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A Legacy of Leadership: Peter's Farewell from the Helm of W&H Group

In a heartfelt farewell, W&H Group bids adieu to Peter Steinbeck. Retiring from his position as CEO, Peter leaves behind a trail of success marked by his visionary leadership, exceptional sales acumen, and an infectious smile that endeared him to colleagues and customers alike.

Reflecting on Peter's contributions, a prominent Indian leader in the flexible packaging industry acknowledges, "Your valuable contribution on the frontline will always be remembered and appreciated. Your patience and beautiful smile always keeps even angry customers happier. People have to learn this trick from you."

India held a special place in Peter's heart, a sentiment evident in his support for W&H's structure in the country since 1993. The organization has flourished under his guidance, boasting a workforce of nearly 150 qualified individuals, encompassing roles in sales, service, and various corporate functions. The legacy of growth continues to thrive.

My personal journey, intertwining with Peter's for over three decades, began in 1990 when our paths crossed in the factory. A friendship, mentorship, and professional support blossomed over the years, with me having the privilege of reporting directly to him for almost 25 years.

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Peter's global schedule was marked by numerous exhibitions, seminars, and customer visits, showcasing his dedication to fostering relationships with clients, the country, its people, and even its cuisine.

Anticipated and meticulously planned, the transition sees the reins of CEO handed over to the capable hands of experienced CTO Falco Paepenmueller, CFO Martin Schulteis and CSO Sascha Witt, who have been to India for many visits, showing how important and upcoming the market is.

Despite transitions, the board continues to prioritize the satisfaction and loyalty of our valued customers at HMA. Their unwavering commitment ensures that the needs and concerns of our Indian clientele remain at the forefront of our strategies, reflecting our dedication to fostering enduring relationships and delivering exceptional service.

Although Peter steps down as CEO, his connection to the organization endures through his role on the Advisory Board. It is not just an end but a new beginning. As W&H Group embraces change, the spirit of Peter's leadership lives on, inspiring the company to reach greater heights in the years to come.

Goodbye and Namaste – Peter!

Welcome and Swagatam Falco, Martin and Sascha in the new role.

Your Team from HMA – **HUB** **Middle East**, Africa and South Asia!!
Or better named by Peter as **Highly Motivated Achievers**.

Jai Hind!

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Two Machines, One Vision: Global's Recipe for Growth

Global Polybags is a family-run business for over three decades. Originally, they engaged in the manufacture of oil, their company gradually switched its concentration to flexible packaging while maintaining a constant emphasis on offering essential daily packaging materials. They initially produced monolayer films, but now also produce technical films, kraft paper bags, corrugated boxes, IML, and thin wall containers. They invested in solar power plants and wind turbines to produce their own electricity to encourage green manufacturing. For quicker import and export clearance, they also have a container freight station.

In a strategic move to boost productivity and quality they made a significant investment in Windmüller & Hölscher printing and extrusion machines. They acquired two cutting-edge machines, the MIRAFLEX II and the VAREX II which adds up to the total of 5 W&H machines owned by them.

