



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

▶ **Cellular Rubber**
EPDM-SUW
and EPDM-W

▶ **ISGATEC Forum 2015**
FIP(F)G: KÖPP
shares expertise

▶ **Filter technology**
Domestic
water filters
Maintenance tips

New
qualities
Made by
KÖPP

Well placed
A new direction
in **Sales**



Axel Wynands
presents his team



Dear readers,

“We have arrived and gained acceptance as a slabstock manufacturer!” – that is the headline for the KÖPP team for 2015. Having put so much motivation, competence and heart and soul into our “rebirth” as a cellular rubber manufacturer, we have seen extremely positive results this year.

And that’s not all – things look bright for the future as well. By installing new presses and heating ovens at our factory in Romania, we will triple our production capacity at Koepf Romania even in the short term and we will be able to meet rising demand with ease.

Admittedly, growth in demand for our semi-finished cellular rubber products has been so dramatic that it exceeded our expectations – although, of course, we were always aware that our combination of high quality and competitive prices would establish the reputation for our products in the market.

Our ranks have also been swelled by more experts in foam. We have significantly expanded and reorganised our sales team.

In this edition of **insight**. I look forward to introducing you to our internal and field staff, and our new Head of Sales & Marketing, Axel Wynands.

We also have product news for you in this **insight**.: EPDM-SUW and EPDM-W. This adds two (super) soft qualities to our range of cellular rubbers, for a wide variety of special applications.

I wish all our readers health, happiness and success for the coming year. It would be good to meet you at *K 2016*, **the** plastics trade fair in Düsseldorf. You will find us, as ever, in the rubber section – with a bigger stand this year. See you there!

Warm regards,

Achim Raab, Managing Director



Dipl.-Ing. (FH) Axel Wynands
Head of Sales and Marketing

Axel Wynands

Clear goals, an overall direction, excellent products and a team to shape the success of the company – these are the reasons that persuaded Axel Wynands to take on new challenges as Head of Sales & Marketing at KÖPP.

“A successful company always measures itself in terms of growth rates. At KÖPP you are not looking at a pedestrian 2-3%. The goal is 10-15%, and that is entirely realistic. I am highly motivated to be a part of that” said the qualified engineer.

More about Axel: Career

- 4 years as a commissioning technician at SIEMENS, Cologne
- 4 years studying Mechatronics to become a qualified engineer, Aachen Technical College
- 11 years at Fecken-Kirfel, Aachen, most recently as Head of Sales & Market

Private life

- Married, 2 children, Passionate about sport, particularly football and jogging
- Describes himself as an “adrenalin junkie” – he loves parachute jumps and go-carting

Strategy, empathy and experience

A new face in sales



Looking forward to a good cooperation: MD Achim Raab and Head of Sales Axel Wynands are setting objectives for the future.

“Achim Raab means what he says and says what he means. I value that quality in him.”

*Axel Wynands,
Head of Sales & Marketing*

“In terms of experience and personality, Axel Wynands is precisely the right person for current and future challenges. He fits our team perfectly.”

Achim Raab, Managing Director

He knows the international market

Axel Wynands is no stranger to the rubber and foam sector. His previous employer, Fecken-Kirfel, is a leading producer of cutting machines for processing cellular rubber and polyethylene. During his eleven years at Fecken-Kirfel he worked with many block-processing clients around the world, and met them in person. Wynands is confident that his experience can help KÖPP make the transition from being a traditional company to an increasingly international concern.

A team leader who is a real team player

“The team is the key,” assures Wynands. “We can only achieve our ambitious aims if we all fit together like cogs.” That is why he believes his role as Head of Sales & Marketing goes beyond company strategy, with a strong focus on organisation. His door is always open, so he can help find a quick and uncomplicated solution to any difficulties. “I also expect the same from everyone else. Anyone who has resources must also make them available to their colleagues. We need to work together to be successful, for us and for our customers.”

Your EXPERTS IN FOAM:

“We can only achieve the high standards that we have set ourselves if we get our skills working together.”

Axel Wynands, Head of Sales and Marketing



Uwe Herdin
Sales Consultant



Christof Carduck
Key Account Manager



Dipl.-Chemiker Dr. Ralf Tahhan
Key Account Manager FIP(F)G



M.A. Armina Klein
Key Account Manager



Markus Peitz
Key Account Manager
Filtering Technology

Capable, customer-focused and solution-oriented

As we have increased our production of semi-finished cellular rubber and sponge rubber products, our sales department also faces new challenges. “Both our range and our circle of customers have expanded”, explains Managing Director Achim Raab. That is why KÖPP has reorganised and expanded its sales team. Two new customer contacts joined Head of Sales, Axel Wynands, in April: Miriam Mapelli and Karolina Pinkawa. “We now have a team of 21 internal and field staff, in Germany and abroad,” explains Axel Wynands. “With our new personnel, we have a perfect mixture of old hands and fresh blood. It is a great combination. Now we have new initiatives mixed with proven experience and a solid knowledge of the market. This will definitely benefit our customers.”

