



K-NEWS

ISSUE | 15

The customer magazine by Kautex Maschinenbau



New concepts and further developments

Massive Product initiative

Together into the future

BeOne with customers and partners

International anniversary

25 years of Kautex in China

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Dear business partners and friends



Publisher

Kautex Maschinenbau GmbH
Kautexstraße 54
53229 Bonn · Germany

T +49 228 489-0
F +49 228 489-414

info@kautex-group.com
www.kautex-group.com

Responsible
Communication and Marketing
Kautex Maschinenbau GmbH

Date of publication
December 2020

Corona is keeping us all in suspense. Quick and thoughtful responses and focused forward thinking are particularly important in such situations. We have launched an unprecedented product initiative in recent weeks, and we are in the process of continuing to optimize our product portfolio for the packaging sector while also reconfiguring. Our solutions will set new standards in terms of efficiency, article quality, sustainability and production costs. The new die heads are just one example of the new solutions we offer. Computer-aided simulations and Kautex's wealth

of experience have combined to enable us to optimize the flow channels to such an extent that color change times are reduced by up to 70 per cent. The heads achieve a melt quality and wall thickness distribution never previously seen in the market.

Our aim is to make the production of plastic packagings as efficient and sustainable as possible. We achieve this goal by working passionately on the further development of our technologies. Kautex devotes the same level of energy to the use of recycling plastics, as in the R-Cycle system, the first global standard for backtracing of plastic packagings. We are also fully aware that we can only achieve our goals together with you, our customers and partners. At Kautex we therefore understand our new vision "BeOne – with customers and partners" as an invitation as well. Join us in shaping the future of plastic packaging!

I wish you all a healthy and productive year in 2021!

A handwritten signature in blue ink, appearing to read "A. Lichtenauer".

Best wishes,

Andreas Lichtenauer
Managing Partner & CSO

Product initiative for packaging applications – smart production solutions, modular and customer focused

Our product portfolio is being radically modernized and extended. Several new production solutions are planned. The machines are becoming more modular and they will be available in hydraulic, hybrid or all-electric form in the future, depending on the application.

Being successful in the packaging market today is dependent on delivering the highest product quality on a continuous basis. Cycle times, high precision, repeatability, efficient use of resources and sustainability are decisive factors in global competition. Companies which are able to respond quickly and flexibly to the requirements of the producers and markets have a clear advantage.

In connection with this, Kautex Maschinenbau sets the highest quality standards with smart production solutions and applications which add value. With our new die head technology, we have achieved a melt quality and wall thickness distribution which set new standards. In conjunction with the RapidXchange technology, our WT heads reduce color change times by up to 75%. Recycled material can now be processed for multilayer applications and the new BC6 control is an additional milestone.

We have set ourselves wide-ranging objectives for the coming months. Customers can expect a radically modernized and extended product portfolio with new products that set new benchmarks in terms of efficiency



and sustainability. For this purpose, we will combine our well-established technologies with new solutions and create production solutions which can be hydraulic, hybrid or all-electric, depending on customer requirements, material, application and function.



Kautex offers smart production solutions for various packaging applications

PRODUCT INITIATIVE



This also means that the same components will be processed at all global production locations in harmonized processes, and in accordance with the same quality standards, in the future.

The global Kautex team has met the huge challenge of rolling out this product initiative with great passion in recent months. Please join us in anticipating this next great step forward for Kautex Maschinenbau!

BeOne – our vision, our goals, our promise



**BE ↑ WITH CUSTOMERS
AND PARTNERS**

Since time immemorial Kautex Maschinenbau's aim has been to be one step ahead, anticipating changes in the market at an early stage and developing production solutions which add value. Our aims are sustainability, highest product quality and lowest production costs. We know that this is only possible in conjunction with our customers and partners. Therefore, our mission and vision for the years ahead is "BeOne – with customers and partners".



We want to join together with you to step ahead with the development of modern, smart production solutions, which are fit for the future, secure your competitiveness and add value. There will be an even stronger focus on your specific production and article requirements in the future.

