



Frank Eichhorn
Managing Director

Frank Eichhorn the sole Managing Director of W+D

W+D starts off 2016 with strong partner Barry-Wehmiller

As you have already been informed, Barry-Wehmiller acquired Winkler+Dünnebier GmbH and its sites in the US and Malaysia as well as POEM GmbH from Körber AG on December 31, 2015. We are pleased to now belong to Barry-Wehmiller because we are convinced that we can benefit from the company's ideas and experience – particularly in the area of our outstanding customer service. The goal is to combine the resources of both companies to create even better prerequisites for business partners and customers of W+D.



Members of management of W+D and Barry-Wehmiller.
First row from left to right: Frank Eichhorn, Bob Chapman, Tim Sullivan.

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Barry-Wehmiller pursues a long-term, organic growth strategy and has acquired 80 companies from around the world since the 1980s – and not sold a single one of them again. The company has thus become a global provider of diversified industry solutions with annual sales of more than \$2.4 billion and over 11,000 employees. In this case, W+D will operate as an independent business unit within Barry-Wehmiller's Converting Solutions Platform and thus have a strong partner at its side.

At the same time, the management of W+D has also been reorganized: Frank Eichhorn, who has been Technical Managing Director of Winkler+Dünnebier GmbH since 2012, took over the sole management of the company as of January 1, 2016. The former Commercial Managing Director, Manfred Stöhr, will be taking on new professional challenges starting in April after a transition period in which

he continues to work for W+D in an advisory capacity. Otherwise, no personnel changes have been made so you will continue to be served by our competent service staff. W+D will remain your technology, system solution and service partner in the future.

Apart from this "big news," this issue of InFocus obviously contains more interesting information for you. For instance, we will be preparing you for drupa 2016, where we will be presenting you with a world premiere with respect to W+D envelope production. We will also be presenting two new product offers and reporting on POEM's move to a new location. In addition, we have expanded our website to include two more languages and added new videos of our systems that will serve as visual aids.

We hope you enjoy reading this issue! If you have any comments or suggestions, please send them to Frank.Eichhorn@w-d.de. If your colleagues would also like to receive InFocus, kindly send an email to newsletter@w-d.de.

Please note our new bank details:

J. P. Morgan, BIC: CHASDEFX

Winkler+Dünnebier: IBAN DE25501108006161516916

W+D POEM: IBAN DE47501108006161516908



ABOUT BARRY-WEHMILLER

Barry-Wehmiller is a diversified global provider of technical consulting and manufacturing technology solutions for packaging, corrugated cardboard and paper processing. With a corporate management that focuses on its people, disciplined business strategies and targeted growth, Barry-Wehmiller is an organization that uses its economic strength to create a better world.

Learn more at barry-wehmiller.com.



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Off to new horizons

Felix Bock to serve W+D's customers in Germany

Felix Bock is your new contact for Mail Solutions in the region of Southern Germany. He was previously Regional Area Manager for the region North for W+D and is now expanding his territory to include the entire Federal Republic of Germany.

Mr. Bock is taking over the southern region from Peter Ungerer, whom we would like to thank for his many years of work for W+D. Mr. Bock is certainly no stranger to some of our customers because he worked nationwide in production and sales in various sectors of the paper industry for 17 years, including four years at W+D.

Mr. Bock is looking forward to presenting W+D's entire product portfolio to you for the first time as your point of contact and will be sharing new aspects related to production and services with you. Please take the opportunity to schedule a personal meeting with him at drupa or give him a call regarding any questions you might have concerning our machines and Quality Services.

Envelopes – the easy way

W+D to demonstrate new short-run, fast-change-over envelope machine at drupa 2016



Are you planning to visit drupa 2016? If so, then we look forward to presenting to you our equipment and services on producing, printing and inserting of envelopes. We look forward to welcoming you to our new location at the exhibition: **Hall 16, Booth A43.**

We would be happy to introduce you to our product innovations live at drupa. And we hope to arouse your curiosity already regarding a newly developed W+D envelope production machine that is mainly designed to meet the growing demand for machines that can also handle smaller order volumes.

To achieve high productivity even with small order sizes, significantly faster and more convenient conversion options to a new format are needed today. Additional requirements include easy, highly automated operation so that the machine can be operated by only one employee.

Producers and processors of envelopes who are looking for a significantly more productive short-run envelope converting machine that is also easy to learn how to operate can look forward to our drupa market introduction. W+D will be demonstrating a truly new system for manufacturing envelopes that promises to deliver top performance.

As we get closer to drupa, please expect more details on this exciting new envelope converting machine to be delivered in our roll-up-to-drupa marketing campaign and on our website w-d.de. Your W+D account executives will be contacting you soon to schedule your personal presentation and demonstration. But if you don't want to wait, please contact us at drupa@w-d.de.

Needless to say, our W+D booth parties on June 2 and 7, 2016, will also offer a good opportunity for you to stop by. We kindly invite you to pay us a visit and look forward to seeing you there. Visit us at drupa!