Success is always a team achievement

It is well known that the whole is greater than the sum of its parts. “This principle applies to the smart people in our team”, observes Axel Wynands. “We can only achieve the high standards that we have set ourselves if we get our skills working together. That is why we discuss our customers’ current requirements and concerns at regular team meetings – of course our colleagues from Bovenden are included, as are our field staff in Germany and abroad via a video conference link. It is not just a question of finding the ideal process, the perfect concept or the most appropriate material. Our goal is also to ensure that our solution can be implemented as quickly and simply as possible, because that saves our customers time and money.”



Vladimir Wengert
Sales Consultant

Christoph Jansen
Sales



New to the team: Miriam Mapelli

A Business Economist, she has been taking care of international customers with Neil Stockdale since 1st April 2015. She can provide customers with able assistance in English, French, Spanish, Dutch or Italian.



Dipl.-Kffr. Miriam Mapelli
Marketing/Sales

Aachen sales team

Your local experts

With KÖPP's broad range of products, having the right contact for every subject area must mean having an equally broad range of in-house experts.

A **key account management system** has been introduced so that our customers have a fixed contact to give them precisely tailored service. This ensure reliable collaboration, which really helps our customers find the optimum solution.

On-site service and presence

Being close to customers is the top priority for KÖPP. Even in an increasingly digital age, telephone calls or video conferences cannot replace a *face-to-face* meeting between business partners. That is why we have a large and capable team of field staff to support our customers.



Christa Kochanowski
Sales



Norbert Wendland
Sales



Karolina Pinkawa
Sales

New to the team:

Karolina Pinkawa joined the Aachen sales team on 1st April 2015. She serves customers in Germany and abroad in German, English and Polish.



Isabel Kalberg
Sales Filtering Technology



Sascha Ruess
Sales Consultant



Sabine Woggon
Sales



Dirk Eberhardt
Sales

Bovenden sales team

The staff at our location in Bovenden (Göttingen) are your experts for any area of our sponge rubber and FIP(F)G solutions.



Walter Koch
Head of Production
Sales Manager



Ines Ahlborn
Sales



Silke Hoffmeister
Sales



Ing. Stefan Fenkart
Sales Consultant FIP(F)G
Austria, Switzerland,
South Germany



Neil Stockdale
BSc (Hons) FInstSMM
Key Account Manager
International Sales

KÖPP international

In line with our increasingly global profile, we are constantly adding to our sales team. We currently have two sales representatives in Italy and China, who are a further link. This brings us a step closer to our customers around the world.

Cellular rubber



EPDM -SUW and -W



Dr. Andreas Peine
Business development representative

Not just standard

We can't say it often enough – the past year has been extremely good for KÖPP in terms of production of our own cellular rubber qualities at our factory in Romania and international sales. Production of the standard qualities is going full steam ahead and positive feedback from the market confirms the high quality of our materials. But of course, standard qualities are not enough for us. From our many years of experience we know that our customers often have to deal with difficult sealing tasks, which require a special foam, e.g. if the material comes into contact with moisture or water, or if there are large tolerances to overcome. "In these situations our customers need a more resistant foam system" confirms Dr. Andreas Peine. "What they need is a very soft EPDM, but with good recovery." With this market requirement in mind, the product development department at KÖPP Germany worked with the production team in Romania to come up with the perfect mixture for a new, super-soft foam: EPDM-SUW (super-soft).

Not just a soft core

With its relatively low density of approx. 80 kg/m³, EPDM-SUW is one of the lightest of the large-cell foams. With a degree of hardness of 14-26° Shore 00 it is highly elastic and at the same time soft. These qualities give it the desired property – an ability to adapt highly precisely to its surroundings including a very wide range of structures. EPDM-SUW also unites two important properties in one material quality: it has a good compression set with high temperature resistance. This gives this product a clear advantage over comparable competitors, and you get the whole package – quality at a competitive price.



The real deal

Along with the SUW, EPDM-W (soft) is another new development. "The original demand for this product came from the Asian market" explained Dr. Peine. With a density of approx. 100 kg/m³, EPDM-W is lighter than a classic EPDM, but it is still a high-quality technical foam. This product offers our customers a high-quality alternative to the growing trend towards material blends. "These blends have a low EPDM content and they generally include an EVA component, which means that they have limited temperature resistance. This is a problem that you do not have with pure EPDM-W" explained Dr. Peine. The counterparts to this material are only on the market in small block sizes. With standard dimensions of 2,000 x 1,000 mm, EPDM-W from KÖPP has clear commercial benefits for customers.



