



Bovenden

New laboratory

Top-level product development

Aachen

New ambience

Renovation offers benefits all round



PackAzote®

New PE foam:
a first-rate product



insight.special

“Nothing is impossible!”

Managing Director
Achim Raab

Editorial

Dear Readers,

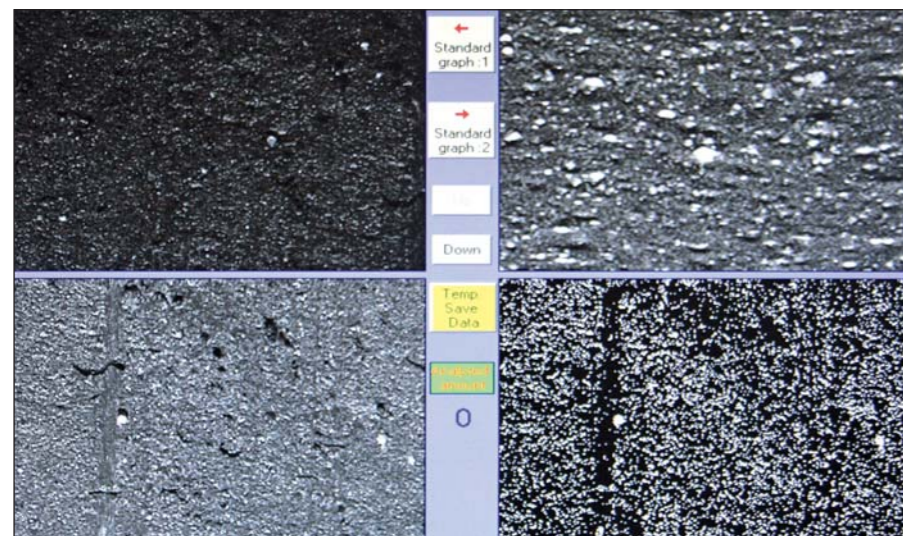
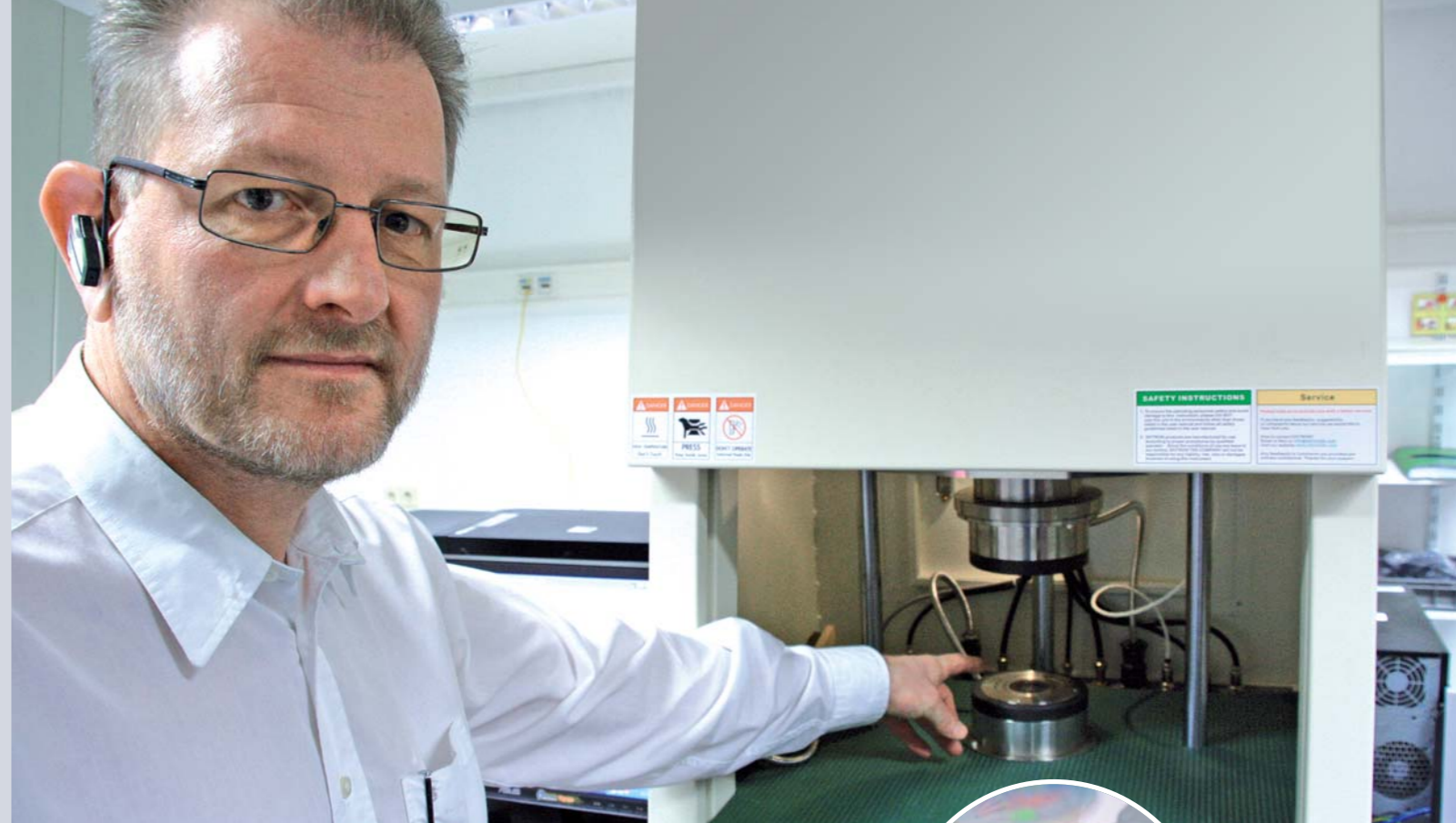
“We are developing at all levels.” This is a quote from Managing Director Achim Raab in our interview that appears in the inside section of **insight**. And you can find out how and where we are doing this not just in this article but of course on all other pages of this edition as well. For example, you can read about our lab in Bovenden, where the modernisation programme is now complete. It comes in for praise from Dr. Andreas Peine as a no-worries all inclusive package. We also offer you a look behind the scenes as only **insight** knows how: learn how renovation of our HQ was carried out. And discover the “new dimension to PE foam” – PackAzote® LD27, a quality specially