W+D at drupa 2012



Technical Service

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Make sure you receive online support

Successful exchange campaign: a VPN router for an analog modem

W+D has already been able to convince many customers to replace the analog modems installed in their machines with new digital VPN routers. This guarantees that they can continue to receive fast and secure online support from W+D Quality Service.

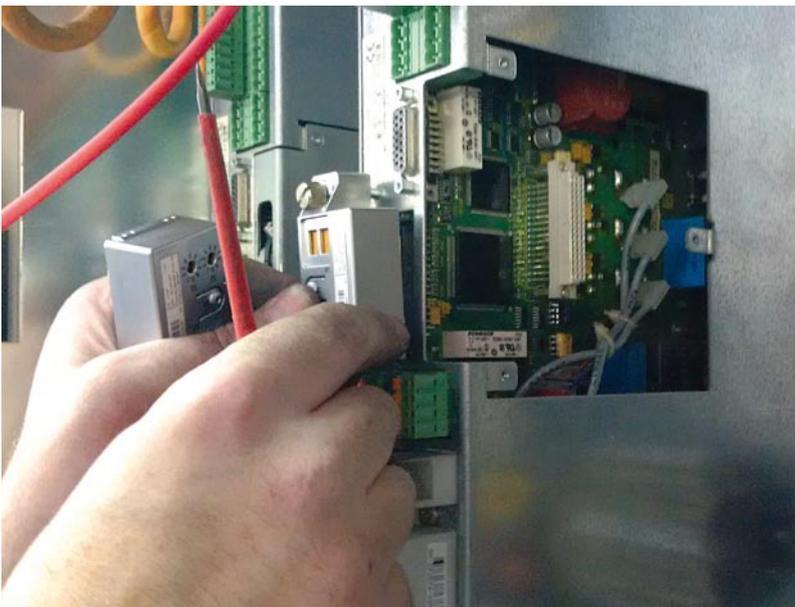
Our experts can gain access to your machines online via VPN in the event of a problem and immediately identify and, in many cases, even solve any technical problems. This ensures that our machines are ready for use again very quickly and achieve maximum productivity.

As we announced in 2015, we stopped supporting the analog modem connections on January 1, 2016, so please do not hesitate to contact our Technical Service if you have not yet installed a VPN router.

Gaining an edge through innovation

Steinmetz takes advantage of W+D's Multi-Step Upgrade to gradually replace its servo drives

Due to the fact that purchasing spare parts for older drive generations, servo drives and controllers, in particular, is becoming increasingly difficult, W+D has developed a Multi-Step Upgrade. This innovative process allows for modern, high-performance drive axes to be gradually used so that old and new drives can be put to use simultaneously.



This is achieved by installing the basic upgrade in an additional enclosure, which is then prepared for the new components to be used. If later on in production, a drive or a controller fails and is no longer available as a spare part, new generation drive axes can be installed within 36 hours (possibly even in 24 hours) and production can be continued with the existing drives.

The German company Steinmetz Briefumschläge GmbH & Co KG based in Schenefeld can attest to the fact that this technique really works well. The company uses the DIAX03 and DIAX04 systems and has now had almost all of its machines converted over to IndraDrives as part of a pilot project. „One significant advantage is the fact that the electronics can be made to suit the mechanics of the machine. Repairs and

changeovers can also be made more quickly. I consider all of these factors to be important reasons for making the switch with the W+D Multi-Step Upgrade,” says Willi Kirberich, Production Manager and authorized representative of Steinmetz GmbH. “For us, the benefits of this approach lie in the fact that we can react quickly and adapt to the market. This is particularly true for small and medium batch sizes, the areas we specialize in.”



Exchanging the folding cylinder in a W+D 624.03

Order your replacement modules for the W+D 624 Series now

Play it "safe!"

You should replace the modules in your handkerchief machine on time before you experience unplanned machine downtime due to wear and tear. Avoid related production stoppages, and schedule the replacement of the modules to suit your maintenance schedule. You will then be able to reduce machine downtime by up to 80% and installation costs by up to 50%.

W+D therefore now offers the following replacement modules for the machine types **W+D 624.00, 624.01, 624.02 and 624.03** at a fixed price:

- / Cutting module
- / Folding cylinder (without format parts)
- / Storage cylinder

Here, you will receive a completely refurbished replacement unit as an original value repair at a fixed price that is preassembled accordingly and includes all of the preset settings, if possible. You will receive a 12-month warranty for the replacement module starting with the delivery date. The original value repair includes the dismantling of the module, the measurement of the components and grinding or replacement of the sealing surfaces in the vacuum control valves, completely new bearings or processing of the bearing seats (if necessary), installation of new knives (cross cutters), complete cleaning of the components, and subsequent assembly with presettings.

For further advice, please talk to our Quality Services employee, Ulrich Mertgen, ulrich.mertgen@w-d.de.

