

Conversions

A special issue during COVID-19

One Shift and 27 Job Changeovers?

That's a YES at Kiliper Corporation

At Kiliper Corporation, a manufacturer of flexible packaging whose primary products are stretch sleeves, roll-fed labels, and polyethylene bags, they know that the key to success for today's flexible packaging printing is mastering the art of the short run and quick changeover. That was the driving force behind the company's heavy investment in an 8c MIRAFLEX II press along with other high-end pre-press equipment, including an automatic moulder, ink dispenser, ink software and a plate washing unit back in 2019.

Just a year into production on their new machinery, Kiliper was able to run 27 jobs in a single shift. "That day, while not an anomaly, we had a lot of very small runs. We had ink, anilox and plate changes, but not all 8 decks for every job," said Tom Kiliper, co-owner and head of sales.

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The Kiliper Team in front of their MIRAFLEX II



SAVE THE DATE

W&H
VIRTUAL
EXPO
2021

Say Hi to
the Future
June 22 & 23

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President's Corner

The Vutz Era 1998 - 2020

In the previous 125 years of Windmoeller & Hoelscher, no "outsider" had ever risen to the level of CEO of the company.

Dr. Jürgen Vutz had the unenviable task of following the widely respected and revered Walter Steinbeck in the small town of Lengerich, where W&H was the biggest employer in the region, not an easy job!

Jürgen had been recruited away from industry behemoth, Heidelberger Druckmaschinen, where he had worked in various roles since 1987, ending up as Production Director, overseeing a division with more people than W&H employed at the time. W&H was seen as a blue-chip private company, but was nevertheless mired in a competitively challenging industry, with 2,500 employees and revenues of approx. 250 million Euros (\$300 Million).

Anyone who has ever met Jürgen would admit that he never shied away from a challenge. He and his wife, Sabine, agreed to move the family (young children Vicky and Julius) from the picturesque university town of Heidelberg to Münster, finding new schools and an opportunity for Sabine to continue her work as a therapist.

W&H has always been a technology-driven company. From his very first day in Lengerich, Jürgen challenged his team to come up with new ideas. With a PhD in Engineering from the prestigious University of Aachen, Jürgen not only understood the concepts and challenges, but also commanded the respect of the design engineers.



At the start of Jürgen Vutz's career at W&H (right), with Peter Steinbeck (left) and Heidi Windmüller (center)



While it was clear from the beginning that Jürgen was a "Treiber" (driver, mover, and shaker), I got to know him as someone insatiably curious, who greatly appreciated ideas and concepts across different markets. His fascination with the management and advancements in the automobile industry, in particular, were no doubt the inspiration for his many car analogies.

A serious, yet open-minded and inquisitive leader, Jürgen felt that innovation is a combination of the right idea, partnered with the right technology at the right time. As a result, he implemented the "lego" principle of modular, intelligent design, forging a new direction for the company. His mantra was "let's not engineer for engineering's sake".

As much as Jürgen loved the engineering and technical side of the business, he very much believed that innovative spirit and culture are the truly sustainable features of a successful company. The unprecedented growth during his time at W&H was in large part due to the talented and highly-motivated team that he helped put together.

When visiting us in the U.S., the suit and tie would come off, and his sense of irony and humor would be added to the mix, cracking us up with stories of how one of his



President's Corner continued

greatest fears was the thought of NOT passing his Ship's Captain test, so that he would be "allowed" to drive a 20' motorboat on the river near his house!

He loved how the North American market drove packaging concepts, appreciated German technology, and yet constantly pushed his team further. This extended to his family as well. Jürgen sent his daughter Viktoria to the States multiple times to get international experience that she would eventually use as an elementary school English teacher.

Jürgen's son, Julius, came to the U.S. as an exchange student in high school, and then returned to do an internship here at W&H in Rhode Island before starting college. Having developed a love for and curiosity of international business from his time here, Julius came back and just completed his Masters and PhD in Economics from Princeton University.

Under Jürgen's leadership, along with co-managing director (now CEO) Peter Steinbeck, CTO Falco Paepenmueller and

CFO Martin Schulteis, W&H has quadrupled in size, hitting the \$1 Billion mark in 2020 revenues, while only having increased personnel by 30% to 3,500 people. W&H is truly a worldwide force in our industry, represented in over 90 countries. Jürgen's influence will be felt for decades and we will all miss him!



Andrew and Jürgen in 2019 at Vicky Vutz's wedding on the Dutch coast.



Heading into retirement ... it's always a good time to pick up golf.