Plastic has wonderful material properties and it is incredibly versatile. There are hardly any other materials which offer so many different possibilities for molding and applications. However, the market for plastic packaging is in a state of upheaval. Anyone who wishes to be right at the front in future will have to come to grips with topics such as sustainability, recycling and PCR processing. These are the keys to creating value in the future. Therefore, the aim of our development activities is to continue to reduce the consumption of plastic and energy, shorten process times and ensure the highest article quality.

Delivering the best available technology – to achieve this is what we are about at Kautex Maschinenbau. We support this with our unique global know-how in the field of extrusion blow molding technology, our comprehensive material knowledge which extends to PCR processing, and our high standards in our processes and in leadership. Our employees continue to learn with passion every day.

We have started to live by our new vision and mission – "BeOne with customers and partners" – to achieve major changes and to add value. With our global team spirit, we see ourselves as the BeOne Global Kautex Team!

You can look forward to our smart production solutions.
Please take the invitation to BeOne literally.

KCC20D



➤➤ The Kautex machines surpassed the expectations we had regarding cycle time and efficiency. The support which Kautex has provided for the development of new concepts for our production was, and continues to be, magnificent.

Kunal Parekh,
Director
Onward Plastic

Onward Plastic India – Kautex machines exceed efficiency expectations and deliver high article quality

Onward Plastic Private Limited is an Indian manufacturer of rigid plastic packagings with plants in Haridwar and Kolkata. The company produces bottles made of HDPE, PP, PET, PVC and PETG, as well as fasteners and thin-walled packagings for customers from the fast-moving consumer goods (FMCG) and lubricant sectors. The articles are manufactured using the injection molding, injection stretch blow molding and extrusion blow molding processes.



In 2017 the company put the first two extrusion blow molding machines provided by Kautex into operation at the Kolkata plant as part of a quality campaign. There was a desire to switch to better and more reliable machines and to find a technology partner which could assist in increasing production efficiency and improving the article quality supplied to customers. The machines were to work together with other devices such as visual inspection devices, check weighers and leak detectors in such a way that no excess would be produced, and high efficiency would be achieved.

The relationship with Kautex is based on partnership. In the spirit of this, Onward Plastic supported Kautex Maschinenbau's second virtual roadshow in India with a live transmission from the production area of the Kolkata plant in November. A global brandowner was able to follow the production of a three-layer 1-liter bottle for lubricant on a Kautex KCC20D in an exclusive live stream.

Kunal Parekh believes there is a growing market for FMCG brands in India in particular. He expects new brands to come onto the market

in the next few years while the existing brands continue to grow. While plastic food packagings may still be at an early stage of development, he believes that this segment will grow considerably over the next few years. The need for modern, efficient and sustainable production plants will grow in tandem with this. Onward Plastic is planning to set up its own Technical Center by 2025 so that customers can be advised better and more easily in matters concerning packaging design, packaging materials and sustainability.

Thomas Hartkämper, CEO of Kautex Maschinenbau since February this year, sees great potential for customers like Onward in particular within the framework of an imminent portfolio expansion. "As part of our product campaign, we are currently investing in the expansion of our product portfolio and the development of new intelligent production solutions for the packaging sector. This will enable us to provide our customers with even more flexible systems and cater for their specific production requirements in an even better way."

New heads in the management team

We have brought further support on board to strengthen central regions and business areas

Samuel Tevosyan – CEO, Kautex Maschinenbau Russia



It is a great honor for me to guide the Russian Kautex branch towards a strong, stable and successful future.

Samuel Tevosyan took over the management of our branch in Moscow in July. He will work together with the Russian Kautex team to expand the sale of Kautex products and services in Russia and neighboring countries. As a former sales manager for North Russia for a large injection molding technology provider, he brings many years of sales experience as well as excellent market and product knowledge.