Quality (trade name)	Chemical properties / resistance						Mechanical properties		Physical properties	
	Ozone/Elements	Alkalis	Acids	Mineral oil - Petrol Diesel - Biodiesel	Water (at 100°C)	Light	Good tensile strength and good elongation at rupture	good CS values	Temperature- resistance	Flame- resistance
EPDM	EPDM-L	+	+	+	-	+	+	+	+	+
	EPDM-S	+	+	+	-	+	+	+	+	+
	EPDM-W	+	+	+	-	+	+	-	+	-
	EPDM-SUW	+	+	+	-	+	+	-	+	-
NR	ZK/NR-L medium	+	+	+	-	+	-	+	+	-
	ZK/NR-S firm	+	+	+	-	+	-	+	+	-
CR	ZK/CR-L medium	+	+	+	+	+	+	+	+	+
	ZK/CR-S firm	+	+	+	+	+	+	+	+	+

excellent: + very good: + good: + not suitable: -



**Dipl.-Chemiker
Dr. Ralf Tahhan**
Key-Account-Manager FIP(F)G

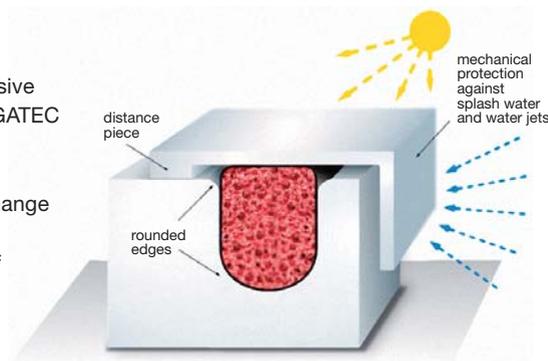
Applying seals in-situ

shedding light on a tricky subject

KÖPP confirms its expert status in the area of *formed-in-place-gaskets* at the ISGATEC expert forum

An expert forum entitled “Process-constant dosing technology for adhesive and sealing systems” was held at ISGATEC in Mannheim on 24/25 November. Specialists in sealing, adhesive and elastomer technology met up to exchange information. As a supplier with over 15 years of experience, KÖPP was of course a vital participant.

Which materials and which system technology are available today and which design considerations need to be taken into account in advance? Our FIP(F)G expert and Key Account Manager, Dr. Ralf Tahhan, dealt with this and other questions competently in his presentation, giving comprehensive and practical answers. To show a fine-cell foam and its optimum air load, he sometimes used ketchup or champagne bottles as visual aids.



Dr. Tahhan gave a striking demonstration of the importance of groove shape for optimum seal results. It is equally important to consider electromagnetic compatibility if possible fault sources must be shielded. In this case, the seal to be used between the housing and the cover should be conductive. “You soon realise what a complicated subject it is, but with the right

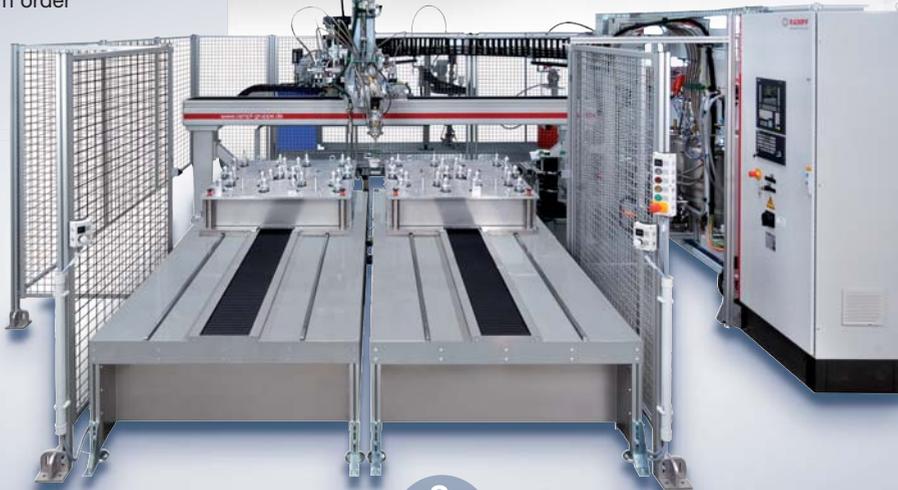
advice it is quite manageable” explained Dr. Tahhan in one of his presentations. “1K or 2K seals are an alternative that is at least as good as traditional seal systems made from cellular rubber or sponge rubber. However success depends on finding the ideal solution for the specific sealing requirement and then implementing it in a reliable and highly precise way. This requires plenty of experience in terms of consultancy, development and production.”

FIP(F)G seal systems are now used for a wide range of applications. At the ISGATEC forum KÖPP proved once again what a wide range of options are available to the market with impressive process reliability. Our experts will be happy to assist you with your individual project.