Mike Reinhardt | Garant



We are happy to announce that Garant has opened an office at W&H's North American headquarters in Lincoln, RI and W&H veteran, Mike Reinhardt, will represent them.

Garant is the premiere worldwide supplier of paper bag manufacturing equipment/complementary technologies and has been part of the W&H family since 1973. The office will support North American operations by providing technical expertise and spare parts for fast delivery in both the US and Canada.

You can reach Mike at Michael_Reinhardt@wuh-group.com.



New Customer

Millennium Flexible Packaging

First MIRAFLEX II Press is Up and Running

The installation and commissioning of the first MIRAFLEX II press at Millennium Flexible Packaging, Inc. in Oakville, ON went very smoothly and successfully. The 52" 8-color press is the company's first machine from W&H and has been operational since November 2020.

"W&H went above and beyond during this pandemic to ensure on-time delivery and that all safety precautions were taken! A special thanks to the service and install team for making this experience seamless," said Millennium's VP of Operations, Zaid Kassab. He added, "We can now offer



VIDEO: Have a look at this video of the MIRAFLEX at Millennium

even higher quality standards with even faster turnaround times, which is essential for the increasing demands of the food packaging industry."

Millennium Flexible Packaging is a family owned and operated company serving the food packaging market.

www.millenniumflexible.com



Kiliper

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He added, "We flew that day. Of course, the new machinery played a role in this, but credit is due to our team. We have an excellent team in both our pre-press and press departments who drove this to happen. Days like this happen days in advance when the team has as much notice as possible to prepare for the upcoming press schedule. Our scheduler works hard to create the most efficient job sequence allowing elements of one job to flow into the next with minimal changes."

Kiliper continued to stress the strength of his pre-press and press departments. "Printing is a skilled trade, although technology has made it easier. You have to have an eye for it, understand the concepts and be able to critically think through a job," said Kiliper.

The MIRAFLEX II replaced **five** workhorse presses. "We scrapped every one of our old presses and are only running the W&H, which has picked up all of the work. We are doing all of this with just around 50% of the press's capacity. We're not maxed out yet and feel really excited about the future," added Kiliper.

The company feels very fortunate about the timing of their investment and that their equipment arrived when it did. Like so many others in the industry, 2020 brought on increased demand for their services – a 40% increase to be exact. "I don't know if we would have been able to handle the demand otherwise."

Kiliper Corporation is a 26-year-old company run by siblings, Tom Kiliper (sales) and Lindsay Kiliper-Maysent (production). The company's facility, located in Ames, IA, houses the W&H MIRAFLEX II for printing and also has laminating, slitting and converting departments, all of which have also been heavily invested in over the last year. Areas of application include stretch sleeves, roll fed labels, rollstock and polybags. Kiliper Corporation also offers toll printing services as well.

Kiliper ended with, "The exciting thing for Lindsay and me is that we still have room to improve and room to grow."



Cooling Retrofit Case Study – Plastindo



XP Xtreme Performance Cooling Retrofit Yields up to 23% Increased Output at Jakarta's PT Plasindo Lestari

PT Plasindo Lestari, a W&H customer based in Jakarta, Indonesia, is a producer of high-end films for food, beverage, home care and personal care packaging. The company recently had the new XP cooling ring retrofit installed on one of their newer 5-layer VAREX blown film lines and immediately yielded a significant increase in output.

Timothy Cahyadi, COO PT Plasindo Lestari, said, "We have already used the expertise of the W&H Module Sales team and upgraded one of our non-W&H blown-film lines with a W&H P2K profile-controlled air ring. This turned out very well for our production. We have a number of fairly new VAREX lines, and W&H approached us with the idea to improve our production numbers even further on one of them. People at W&H were pretty sure they could make this work, but before we bought the upgrade, we challenged them to come into the plant and prove it first."

A W&H technician visited the plant and started to fine-tune the line "as is" to establish an output benchmark. After restarting the machine with the new air ring – an Arctis XP– running

the same structure, an improvement in bubble stability was obvious right away, making it clear that output could be increased further with the bubble still holding rock steady.

Three different products were tested on the retrofit. According to Gerd Kasslemann from W&H's Line Audit and Retrofit Solutions unit, each product reacted differently with output increasing between 12% and 23% depending on the product. Kasslemann pointed out, that this increase was even possible on technology that was state-of-the-art just three years ago. "Retrofitting such technology to older lines is expected to provide even higher increases," he adds.