Robert Kubotsch – Head of Global IT



IT is the backbone for changes at Kautex. It is not just a matter of providing optimal support for processes; it is also about anticipating developments. Setting the right course is an extremely challenging task. I am looking forward to playing an active role in shaping the transition at Kautex while establishing a high degree of service quality throughout the group.

The IT specialist Robert Kubotsch is the new Global IT Manager at Kautex Maschinenbau. His appointment in September represented a further key element to support our process of transformation. Robert Kubotsch joined us from an international plant and machinery manufacturer, and he has an in-depth knowledge of the business processes of a machinery manufacturing company and its growing IT requirements. He will work together with his team to harmonize and optimize the existing IT systems. Isolated solutions which have been used to date will be replaced with a uniform IT structure at all locations, and the availability and infrastructure at crucial points will be improved.

New service platform in the USA

At Kautex Maschinenbau we are proud to support our customers in achieving their goals. This is why we have been offering a comprehensive range of services, which are appreciated in all corners of the globe, for many years. We are delighted to inform you that we have further expanded and digitalized our services in the USA, while also adding an additional entity, the Customer Success Center.



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This is how to contact us:

The Customer Success Center is a new, interactive omni-channel support platform, which makes it possible for your team and ours to work together seamlessly. In so doing, the tools and processes used function in the same way via every channel, whether e-mail or telephone. We will also extend what we offer with web chat and social media functions in the near future. This will increase our service efficiency and effectiveness.

The implementation of this new platform brings us closer to our goal of providing you with the best possible support so that you achieve your business objectives. After all, our primary objective is your satisfaction. In other words, we are only satisfied when you are.

Customers from the USA/Canada:
free telephone hotline

+1.844.KAUTEXX

+1.844.528.8399

Customers from Mexico:

free telephone hotline

+52 55 5351 3975

The existing service number
+1.908.253.6002 **is retained for all other customers**



E-mail: support@kautexinc.com

Change at Kautex

**Interview with Robert Kubotsch,
Head of Global IT**

Kautex Maschinenbau has been involved in the process of strategic realignment for over two years. The company is bringing about harmonized processes and standards in line with the "BeOne – with customers and partners" motto, as well as a marked customer focus in all business areas. The production solutions are becoming more intelligent, modular and flexible and the aim is to generate added value for customers. These changes are accompanied by increased digitalization in almost all areas of the company. Data management, communication systems and comprehensive remote services place high demands in terms of the efficiency, standardization and global availability of IT products. Robert Kubotsch, new Global IT Manager since the start of September, will drive this process forward together with his team.

Mr Kubotsch, how will IT be arranged at Kautex Maschinenbau in the future and to what extent will Kautex employees, customers and partners benefit from this?

IT is the backbone of all of our processes. It encompasses a broad spectrum of services and structures, ranging from the individual application, through the provision of the required data infrastructure and right up to the security concept. Many different cogs must mesh precisely to ensure successful outcomes. If there is a difficulty with one aspect, processes will falter. IT must function as smartly as possible as a reliable basis for the exchange of data and information between employees, customers and partners. That requires common standards and structures, which must be applied worldwide. Finding a good balance between security on the one hand and high stability and service quality on the other will be one of our most important tasks.

Where do you see a particular need for action at present and what will you do to effect swift changes in this area?

The existing IT structure has grown over many years and it is deeply rooted in the company. It is not just a matter of installing new cables. It is instead very much a case of identifying those areas which no longer match up to our standards of customer focus and efficiency as well as they might. We will then replace them in a targeted way to improve the flow of information. We will also organize the processes within IT itself more stringently and standardize them in order to achieve this. The aim is for employees in IT to have more room for maneuver in the future so that they gain the time required to focus more strongly on the development of customer solutions. Our global users will benefit from the high

degree of integration of IT in the processes. We will guarantee their use and acceptance through continuous improvement and targeted training sessions.

In which direction is the further improvement headed? What requirements does IT have to prepare itself for and how will you ensure that Kautex Maschinenbau is ahead of the game in this area too?