New videos show W+D machines in action



W+D YouTube channel

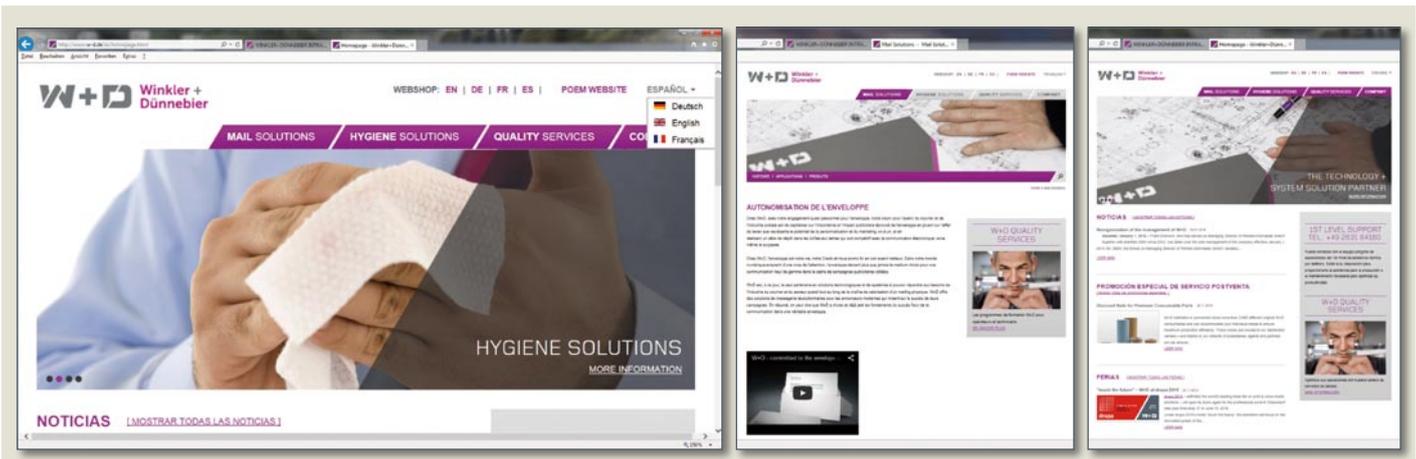
Websites now online in French and Spanish

After we launched our new website in German and English just last year, two other language versions have now gone online. This means our French and Spanish speaking customers can now be approached directly and can receive our information in a more convenient way.



W+D Mail Solutions products

Videos on W+D systems were recently added to the Mail Solutions area of our YouTube channel. At the moment, we are showing new short films that present the key features of the following W+D envelope and printing machines in compressed form and in under 3 minutes: W+D 102RE, 202RE, 234d, 320BE, 326BC and 627. Please check out YouTube or visit w-d.de under Mail Solutions/Products.



More light and space for W+D POEM

W+D POEM's move to a new hall extends storage and work capacity



The new POEM hall at the W+D site

Shortly before its 15th anniversary, W+D POEM moved into a new hall on W+D's premises in Neuwied and thus expanded its warehouse, workshop and floor space by around 40%. The market leader for used machinery and accessories in the area of envelope machines and offset is thus pursuing a sustainable growth strategy based on strong demand for high-quality, high-performance used machinery. By moving, POEM has responded to the trend toward combining modernization work on machines with technical upgrades. This makes for a constantly high order backlog and therefore a greater need for modern working and storage space with a good infrastructure.



Interior view during the move

In the 2,500 square meter modern, light-flooded assembly hall, four heavy-duty cranes allow for the space to be used in a flexible and efficient manner. Together with centralization of work areas, this leads to shorter throughput times and higher productivity, which means faster modernization and delivery of the machines for POEM customers. The future set-up of the hall calls for merging certain types of work in specially designated areas. The new hall combines all activities from cleaning, painting, pre- to final assembly and its own electrical workshop under one roof. A separate area was created for the rebuilding program for offset machines that has established itself on the market for over 5 years, but also for storage and marketing of machine accessories. The POEM GmbH homepage that was completely redesigned just recently has been extended to include a list of new and used accessories.



The modern assembly hall today

A tour of the hall allows visitors to get to know the whole range of services that POEM GmbH offers. Usually, machines can be seen in the condition they were delivered in, but also disassembled, and completely overhauled. Since all refurbished machines are also tested here, many customers take advantage of the opportunity to be present when their machine is tested prior to it being shipped. They appreciate the comprehensive and thorough workup of their investments by POEM's highly qualified employees. The consistently expanded range of services that POEM offers meets with a lot of praise. As part of the W+D Group, POEM is the only used machinery dealer who offers customers the chance to configure their machines and expand the scope of services to suit the user's needs. Buying a used machine from a W+D Group company minimizes the risks and allows customers to access the manufacturer's expertise and specialized knowledge.

More photos and more information on the current POEM offerings can be found here: w-d-poem.de.

Preview of W+D exhibitions in 2016

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| CIDPEX, Nanjing, China | 11/04 – 04/13/2016 | www.chinaexhibition.com/Official_Site/ |
| drupa, Düsseldorf, Germany | 31/05 – 06/10/2016 | www.drupa.de |
| Graph Expo, Orlando, USA | 25/09 – 09/28/2016 | www.gasc.org |
| MIAC, Lucca, Italy | 12/10 – 10/14/2016 | www.miac.info |