developed for the packaging sector, with a new measurement that ensures highly efficient usage for a wide range of applications.

The year 2013 has already brought a number of positive developments. But two highlights are definitely still in store: firstly, K 2013 in Düsseldorf – the world's biggest plastics fair, and secondly, our 75-year company jubilee. To mark this date we are already working on an edition of **insight**.special, when we will take a look at the history of the company.

We hope you enjoy reading issue No. 6 of **insight**.

The Editorial Team



Microscopic images clearly show distribution quality in a compound. This allows mixing errors to be spotted right from the start.

The new lab

The first-class technical standard of our new lab makes it far easier for us to develop qualities and ensure they're geared to the needs of today.”

Dr. Andreas Peine, business development representative and head of the laboratory

Champions League in product development

The modernisation programme has taken two years. A quarter of a million euros has been invested in new equipment to turn the lab into a development centre complete with a miniature production facility. “A no-worries all inclusive package,” is how Dr. Andreas Peine describes the newly completed laboratory in Bovenden.

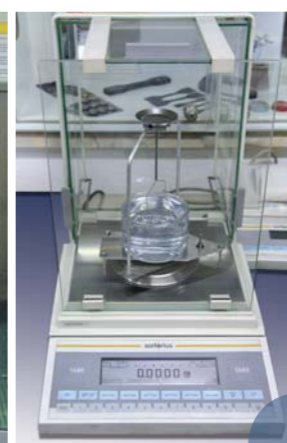
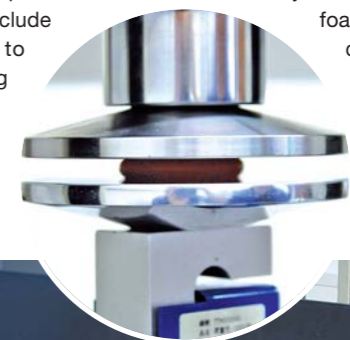
The centrepiece is a rheometer to measure the vulcanisation rate of our foamed and cellular rubber compounds. “Besides vulcanisation the rheometer also measures the pressure development of the gas produced in the compound during foaming. Here key production parameters include the time when this starts as well as when maximum pressure is achieved. The software supplied with the device indicates whether the compound meets the specified values”, explains laboratory head Peine. Something that once had to be painstakingly tested in a laborious process – and was frequently the subject of mere conjecture – can now be determined objectively with an unequivocal

result thanks to the rheometer. The benefit is obvious: a major reduction in development cycles. “This makes it even easier for us to cater for the increasingly specialised needs of our customers, swiftly turning them into perfect solutions”, continues Peine. The rheometer is backed up by another item of equipment: a Mooney viscometer, which is used to measure the viscosity and flow behaviour of compounds. Other new instruments include a special microscope to determine the mixing quality in the master batch and a tension/compression testing

machine for measuring the mechanical values of finished products. Like the rest of the equipment at the lab, they represent the latest cutting-edge technology. Along with the lab roll mill and mixer this means that the laboratory can fulfil all requirements in terms of recipe development, quality assurance and production monitoring. Peine rounds off the interview by commenting, “Whether testing foamed rubber compounds, key developments for CR and natural rubber or foam testing for our slabstock foam systems – the lab is fully equipped for all requirements”.