The speed of development and innovative strength of IT are enormous and they present us with constant new challenges as a machinery manufacturing company. The ways in which people work are changing in tandem with the growing possibilities of IT. Our aim must be to keep up with the technological possibilities so that we can always provide employees, customers and partners with the best possible IT support. We want to be ahead of the game here as well, to press ahead with automation in both the processes and the products, and to create opportunities to be productive everywhere, as well as quicker and closer to the customer.

What personal goals have you set at Kautex Maschinenbau?

Kautex is undergoing radical change. I am looking forward to actively pressing ahead with this process. I want IT to be perceived as an opportunity and as a decisive driver of change and development of the company, both within Kautex and with our partners.

Thank you very much for the interview.





Working together with partners to promote sustainable recycling management



We follow our corporate vision and develop "smart" production solutions for value-added articles. This includes in particular sustainability-oriented solutions.

At the start of 2020 the European Union published its Action Plan for the Circular Economy to ensure that plastic packagings are traceable in the future and thus more recyclable. This is also a tremendously important issue for Kautex Maschinenbau. For this reason we have committed to the R-Cycle initiative, in which we join together with significant partners in the plastics sector, to promote this objective with passion and ambition.

R-Cycle is the open and globally applicable standard for the tracing of plastic packagings throughout the life cycle. The aim is to guarantee recyclability through complete documentation of all recycling-relevant packaging properties on the basis of established technologies.

R-Cycle fulfills one of the most important prerequisites for the recycling of plastics as marking makes the packaging identifiable. The complete value chain can be traced right back to the raw materials used via a cloud-based database.

R-Cycle officially started in June 2020. We and the plastics machinery manufacturers Reifenhäuser, Arburg and Brückner Maschinenbau are taking part in the project at present, together with the IKV Institute for Plastics Processing at RWTH Aachen University. We receive support for our work from GS1 Germany, a neutral center of excellence and service center for optimization of cross-company business processes throughout the value chain.

Virtual events

New digital formats bridge the distance for a personal technical exchange

Technological development in the plastics market is brought about by innovation, expertise and global exchange. Kautex Maschinenbau plays a leading role in the area of extrusion blow molding technology development. Innovation is very much a matter of course in other company areas too. Our locations mean that we are close to our customers in all parts of the world. However, it is not always possible to present new machines and technologies to our customers live on site, particularly during the current travel restrictions. This is why we have developed four digital formats in recent months, which make virtual live presentations and personal exchange with Kautex specialists possible all over the world, without you having to travel to one of our facilities or visit a trade fair. You receive insights into current technological developments and trends and look at our latest solutions. All formats provide opportunities for direct interactive exchange and questions can be directed to the relevant specialists. It is almost as if you are actually visiting us!



Virtual roadshow

We present cutting-edge trends and new technologies from Kautex Maschinenbau and our partners to you in this format. First-rate specialists demonstrate the latest developments in blow molding technology and associated sectors in short presentations. This ensures that you are right up to date. You will not only learn how you can produce more efficiently and sustainably with new technologies; you will also learn how to achieve unbeatable article quality. The virtual roadshow

is specially aimed at manufacturers in the fields of consumer and industrial packaging. It lasts between one and two hours and its content is tailored to the relevant regional market. We have already used this format very successfully at various international events. Participants received exclusive insights into our latest technologies and processes in presentations and live demonstrations. It was possible for them to direct questions to the experts during live chat and gain more in-depth information.



Are you interested? Please contact melanie.woop@kautex-group.com

Virtual trade fair

We present new machines, services and technologies to you in an interactive showroom in our virtual trade fairs. You can move through the virtual exhibition booth and access presentations, information and videos at various points. The virtual trade fair is open to visitors for several days. Kautex employees will be available to you during this period as direct contact persons via video chat. The first virtual trade fair will take place in the first quarter of 2021.



Exclusive discussion forum

Our tailor-made "K-TALK" discussion format is offered for individual customers and interested parties exclusively. Kautex experts meet you on a live stream for discussion and to answer your questions. We will adapt the agenda to your precise requirements. The one-hour interview format can be complemented with virtual live presentations.

