookout for another special bottle for his now around 100 variety-strong collection. Incidentally – only a few valuable collector's items will remain unopened. Most of them will certainly be tasted and enjoyed. The fascination of whisky? For him it's about tracing the individual complex flavours. Working out the components that have precisely contributed to these. How is it stored, how is it manufactured? Both in professional and in private life, the newcomer to Aachen always seems to want to grasp the big picture. Solid half knowledge is not his tag ...

What persuaded you to take on the new assignment at KÖPP? What was it that inspired you about the job and the company?

Dr. Peine: I already got to know the Managing Director Oliver Köpp back in 1999 while designing a joint booth for the 2001 plastics trade fair in Dusseldorf. We often talked about the new challenges that medium-sized German companies are facing. Apart from consistent customer alignment, a clear move towards an internationalisation of the markets could already be visualised.

At that time hardly anyone believed that a down-to-earth medium sized German business – such as KÖPP – could make the departure into this new era. As KÖPP then developed activities towards India, the first discussions came about in the wake of which the assignment now initiated was identified. In every respect this can be described as a happy circumstance. Here, I can ideally combine my previous professional activities with my product knowledge about foams.

Apart from that, I like the location Aachen very much. I like the Aachener in general and my new colleagues in particular. Here we live a down-to-earth mentality combined with expertise and visionary fortitude with a sense of proportion for the best. Additionally Aachen will also be a good home for my wife and our two children.



KÖPP and its KÖPPheads or “Every reveller is different”

In a word: freedom
“Freedom” – that has to be by far the most quoted reason for the biking bug. And this is also the reason **Ralph Schmitt** gives – fired off without hesitation and with such a resolute facial expression and sparkle in his eyes that you have to believe him. Ralph Schmitt has been a passionate biker for over 20 years. His hot “mistress” – because for him it’s the “coolest” machine – a Harley Softail Springer or so-called Bobber, 350 kg, 1,500 cc’s and 67 horse power. His mount takes him 10,000 km a year – in comfort, yes but in a style that the footrests get ground down each year.

“For me, biking is a perfect balance to the job. Better than lying around on the couch”, “Schmitti” maintains. His trips have so far taken him

from Aachen to St. Tropez and Hungary. This year he’d like to ride with his girlfriend along the “most beautiful coast road in Europe” – in Croatia – and set off for the annual Rudesheim biker meeting. There you meet the most different types. But the nice thing is that biking makes us all the same.”

Ralph Schmitt
Machinist and
passionate biker



“Many faces, one profile” – that’s the title of the big group photo of our workforce at the Aachen HQ. In this issue we start featuring just what fascinating people are behind these nice faces. That’s because we’ve established that many of them cultivate interesting and even unusual hobbies and passions which will certainly provide for conversation during the next after work party or internal sports meeting.

Anita Eupen
refuels with positive energy
in Bavaria.



Eupen is in Bavaria
No, Eupen isn’t just a small town in Belgium near Aachen, it’s also the surname of **Anita Eupen**. For years, colleagues and customers have been greeted by her warmth and good humour for years at the



André-Johannes Stiebig
His next triathlon takes him to the
Nordschleife.



A challenge to the power of 3 1.9 km swimming, 90 km cycling and 21 km running – and all that back to back. One almost gets cramp just from reading about it. Who would willingly do that to themselves? **André-Johannes Stiebig**, IT technician at KÖPP, has been an enthusiastic triathlete for some years now. He conquered those distances just mentioned last year on the Kraichgau Challenge in the so-called “Land of 1,000 Hills”. His reward: fun, mood, great atmosphere, the goosebumps feeling as one approaches the finishing line and euphoria “to go”. In 2005 the all-round sportsman competed in his first triathlon, 2008 saw his first marathon and he’s been training at the SC Bayer 05 athletic club in Uerdingen for three years now. It’s the combination of the three sports that makes it so interesting for him. The challenge of preparing oneself for a tournament meticulously and with a lot of discipline, organisation and structure is what wills him on. For this year, he has resolved to do the Greenhell triathlon at the Nürburgring. In the Freilingen lake and on the Grand Prix circuit including the Nordschleife, André Stiebig will be swimming, cycling and running Olympic distances. We wish him impressive fitness and a huge endorphin rush at the end of it all.