Test piece for a compound from the rheometer





Managing Director
Achim Raab
loves a challenge –
both at work and at home.

More than thirty years ago Achim Raab and Oliver Köpp had holiday jobs working side by side in KÖPP's factory. And today they have jointly shared the management of this traditional company for five years. **insight.** met up with Achim Raab and talked to him about his impressions, plans and objectives.

“Nothing is impossible!”



“Only if you're willing to keep on learning can you continue developing.”
Achim Raab, Managing Director

Mr Raab, five years have now passed since 01.01.2008, the date on which you became a director at KÖPP. What is your impression of this time?

Raab: Extremely positive! The company has seen tremendous developments in recent years – and not just what's apparent in terms of appearance, following our extensive renovation programme. We have also made enormous progress as regards the structure of the firm: we have significantly updated both our equipment and our workforce skills.

What goals have you set yourself?
Raab: A significant increase in sales and profits. Specifically I have in mind sales of 50 million euros in the medium term – i. e. in five to seven years. To achieve this goal we have naturally drawn up a growth strategy that, for obvious reasons, I am unable to speak about here.



Your approach is undoubtedly characterised by globalisation of the firm. Here I'm thinking about the joint venture in India or your subsidiary in Romania. What prompted you to introduce such changes, or to put it another way: Why not just go on as before?

Raab: Nowadays focusing solely on Europe will no longer get you where you want to be. The growth markets aren't in Europe, but elsewhere, for example in the so-called BRIC countries. In Romania we benefit from its proximity to Russia, while in India we are able to serve the local market and also tap into China from there. Brazil offers access to the markets of South America, and we are currently developing a presence in that country.



You share management of the firm with Oliver Köpp. How are responsibilities and tasks divided up? Is there part of the firm you'd describe as your business?

Raab: There's no strict division of responsibilities. As a business school graduate and qualified tax consultant I naturally like working with figures and strategies. As Oliver Köpp has already been at the firm many years, he is of course more familiar with its products, processes and customers than I am. In this regard I've learned a lot from him in recent years.

Attentive readers have seen from recent editions of insight. that you're very keen on sport. Where does this passion come from?

Raab: I couldn't live without sport. I need it for my work/life balance and opt for it deliberately as I know it does me good. I also love a challenge. “Nothing is impossible!” This is my motto both at work and on the sports field.

We have also learned about your love of art. That isn't something you'd generally expect of a tax consultant!

Raab: I don't like being pigeon-holed as someone who just works with figures. A business is of course managed via its figures. They're the framework for putting ideas into practice. But such ideas come from exploring diversity. I am fascinated by creative types as they are so different to me. I'd describe myself as a structured, analytical, straightforward sort of guy. That just the sort of person creative types aren't. Their minds work differently: they're imaginative, nonconformist, sometimes chaotic. And it is dealing with such characteristics that expands my horizons. I seek out this very contradiction, as contact with other ways of thinking offers me a great deal. Only if you're willing to keep on learning can you continue developing.

“As a business school graduate, I have learned to analyse long-established procedures and to turn my findings into new strategies through a process of abstraction.”
Achim Raab, Managing Director

How have you contributed to these changes?
Raab: When I joined KÖPP, I first of all didn't do anything for a year (laughs). That sounds a bit odd, doesn't it? That's of course not quite what happened. Initially I only did analysis. Coming into the firm from outside, I was able to look at it without any preconceptions. As a business school graduate, I have learned to analyse long-established procedures and to turn my findings into new strategies through a process of abstraction. They can then be promptly implemented. The major benefit of a small family firm is that decisions can be taken quickly. For example, large-scale investments don't have to be agreed with the supervisory board or similar bodies. We can take full advantage of our flexibility – and do so as well.

Personal

Wenkemann heads off on a farewell tour We wish him a good journey!