Cahyadi added, "We were surprised and excited when the line was restarted. But the output increase tells only half of the story. When running at a higher rate, the new air ring delivers even better width and gauge uniformity, and the whole production is running more consistently. It feels like the bubble is kept in a kind of circular vise. Even the night-shift operators manage to do quick changeovers without losing the bubble."

The XP cooling ring was introduced at K 2019 and is now available as a retrofit not just for W&H machines, but also for blown film lines from other manufacturers.

VIDEO: Have a look at this video and learn more about how the air ring can boost the performance of your blown film line! For more information, reach out to your W&H contact person.



Introducing the new Xtreme Performance Cooling System **Retrofit**

- Output increased from 10 - 60%
- Retrofit available for blown film lines from ANY manufacturer
- W&H technology for a small investment



Turbostart Q&A with Mike Andrews PhD



What is Turbostart?

Turbostart is a revolutionary automated system for starting, stopping and re-starting your blown film line that simplifies the processes that are necessary for every day production.

Turbostart was launched at K 2019 in Düsseldorf where the process was demonstrated on a production scale 5-layer blown film line 3 times a day in front of huge crowds.

What were the driving factors behind the development of Turbostart?

We've heard from almost every one of our customers that their biggest struggle is finding and training enough staff to run their machines in an ever-increasing market. So each plant needs to have the appropriate tools to allow the experienced operators be more efficient and to be able to train new operators quickly. Our R&D department took this feedback and simplified one of the most labor-intensive tasks associated with regular operation: starting and stopping the blown film line. Turbostart allows for machine startup to be completed by a single operator.

How does Turbostart affect the job of the machine operator?

Their work is simplified in a few ways. The entire startup process can now be executed through a handful of buttons on a single PROCONTROL screen, as opposed to hopping through several different screens and manually adjusting a variety of different settings as the machine starts. This is possible due to Turbostart's ability to automatically ramp up and move all machine components into a state ready for production. When it is time to stop the line for changing screens or cleaning die lips for example, the Turbostop function can be initiated with the press of one button to bring all components of the machine to the home position

and slowly ramp down the extrusion system to a controlled stop position. With Turbostart, operators no longer have to climb stairs or handle knives, as the Turbostart not only cuts air out of the collapsed tube but also inserts tube-slitting knives automatically at the secondary nip or draw unit making the edge slit tube ready for web separation. With so much being automated, the operator is only required to tie the new melt onto the existing film left threaded through the line, separate the film at the winder after slitting, and perform a roll change to bring the line into production.

How does it benefit operators with different levels of experience?

For less experienced operators, Turbostart makes the process of operating a blown film line much easier to learn and manage in a shorter time frame. Operators with a greater level of experience can utilize the Turbostart process to minimize the downtime during a planned stoppage and manage their time efficiently across multiple lines where they are having to work increasingly on an individual basis.

What is the value added benefit of Turbostart?

Turbostart allows a single operator with minimal experience to start and stop W&H blown film lines. It also reduces the need for operators to use knives during startup, that provides a significant safety benefit. Finally, controlled stoppage and re-starts conducted using Turbostart reduces both downtime and scrap rates.

To find out if Turbostart would benefit your production, reach out to your regional W&H representative.

VIDEO: Have a look at this up close drone video of Turbostart stopping and restarting a blown film line.



MDO Video

MDO (Machine Direction Orientation) is a proven technology which saves resources, improves film properties, and optimizes films for specific uses. With MDO from W&H, both cast and blown films can be stretched monoaxially on- or offline.



W&H Employee News



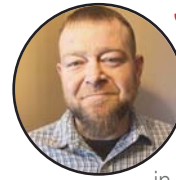
Michael Gorniak,
Regional Sales
Manager, Central
U.S., Printing &
Extrusion

Mike has over 30 years of experience in commercial printing and packaging. Most recently, he worked with Baldwin Vision Systems, an auxiliary equipment manufacturer, serving the narrow to wide web packaging and label markets, with inspection systems and web viewers. He holds a B.S. in Industrial Technology with minors in Printing and Packaging from the University of Wisconsin - Stout.



Edwin Wilder,
Regional Service
Manager, Extrusion

Edwin brings a breadth of interesting experience to his position at W&H, having started out his career with a 5½ year stint in the oilfield as a reliability engineer then as a mechanical engineer. His past projects have included field testing, mechanical drafting, large-set data analysis, and process improvement. Edwin earned his "Abitur" from the German International School of Washington, D.C. and graduated from the University of Maryland with a degree in Mechanical Engineering.