reception desk – if not in person then at least on the telephone. And, of course, when she’s not on holiday in Bavaria. She and her husband are drawn for two weeks in winter and two weeks in the autumn to Krün in Upper Bavaria. There they walk and enjoy the landscape, the food, the cosiness, the people and the fashion. Because here Anita Eupen has ample opportunity to buy and wear her beloved dirndl dresses. “The mentality of the people, the contentedness and self-composure of the mountain folk are things I’d like to take back to the Rheinland with me”, enthuses Anita Eupen.



The KÖPP team cracks a demanding altitude profile

In the 41st Hermannslauf three runners from the KÖPP team showed themselves in their best form. The 31.1 km led the participants from Detmolder Hermannsdenkmal over sand, cobblestones, forest floor, concrete and asphalt to Bielefelder Sparrenburg castle. The unusual altitude profile is somewhat demanding for the runners. But all three did indeed reach the finishing line – more or less exhausted but highly satisfied for sure. No prizes for winning, apart from respect and recognition from the college.



25 years at KÖPP and more than happy

Gerd Assmann, 64, machinist, celebrating his 25 years of company service: it’s not often you meet someone who makes such a contented, happy and well-adjusted impression. What’s the reason? Perhaps it’s because he’ll be retiring in a year during which time he just wants to be “on holiday” and spend time with his two grandchildren? Or is it down to his work colleagues who are also his friends? Or his job which, as training supervisor and works council member brings him and his colleagues together? The “humane atmosphere” which he senses at KÖPP? Or it is quite simply his positive thinking? Probably a little of all of these. But his wife certainly has the lion’s share – a woman whom, in his own words, he “would marry again, every day”. We congratulate him with all our hearts on his great fortune and his jubilee.

Oecher Alaaf



Michael Brand as private first class of the Oecher Penn in dress uniform (far left) and masked (below); YMCA: Oliver Köpp, Ralf Kalberg, Michael Decker and Dietmar Beuel (above, from right to left) celebrate at the Penn Ball with Christian and Armenuhi Klein (left)



Tradition binds: KÖPP as revelling partner to the Oecher Penn

KÖPP and the carnival association Oecher Penn quite definitely have something in common: they both have a long tradition. That binds them. Which is why for years now KÖPP has been sponsoring what, at 155 years, is Aachen's oldest carnival association.

Numerous employees at KÖPP are very happy about this as 550 members belong to this traditional association – first and foremost Managing Director Oliver Köpp. “Rheinland Carnival isn’t just about fun but also maintaining customs and traditions. We like supporting that”, says the managing director explaining KÖPP’s involvement with the Oecher Penn. “Naturally we live with the activities, too.

We don’t only pay, we also party vigorously when the Oecher Penn invites us to this fabulous event.” Apart from the big Penn Conference and the legendary Penn Ball the outdoor events also attract countless visitors. Michael Brand contributes an important component of the success of this event – a private first class of the Oecher Penn and logistics manager in his life as a KÖPPhead. Michael Brand has been a so-called “active” member assigned to the “wagon and stage building” section for three years now. “Carnival has always been a great passion of mine. This definitely has its roots in my childhood as the big



Rosenmontag parade used to pass our front door. With the Oecher Penn I can charge my zeal with life. Wagon and stage building lets

me input my experience in practical things. Even my very incisive orderliness – which I am luckily able to live out in my job – contributes to the Penn. We’re not some wild bunch of headless chickens but a thoroughly well organised, precisely acting unit in which the revelling plays a big part but it’s not the only thing we can do. I like that”, adds Michael Brand.



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