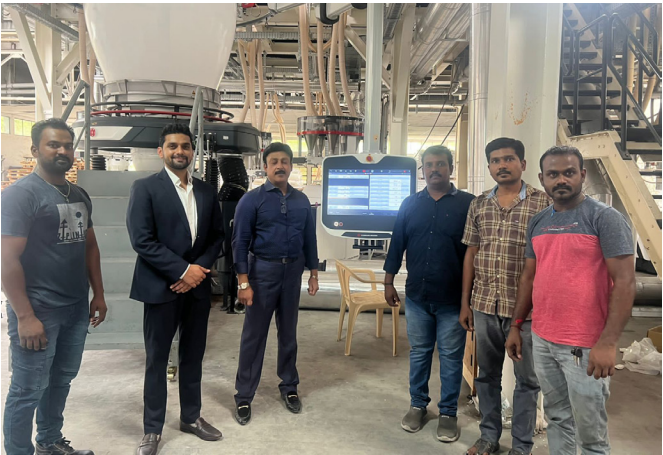
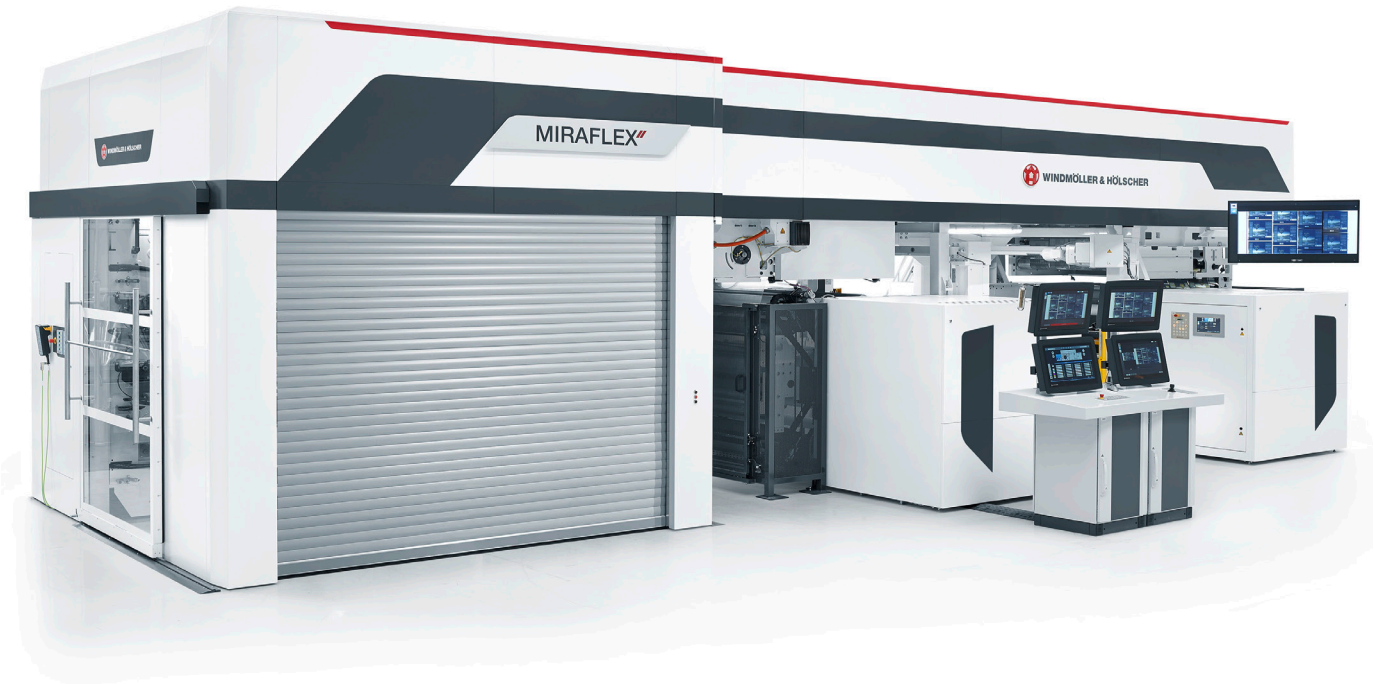
The MIRAFLEX II Printing Press has revolutionized their printing operations with its versatility and efficiency. It enabled quicker changeovers, reduced waste, and ensured superior color consistency. As a result, they experienced remarkable improvements in print quality and efficiency.

Complementing their printing capabilities, the VAREX II Extrusion Line allowed them to produce top-quality films for various packaging applications. This high-performance machine provided precision control, energy efficiency, and versatility. Reduced downtime and enhanced film quality boosted their overall production output.



This investment marks a milestone in our journey towards growth and excellence. Their partnership with Windmüller & Hölscher promises continued innovation and success.

“With incoming orders we had an immense pressure to deliver to market needs, but because of the unwavering dedication of W&H’s service the machine was installed, up and running in no time. We are quite satisfied with the performance and support from W&H and thus continue to grow our partnership with them. Outstanding machine performance and 24x7 support from W&H has resulted almost no machine stoppages and helped in strengthening our partnership with repeat orders on W&H. Both the machines have excelled beyond our expectations.” **says T Murali, Managing Director - Global Polybags.**



“Our partnership with Global Polybags started in 2015 with the placement of the first order for two machines, a few years ago, they have several machines from W&H along with the country’s first TRIUMPH 5 QT for paper bags from our subsidiary GARANT. We are pleased to hear that the machines have met the expectations and are performing well in operations. We take pride in delivering high-quality, reliable products that are designed to meet the unique needs of our customers, and we are glad to hear that our machines have been able to help achieve the business goals.” **says Karan Sud, Regional Sales Manager.**