Wolfgang Wenkemann worked at KÖPP for almost 33 years. As a member of our in-house sales team he dealt with customers before switching to order processing and data maintenance in 2003. On 30.01.2013 he then took up a home berth as a pensioner. But in retirement he doesn't plan to stay there permanently. Several trips are on the programme. For example, one heading off for Ireland on a freighter and another to experience the fascination of Scandinavia in a camper van. We thank Mr Wenkemann for all his hard work and the commitment shown to our company. We wish him all the best for his retirement, including good health and unforgettable impressions on his many trips.



At his leaving party his colleagues presented him with funds for seeing the world and a mini camper van symbolically fashioned out of KÖPP materials.

Jubilees in 2013

25 years at KÖPP – congratulations!

This year KÖPP is celebrating its 75th company anniversary. Five of our employees can now claim to have helped write precisely one third of Köpp's corporate history. In an age when CVs are becoming increasingly diverse, this deserves special recognition. We should therefore like to congratulate the following members of staff on 25 years of service:



- Walter Koch, Bovenden plant, on 1.7.2013
- Hannelore Schwartz, Aachen plant, on 4.7.2013
- Silke Mollenhauer, Bovenden plant, on 1.8.2013
- Isabel Kalberg, Aachen plant, on 01.08.2013
- Michaela Schwarz, Aachen plant, on 5.10.2013

We wish them all the best for the coming years – both professionally and of course also in their private life.

Inside views

More streamlined stylish, energy-efficient: **Renovation offers benefits all round**

Finished at last!

Modernisation of the company headquarters, which started as a renovation programme and ended as refurbishment of the building's core, has now been completed after some one and a half years.



As soon as visitors arrive in the foyer, they will be impressed the new interior design and feeling of space: plenty of glass, light and room for artworks. It was Managing Director Achim Raab who has introduced these pieces of art. "Our foyer is an ideal spot for sculptures and paintings." And the positive feedback from many visitors proves he was on the right track.



The fabric of the building, which dates back to the 1960s, meant that simply smartening up the facade and interior decor would not be sufficient. The firm seized the opportunity of giving its HQ a radical overhaul and creating a more intelligent room layout. Full external insulation has been fitted to the building in an effort to save energy. Office space is now organised by sector and the entire atmosphere has been brightened up. Equipment has also been upgraded to the latest technological standard.

The structured, clean lines of the interior are highlighted by pictures and sculptures."
Achim Raab, Managing Director



"The refurbishment benefits both staff and customers", says Oliver Köpp with conviction. "It's clearly good for customers if our team members feel comfortable at their workplace and enjoy coming to work – and thanks to the improved technical equipment they can of course work even more efficiently. Not to mention the proximity between offices thanks to clever spatial concepts", is how Managing Director Achim Raab sums up the process.

Benefits for staff and customers

"The renovation of the headquarters was long overdue", admits Managing Director, Achim Raab. "Investments in production and operations have of course always taken precedence."

Besides the prestigious foyer, the refurbishment programme for the HQ also included renovating all offices and restructuring the meeting and conference rooms. Over 50 km of fibre-optic cable was laid so the modern office, media and conference equipment could be installed exactly where it is needed. One special concern of the firm's directors was to install energy-efficient systems that would be easy on resources.



Social contact for creative exchanges: CoffeeCorner as a meeting point. Apart from a wide selection of coffee specialities, this is undoubtedly also the place to glean important items of information when chatting to colleagues.

With PackAzote® we are again offering customers a product that is tailor-made for their application requirements. The development of PackAzote® is another result from over 45 years of cooperation with Zotefoams, always communicating the needs of our customers and driving forward their realisation".
Oliver Köpp, Managing Director

A first-rate product innovation: PE foam PackAzote® LD27

In the middle of May 2013 KÖPP added PackAzote® LD27 to its already extensive range of Plastazote® PE foams specially designed for the packaging sector. One striking feature is the format of **1,200 x 2,000 x 53 mm!** This allows PackAzote® LD27 to offer key benefits: our customers are obliged to comply with standard specifications and grid measurements particularly in sectors such as packaging/case trays/goods securing. **The increased width of 1,200 mm** lets them achieve this more easily and effectively. Less waste means greater efficiency and more options for processing. The same applies to the slab thickness. Fewer laminations not only make a product look better, but also cut down on the processing required.



PackAzote® LD27 offers all benefits that customers have come to expect from KÖPP's other Azote foams such as Plastazote®, Evazote® or Supazote®:

- maximum purity (no chemical foaming agents)
- low weight
- uniform density throughout the slab
- perfect shock absorption
- high shear strength (for a clean cut)
- very simple processing



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