FIP(F)G

Capacity expansion in Aachen

In addition to our main formed-in-place seal production facility in Bovenden, our plant in Aachen is being used increasingly. To expand capacity, a third system from Rampf will be installed in Aachen in January. This represents an investment in quicker and more modern order processing for our customers.



Details

- Low pressure system with dynamic mixing system and servo drive
- Stainless steel mixer heads and mixer elements with temperature control
- Process data monitoring with error message documentation in clear language
- Efficient 3-component design for quick material change
- Linear robot with top precision and high dynamics
- Changeable slide table system with economic part change
- Broader dosing range from 0.05 - 6 g/s with flexible design
- 2K seal profile to less than 1.5 mm possible
- Air load measurement and regulation



KÖPP Domestic water filters

Make sure
you don't forget
regular
maintenance!

It is true that we normally address **insight.** readers as business partners but as we are raising domestic water filters, the subject is a bit closer to home.

In fact that was precisely the idea behind the in-house staff training by our filter experts Isabel Kalberg and Markus Peitz. Of course, it was also interesting for our colleagues to learn something about one of our products, but the focus of this training was its practical use. You will soon see just how useful it was.

Actually many colleagues did not even know that they had a domestic water filter. Domestic water filters are used in all houses in Germany to remove solid particles that are present in water when transferred from the waterworks to the consumer. Without this filter, these solid particles would cause damage to household devices, such as washing machines. To avoid this it is vital to carry out regular maintenance on the filter. The frequency required depends on the level of dirt. For reasons of hygiene the filter cartridges should be replaced at least every six months, or if the reduction in pressure is greater than 0.5 bar.

All you need to do is:

- Put a bucket under the filter
- Close the gate valves before and after the filter and open the vent valve
- Unscrew the sleeve nut that fixes the filter cup in place, remove the filter cup and rinse it
- Remove the filter cartridge (pull down)
- Insert a new filter cartridge
- Screw the filter cup back on (check that the seal ring is in the right position to prevent any water damage)
- Slowly re-open the gate valves; close the vent valve if water comes out of it

Here is a tip from a sales manager who did not want to be named: Never put a bowl to catch water under your backwash filter. If there is enough pressure the water splashes straight out of the bowl – sometimes spraying all over the wall. Unless, of course, you wanted to redecorate or you want to support your local painter.

Do you have any more questions about domestic water filters and their maintenance? Our experts will be glad to help.

A podium finish with **team spirit**

Bronze for the FOAM Experts at the Aachen Corporate Run

The 4th Aachen Corporate Run was held on the 2nd October at the Hangeweiher. This event is now a fixture in the KÖPP calendar, and every year IT engineer, André Stiebig, recruits a few colleagues to join him. Our team, the “FOAM Experts” started this time with six passionate runners.



It was a bright autumn day, as always, as our colleagues brought their bright mood to a total of 7,000 runners. Our team agreed on a course length of 4.63 km in advance. All that team spirit could not go unrewarded – three of our runners reached their goal in a time of under 20 minutes, which was enough to ensure an impressive 3rd place in the overall rankings – congratulations!



In other sporting news, the traditional **ATG Winter Run** on 6th December was the latest challenge. Our team of “FOAM-Experts” was getting involved together again and achieved a respectable result in the upper midfield. The run covered the distance of 18 km and 100 metres of altitude from Vichtbachtal, through the Forest of Aachen, to the ATG sports ground at the Chorusberg. Among more than 1.500 male participants André Stiebig could gain a proud 95. place. Congratulations!

There are some sporting events coming up in 2016 as well. Perhaps a few of our female colleagues will be getting involved...

Marketing



Miriam Mapelli

A new face. New Insight(s).

insight. has been distributed to customers and business partners for several years now. We use this magazine to bring you news about products and people at KÖPP: what we are planning, what we have done, the faces behind our success stories, and sometimes we even show you *what* these faces look like.

“I would like to use **insight.** to introduce customers to KÖPP” explained Miriam Mapelli, who has been working in Sales & Marketing since April of this year. “To offer our customers interesting and worthwhile articles from a wide range of fields, the **insight.** team works to make the KÖPP magazine informative, varied and entertaining” added Miriam, who is a qualified business economist. “Of course it is not just a question of our team of writers working out what news we want to publish. For me the question is not ‘what should our customers know?’ but rather ‘what do

our customers want to know?’. It is not just a company mouthpiece, but also a listening ear, and that is how I see my role” said the **insight.** Editor with a smile. Do you have any questions, requests or suggestions? Which areas interest you most? Which areas do you find less interesting? Are there any subjects you would like to see in **insight.**?

We look forward to hearing your feedback. You can contact us by telephone on +49 (0) 241 16605-29 or by email at m.mapelli@koepp.de.



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solutions



in foam