Planting Success with Kanpur Plastipack Limited

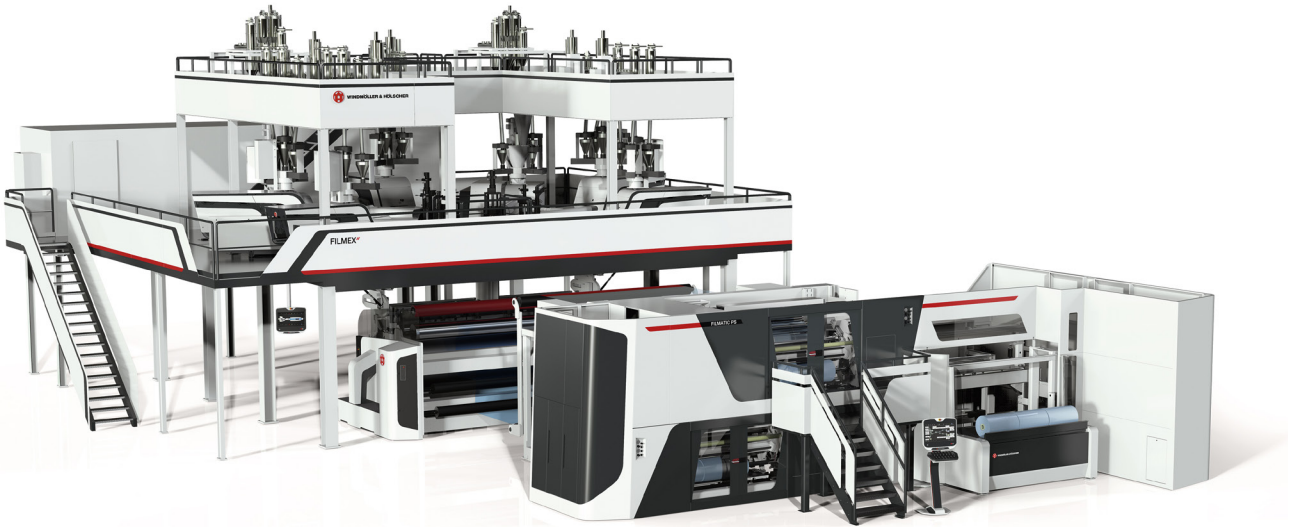


In the world of business, growth and expansion are not just indicators of success but also a testament to the vision and dedication of the people behind it. Kanpur Plastipack Limited (KPL) is one of India's most reputable manufacturers of Flexible Intermediate Bulk Containers (FIBCs) and other allied products and one of the largest integrated manufacturers in the world.

Kanpur Plastipack had a very old Laminex Extrusion coating line from W&H and three generations in the Agarwal family is a big fan of

Which is why the client's new plant inauguration was a moment of pride and gratitude. It was a privilege for us, their trusted partners, to be part of this important event, showing the deep respect and appreciation we have for each other.

As we stood alongside KPL at this significant moment, it was clear that this partnership goes beyond business. Their decision to include Mr. Shri Prakash Werlemann-Gupta in this grand opening speaks volumes about the trust and respect they have for our collaboration.



the quality and stability of the laminex. More than 40 years old, the machine is still running in their plant. This experience motivated them to invest in a FILMEX II 3300 mm wide 7 layer Cast Film line for CPP and Barrier film production. What a nice story!

And, Kanpur is also Mr. Gupta's hometown, a moment to remember for a very long time. Together, we are embarking on an exciting path forward, driven by a mutual commitment to success and shared achievements.

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GLS makes an investment in VAREX II

Since the company's founding in 1994, GLS has developed into one of the most successful multi-business conglomerates in India and has accumulated a heritage that spans over 25 years and counting. In the areas of infrastructure, chemicals, aluminum, industrial films, and packaging, they devise and provide high-quality, cutting-edge, and environmentally friendly solutions.

The beginning of their adventure was a little foray into the Flexible Packaging market. They have successfully branched out into new areas of business throughout the years to raise quality benchmarks and fortify the supply chain. They've grown into a leading packaging firm with extensive in-house capabilities.

In the year 2022, GLS made an investment in W&H's VAREX II as a direct result of the company's unwavering commitment to the production of high-quality goods in an environmentally responsible manner.



"We recently purchased a new VAREX II from W&H and have been extremely impressed with the quality and performance of the equipment. The installation process went smoothly, and the training provided by your team was thorough and helpful. Since implementing the new machinery, we have seen a significant increase in productivity and efficiency in our operations. The return on investment has been impressive and we couldn't be happier with our decision to go with W&H."

One of its kind in India, VAREX II 3-layer, 3200mm wide, a blown film machine with inline annealing unit. The machine is designed to process wide range of materials i.e., LDPE, LLDPE, HDPE, mLL and PP. Films with higher stiffness can easily be made with perfect flatness and higher productivity. Which leads to increased performance in downstream processes.

The new cooling ring upgrade provides better output and profile tolerances. Fully automated winders provide all the tension control parameters to provide perfect reels. The flagship automation modules such as Easy Change, Profile Booster, Purge Assist etc. reduce the operator intervention to minimum allowing the best quality film efficiently.