Virtual flash events

During this short and spontaneous event, we provide you with a live presentation of new technologies, service offers and machines. You receive detailed insights and you can interact personally with the responsible engineers and technicians. Please contact us if you are interested in these live digital presentations.

K-TALK

K-TALK Agenda

- 1. Strategic Update: Andreas Lichtenauer, Kautex Head of Sales
- 2. Lightweight and Sustainability – Oliver Pöhl, Kautex Maschinenbau
- 3. Plant Tour: Onward Precision Pvt. Ltd. Nitkata
- 4. Kautex new high generation Learn & Match: Kautex Maschinenbau
- 5. Q&A session and Summary

The new Kautex website is online!

You can find our new company website at www.kautex-group.com. It was not just a matter of polishing the design; we have also made it much clearer and more user friendly. The detailed information about our products and the benefits to you is being continuously updated and extended. After all, the following applies for us: Anyone who wishes to set standards in the sector must also keep up with the times online.

We don't just focus on proximity to customers with our products; we do so with our website as well. The result is a website with intuitive navigation and direct access to your regional contact persons. Comprehensive information about our machines, technologies, services, and the benefits to you are now always just a click away.

Please take a look at our new website and feel free to provide feedback! We look forward to your next visit!



Spare parts and accessories

Our decentralized storage of spare parts and a network of branches and service partners help secure our quick spare parts and accessories service throughout the world at all times.

[Learn more](#)



Augmented Service

The Augmented Service enables Kautex service technicians to perform direct virtual observation for problem analysis and problem solving.

[Learn more](#)



Specialties

Our Kautex machines and know-how make it possible for us to realize virtually any part for you both easily and cost effectively.

[Learn more](#)

KAUTEX MACHINENBAU 25 60 85
CN US DE

Company Applications Machines Die heads K-Technology Services

Company

Smart production solutions for added value in blow molding – there is no future without



ue creating articles in extrusion
t a past!

 www.kautex-group.com

Packaging

Combine excellent product quality and attractive production costs with Kautex machines. This provides you with the optimum solution for future markets.

[Learn more](#)



Reasons for Kautex



Quality production

Fewer customer complaints thanks to quality production



Cost effective

Low production costs thanks to availability and reduction of down time



Sustainable

Long service life, low energy consumption and the lowest possible consumption of raw materials



Worldwide service

Unique service packages, short response times and the ultimate in know-how



System provider

From before the melt right up to packing; everything from one source

History

A history characterized by innovative strength and services for our customers, makes Kautex the leading global partner in the field of extrusion blow molding technology today.

[Learn more](#)

Sustainability

As mechanical engineers, it is essential that we ask ourselves how we can contribute to the sustainable handling of plastics. This sustainability is best achieved with a fully functioning recycling system.

[Learn more](#)

News & press

Welcome to our news and press portal. We keep you updated with press releases and other news here.

[Learn more](#)

Career

Innovative thinking meets personal responsibility. At Kautex Maschinenbau you will get the opportunity to use your strengths effectively. It is always worth looking at our job offers.

[Learn more](#)



25 years of Kautex in China

Kautex Maschinenbau has a presence all over the world and this has been the case for many years. Our Facility in the southern Chinese city of Shunde celebrated the 25th anniversary of Kautex's arrival in China on November 6th. Over 200 guests took part in the anniversary celebration.

The event started in the morning with the Kautex New Machine & New Technology Forum. Here our colleagues took the opportunity to present our new products in the areas of machines and services along with our "BeOne" vision.

The official anniversary celebration then took place in the afternoon, with a traditional Lion Dance, a Golden Sand ceremony, and speeches by customers and officials from the fields of commerce and politics. The executive boards from Bonn and the USA also joined in to send their congratulations via a video stream. A colorful evening event then marked the conclusion of a busy and informative day. Huge thanks for this successful event are due primarily to our customers, representatives from the fields of politics and commerce, and also our colleagues at the location. You all made this day into an event which we will be happy to remember for a long time to come.