Justin Umphries,
Field Service
Engineer, Extrusion

An industry veteran, Justin brings 26 years of experience in the blown film extrusion industry to W&H. Previous to joining us, he spent 18 years as Maintenance Manager at McNeely Plastics in Clinton, MS, where he currently lives. Prior to that, he worked at Flexsol as an Electrical Maintenance Technician. Justin attended Ivy Technical College in Terre Haute, IN.



Todd Krupa,
Regional Sales
Manager, Midwest
U.S., Printing &
Extrusion

Todd comes to W&H from Enercon Industries, where he was the Regional Sales Manager for corona and surface treating systems. He also brings extensive experience of digital printing presses from his years with Colordyne Technologies. He holds a B.S. in Business Management with a minor in Marketing and Technical Communications from the Milwaukee School of Engineering. He is an avid golfer and hockey enthusiast.



John Nolan,
Assistant
Warehouse Manager

John came to W&H from semiconductor chip manufacturer, Vicor, where he was the planning administrator and responsible for planning and buying. In one form or another, John has been working in warehouse and manufacturing facilities for 20 years with experience in domestic and international shipping and spent some time running manufacturing equipment in a few plants.



Raymond Holtz,
Regional Service
Manager, Printing

Ray brings impressive experience as a development engineer working on products, such as marine generators, medical vacuum pumps, fuel systems and motorcycle accessories. A native of Germany, Ray came to the U.S. in 2001. He has held positions at Continental AG, Medela, Westerbeke and founded a company called Staubwolke. He earned his M.S. in Product Design and Development Management from Northwestern University and his B.S. in Mechantronics from the University of Applied Science in Berlin.



Gesine Hughes,
Inside Sales,
Printing & Extrusion

A native of Hoexter, Germany, Gesine is entering a new career field in a new industry. Prior to the onset of COVID-19 and the subsequent cancellation of in-person events and trade shows, she had worked as an Exhibit Designer at Access TCA in MA. In her new position at W&H, Gesine has found her way back to her German roots and couldn't be happier.



Raul Hernandez,
Field Service
Engineer, Printing

Running and maintaining W&H presses is second nature for Raul, which has made his transition to his new role seamless. In his last position at Robbie Flexible Packaging in Lenexa, Kansas, he worked as a press operator for 15 years before moving over to the maintenance department where he spent another six years. Raul speaks English, Spanish and some Portuguese.



Taylor Armstrong,
Field Service
Engineer, Printing

Taylor started at W&H in early 2020 as an MDO and FILMATIC N technician. Prior to joining W&H, he spent almost five years working as an MDO technician and in re-palletizing at Colormasters in Alabama. His day-to-day experience on MDO equipment has allowed him to hit the floor running. Before entering the film industry, Taylor spent eight years in the Army as a chemical weapons specialist.



Dave Frecka Retires

EXTRUSION | PRINTING | CONVERTING

Dave Frecka
A Passion for Speed and Quality;
a Career Marked with Success

In 1995, Dave founded Next Generation Films in Lexington, Ohio. In 2001, Next installed its first W&H Varex blown film line. Today they have 27 W&H lines. In 2020, Next installed its latest Varex high output line. In his long standing career Dave pushed everything to the max — his machinery, his team, his partners and ultimately the industry. In 2020, Dave pushed on into retirement.

W&H thanks Dave for 20 years of a trusting partnership, and for being a member of our family.



WATCH THE VIDEO



StarPak Makes Heavy Investment in W&H Printing and Extrusion Machinery

Houston-based StarPak is boosting capacity with three new presses (one VISTAFLEX and two MIRAFLEX II) and a VAREX II blown film line.

Their newest 67", 10-color VISTAFLEX press is up and running and makes StarPak W&H's largest VISTAFLEX customer worldwide. The company also ordered two 52" 10-color MIRAFLEX II presses, which will be operational later this year along with the 134" 5-layer VAREX II.

Besides unprecedented speed, benefits of the VISTAFLEX include the ability to prepare and store up to five additional jobs while the press is running. Line speeds can reach 2,625 ft./min. The MIRAFLEX II range is capable of speeds of up to 2,000 ft./min. One MIRAFLEX II will be equipped with an inline flexo station.



2021 SCHEDULED SHOWS (subject to change)

- Apr 20-23 virtual.drupa
- Jun 22-23 W&H Virtual Expo
- Sep 21 Plastics Technology Extrusion Expo | Rosemont, IL
- Oct 4-7 FTA Fall Conference | Fresco, TX
- Nov 3-4 Plastics Extrusion World Expo | Cleveland, OH
- Nov 29-Dec 1 AMI Stretch & Shrink Films, | New Orleans, LA



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