"The VAREX II is a work of art and a perfectly crafted machine. Because we see ourselves first and foremost as a solution provider, we carefully tailor our product pitches to each individual client's unique needs. We're thrilled to be working with GLS on their flexible packaging growth initiatives." **says Divyanshu Katiyar, Technical Sales Manager.**

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Sanraj polyprinters LLP raises the bar with W&H VAREX II: the most advanced blown film line

“Our decision to integrate the new W&H VAREX II machine into our operations isn’t merely about technological advancement. It represents our strategic initiative to enhance customer service by delivering packaging solutions that are not only visually appealing but also align with sustainable practices.” says **Mr. Jayesh Kansagra, CEO, Sanraj Polyprinters**

Sanraj Polyprinters LLP is a leading force in the printing and Multi-Layered Flexible Packaging solutions industry, recognized for ISO-certified quality and innovation. With an annual capacity of 15,000 MT, dedicated to exceeding client expectations through sustainable and versatile packaging options.

Their mission focuses on revolutionizing the industry by delivering eco-friendly solutions that preserve product integrity and contribute to a greener planet. Powered by cutting-edge technology and a dedicated team. Their vision encompasses setting new benchmarks in quality and sustainability, envisioning a future where their solutions redefine convenience and environmental responsibility.

True to this vision, Sanraj Polyprinters LLP have recently made a significant strategic move by investing in the most advanced blown film line of its kind in India with the W&H VAREX II blown film line. The line will be commissioned at the Rajkot facility in the end of year 2024. This decision signifies more than just an equipment upgrade; it underscores the company’s strong commitment to delivering superior quality packaging solutions and maintaining a competitive edge in the industry.



The W&H VAREX II machine stands out as an epitome of technological advancement in the realm of blown film machinery. Renowned for its productivity, flexibility, ergonomics and sustainability, this equipment offers unparalleled film quality, high output rates, and versatility in accommodating a wide range of applications. What makes it technologically advanced now is the addition of W&H’s revolutionary EASY2 CHANGE module.

The new EASY2 CHANGE assistance system supports the operator during every step of a product changeover and leads to never seen before repeatable performance. Thanks to an intuitive

HMI, the operator maintains full transparency and control throughout the changeover. This Innovative technology detects the bubble shape and frostline, ensuring reproducible high film quality. If compared to an experienced operator, the number of necessary clicks for a product change is reduced by more than 70 % and the time needed is cut by more than half - all that with an absolute certainty that no errors are made.

“We are very thankful for the valued business and the trust shown at W&H by Sanraj Polyprinters. By investing in cutting-edge technology, they’re not just staying current but also pioneering a new standard for excellence. The new EASY2 CHANGE module will help take performance benchmarks to new heights.” says **Mr. Debarun Talukdar, Sales Engineer, W&H India.**



Pratap Group buys the fastest wPP hot air sealed bottomer; CONVERTEX CL-170

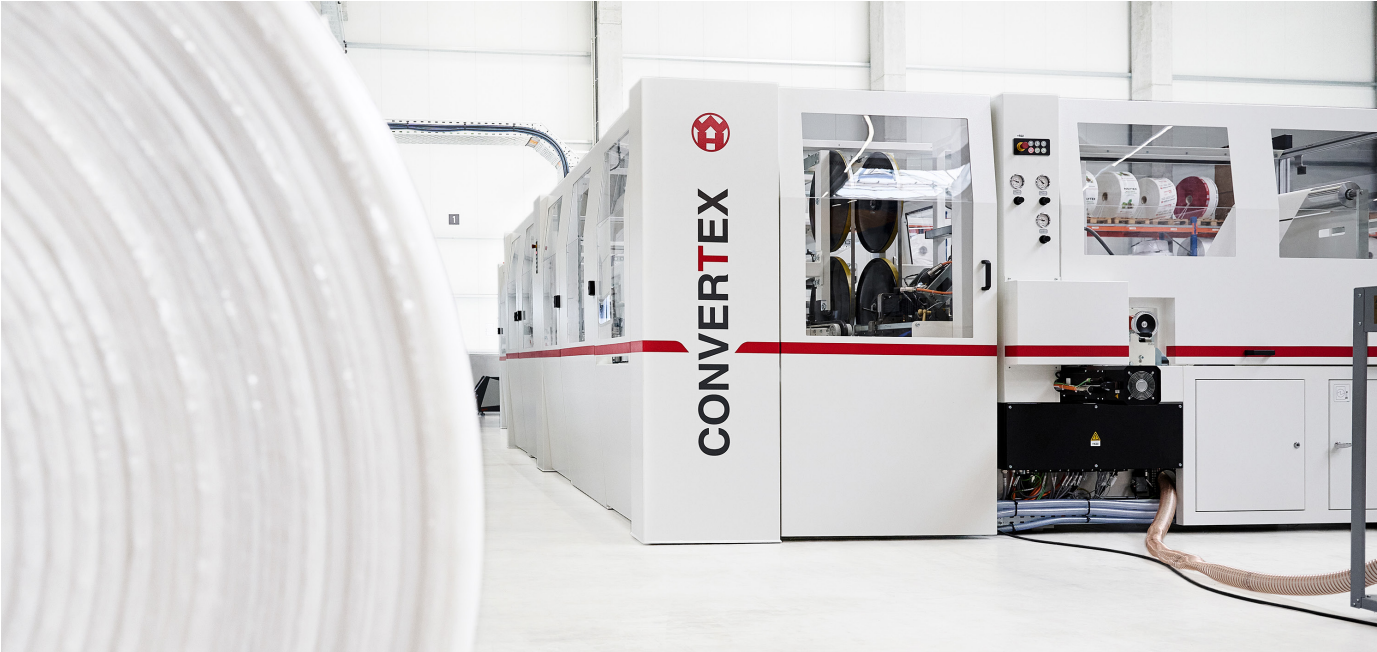
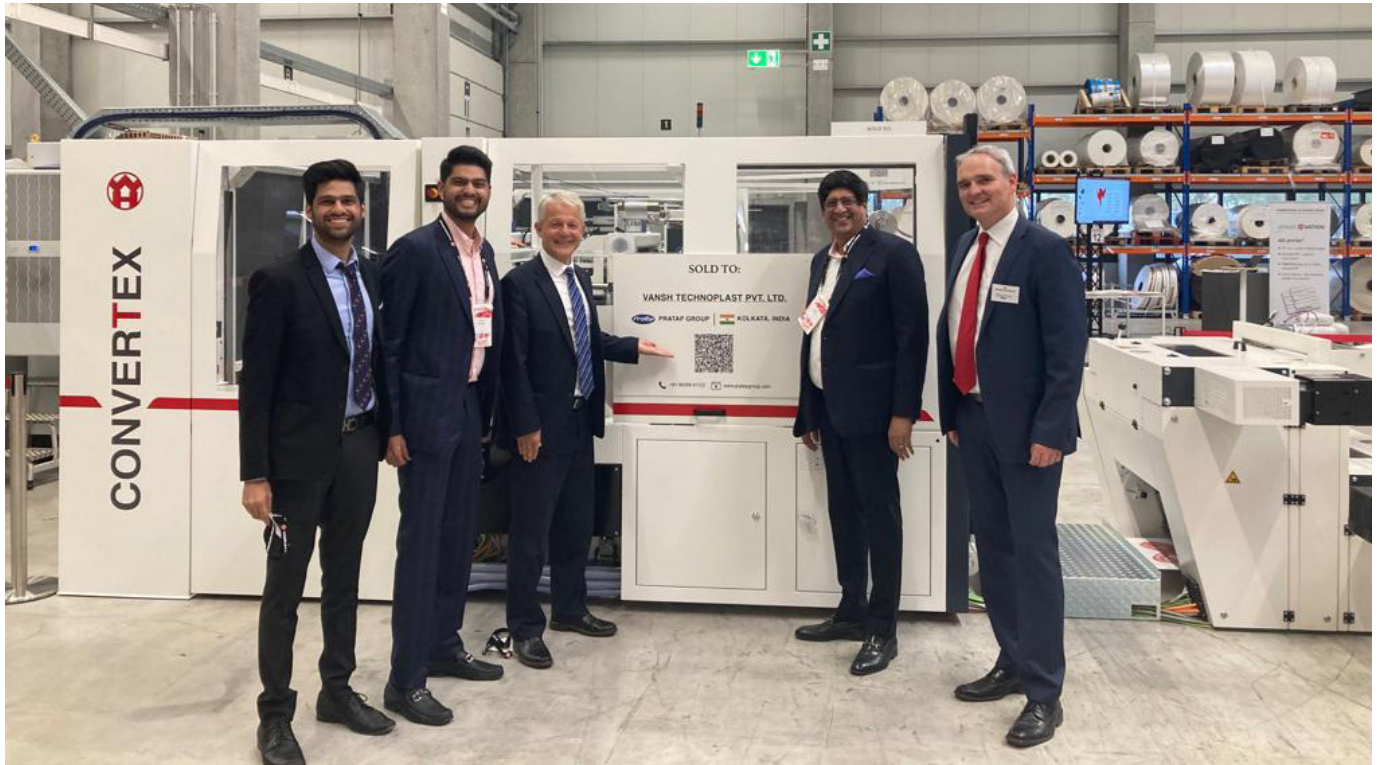


The Pratap group was founded in 1968 under the capable direction of Mr. J C Agarwal and Mr. SS Jindal. It later began manufacturing HDPE/PP Woven Fabrics and Sacks, with an annual capacity of 300 metric tons. The capacity of the group has been increased to 24,000 MT since then. In addition to Cement Bags, Leno Bags, Agricultural Bags, and Sugar Bags, they provide BOPP Bags and BOPET Sequence Rolls.

Considering the size of their production and their dedication towards innovative solutions for sustainability in the longer run, Pratap Group has invested in W&H's latest technology, CONVERTEX

CL-170 which is now the fastest machine in the world in cement packaging segment with a speed of up to 170 bags/minute, that was launched at K-Show Dusseldorf 2022. Its high output makes it a cost-effective state-of-the-art technology. It comes with a full integration of all machine components for control and automation systems provided by W&H.

Mr. Harsh Agarwal is a young visionary leading the family business to new heights who has a zeal for the latest innovation and technology. It is quite visible as they have invested not only in the latest converting technology but also in the latest stack type printing technology, also known as SERVOTEX SL.



SERVOTEX SL helps in reducing changeover time usually of around 20 mins to 2 mins. The stable machine with sleeve technology will mean fast changeovers with excellent print results. Easy to handle and lighter sleeves are also better for easier plate mounting, which results in better register.

Apart from these, they also have ordered CL-140, the predecessor of CL-170 and the coating technology, ECOTEX from W&H. With the most recent technologies W&H has offered to the market, Pratap Group is continuously expanding in the cement and woven packaging industries.

“We are proud to invest in W&H's cutting-edge technology and look forward with optimism to making a significant impact with these breakthroughs. We believe in and support W&H's passion for innovation, and we are appreciative for the outstanding assistance they have offered us. We are eagerly looking forward to witnessing the excellence of the CONVERTEX CL-170” says **Sunil Agarwal, Managing Director at Pratap Group.**

“We are very thankful for the valued business from Pratap Group. Their years of experience and expertise in woven sack Industry will help block bottom woven bags find even more success in the market. The equipment chosen for this project is state of the art and will help take performance benchmarks to new heights” says **Anuj Sahni, Sales Director at W&H India.**



Going green with gravure – Overview of Elite Plus⁺⁺ 2023

The 10th Speciality Films & Flexible Packaging Global Summit 2023 concluded on 1st Sept in Mumbai was a grand success. The two-day event was the 10th in its series and the biggest flexible packaging summit in the world. The popularity of the summit is growing year after year and this year the summit attracted over 1900 delegates surpassing all previous records, from 725 Organizations from 20 countries.

The summit was held at the newly constructed Reliance Jio World Convention Centre in BKC, Mumbai and remains as one of the most known and awaited events for the HMA team.

In an era where environmental consciousness is paramount, the conference saw an enlightening presentation by our very own Dr. Sascha Witt.

With a resolute commitment to advancing sustainability in flexible packaging, our CSO delved into sustainable solutions offered by W&H and the transformative potential of Rotogravure Printing. This groundbreaking presentation outlined the innovative solutions that our company is implementing to contribute to a greener and more sustainable future for the packaging industry while also making these solutions also more cost effective.

During the presentation, he highlighted how our company is redefining the use of Rotogravure Printing to align with sustainability goals. One of the key messages revolved around reducing waste in the flexible packaging industry. Additionally, he emphasized our commitment to promoting a circular economy in flexible packaging.



Dr. Witt's presentation received a resounding applause from the audience, with numerous requests pouring in for a shareable version of it. Beyond the presentations, our team had the chance to connect with major industry players and gain insights into our competitors' latest technologies. Our sales team also networked with existing clients and potential new ones. In summary, this event provided our team with a valuable opportunity to engage with our customers and enhance our brand presence in the market.



Collaboration in Action:
Capturing the dynamic energy and innovative spirit at Elite Plus⁺⁺ 2023. Our team is not just attending; we're shaping the future together.



FFS : The Future of Polymer Packaging



On July 20th 2023, we hosted the ‘FFS: The Future of Polymer Packaging’ webinar, and the results have been nothing short of amazing. W&H was thrilled to bring together industry leaders and experts from Exxon Mobil, AVENTUS, Haver & Boecker, Indian Plastics Institute along with Packaging South Asia making it a groundbreaking event.

At webinar we aimed, to provide audience with valuable insights into FFS (Form-Fill-Seal) technology, which we believe is the future of polymer packaging. Since FFS Technology is a novel approach for India that distinguishes itself from conventional Bagging Techniques, we helped decode & elaborate to provide a comprehensive understanding of the FFS technology and its underlying working principle.

To start with we showcased a complete line Video, to depict end-to-end solutions across complete value-creation chain involving FFS Bagging Machine (TOPAS) integrated with high-

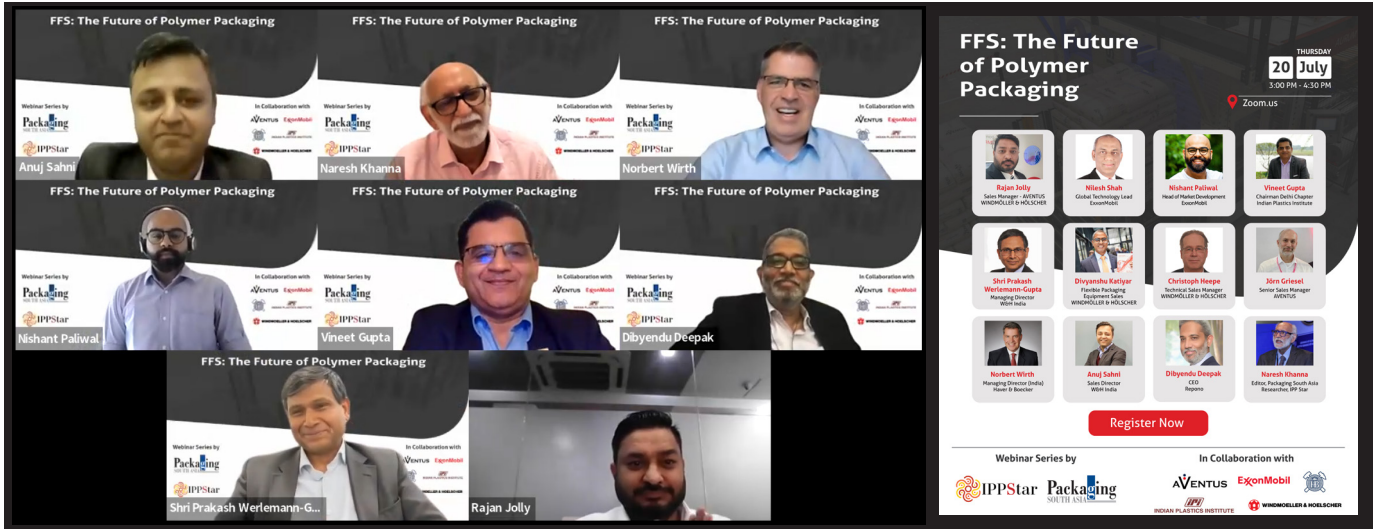
speed Palletizer (PLATINUM) and Strech hood Machine (ARGON). Through Video it was much easy to explore the components inside FFS and understand the below differences in terms on conventional Raffia technology:

Tubular PE FFS Film Reel >2000 m of equal and reliable FFS film is advantageous compared to random stack of premade Raffia bags, which are often sticky or in inaccurate design.

An occasional film reel change VS continuous bag magazine refill. Stack of open mouth Bags vs Stacked Pallet of FFS Bags with a stable & compact pallet upto 2400 mm height (including empty Pallet) or upto 13 layers, 5 bags/layer, 25 kg each, 1625 kg load.

Another important aspect which was addressed during session, that even though FFS technology is much acceptable in global world, why it is still not yet strongly developed in India and how it is suitable for Indian Market? The Indian market primarily catered to domestic demand, relying on manual-driven logistics and bag-by-bag handling practices. However, the Indian petrochemical market is now shifting towards exports and embracing automated logistics and warehousing systems. This transition necessitates the need for well-shaped full pallets and dependable bagging operations. As the industry evolves, there is an increasing demand for efficient and reliable packaging solutions that can support seamless export processes and accommodate automated handling and storage systems.

FFS Technology is suitable for Indian Market as it offers significant merits, including the ability to handle high-capacity production upto 2600 BPH. This means fewer bagging lines, resulting in a reduced footprint and a decreased need



for operating staff. This translates to savings in terms of building and space requirements, as well as structural steel work and storage silos thus contributing both Capex & Opex savings. In addition to these advantages, we all recognize the significance of bag aesthetics and secure packaging in the packaging industry. FFS technology offers remarkable benefits in terms of bag aesthetics, featuring a compact box-shaped styling that enhances effective branding and advertising at the point of sale. The visually appealing appearance of FFS bags contribute to an enhanced product presentation, making them stand out among competitors. Moreover, FFS bags are designed to be tamper and pilferage proof, providing an additional layer of security that deters counterfeiting and imitation. This ensures the integrity of the packaged products, instilling trust, and confidence among consumers.

The webinar emerged as an ideal platform, unveiling a compelling revelation showcasing the exceptional durability of FFS Bags when compared to traditional Raffia bags. This revelation was substantiated by a comprehensive in-house drop test video. In this video demonstration, 25 Kg PE bags were subjected to rigorous drop tests from a significant height of 3 meters, encompassing impacts from all six sides.

As we know that a successful bagging calls for a good quality film and now this tubular film roll is available locally manufactured in India. Few companies already setting up the Tubular Film manufacturing with support of W&H namely Kusum & Megaplast.

Apart from showcasing several merits, AVENTUS shared some light on Sustainability initiatives, new innovations & future plans. Aventus FFS systems, focuses on increasingly important aspect of sustainability, e.g., with energy-saving motors or the processing of PE films with high recycled content.

In conclusion, FFS technology represents a paradigm shift in polymer packaging. As we embrace the future, FFS technology stands at the forefront, empowering businesses to meet evolving market demands while ensuring the highest standards of quality, sustainability, and productivity.

The success of our ‘FFS: The Future of Polymer Packaging’ webinar is an inspiration to us and the industry. We’re committed to continuing our mission of driving progress and innovation in the flexible packaging realm.

GARANT's Paper Machines Triumph at H-Pack Packaging Ind. Pvt. Ltd.

In a bold move to enhance its paper bag manufacturing capabilities, H-Pack Packaging Ind. Pvt. Ltd. invested in GARANT's TRIUMPH 3 MR bag making and the LINFLEX NL Inline Printing Machine in 2023. These advanced machines are already operational, poised to transform the production of medium-sized block bottom paper carrier bags with flat handles, promising heightened efficiency, and superior quality.

This strategic investment demonstrates the company's commitment to pioneering technological advancements within the paper packaging sector in India. The installation of GARANT's TRIUMPH 3 MR and LINFLEX NL marks a turning point, elevating production standards significantly in the country.

The TRIUMPH 3 MR impressively operates at 140 paper bags per minute for medium sized bag (320 mm Bag Width), meeting increased customer demands while ensuring top-tier quality. Its advanced technology minimizes material wastage, aligning with eco-friendly practices and reducing costs.

GARANT's machinery allows swift and seamless job changeovers, minimizing downtime between different paper bag designs or specifications. Moreover, its energy-efficient design, with multiple servo drives, substantially reduces electrical consumption, contributing to cost-effectiveness and sustainability.



H- Pack Packaging Ind. Pvt. Ltd.' investment in GARANT's cutting-edge machinery underscores their dedication to delivering exceptional products and services. Already operational since 2023, these paper bag machines have empowered the company to deliver heightened efficiency and superior quality to their clientele.

This strategic investment cements H- Pack Packaging Ind. Pvt. Ltd.' position as an industry leader, setting new benchmarks in delivering high-quality paper packaging solutions. With these state-of-the-art machines operational, the company is geared to meet diverse and evolving customer needs while championing efficiency, sustainability, and customer-centric innovation in paper packaging manufacturing.

"H-Pack Packaging Ind. Pvt. Ltd. investment in GARANT's cutting-edge machines showcases their commitment to innovation and efficiency in the packaging industry. We're proud to be their technology partner on this transformative journey." says **Torsten Berding, Managing Director at Garant Maschinenhandel GmbH.**

"The team demonstrated exceptional professionalism and expertise throughout the entire process. From the initial consultation, where they took the time to understand our specific needs, to the seamless installation of the machine, their commitment to excellence was evident" says **Krishnakumar N. General Manager H-Pack Packaging Ind. Pvt. Ltd.**



EXTRUSION

Film production for flexible packaging

As a film manufacturer, you need a plant that fits your requirements exactly. Our experts will advise you from selecting the right process to the optimum machine configuration. Intelligent assistance and automation systems make your production processes extremely efficient.

Blown film extrusion lines

Cast film extrusion lines

Automation and assistance systems



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PRINTING

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Flexographic printing presses

Gravure printing presses

Inspection and automation systems



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CONVERTING

Production of industrial sacks

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Tubers and bottomers

Material flow and palletizers

Circular weaving looms, tape stretching and winding systems



Find out more:
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