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Managing Director

New generation of machines for manufacturing envelopes presented at drupa

W+D 410 Easy Enveloper, an easy-to-use solution for small and medium size jobs

As we announced in the last issue of InFocus, we proudly present with the W+D 410 Easy Enveloper a new generation of productive machines for manufacturing envelopes that is easy to operate and quick to change-over, which is responding to the current market trend towards smaller and medium size order volumes and the increasing shortage of skilled workers in envelope production. The Easy Enveloper will open up new prospects for traditional envelope manufacturers and newcomers who want to manufacture envelopes themselves.

Quick and easy format changes using hardly any tools

Operators will have the W+D 410 Easy Enveloper running smoothly and making high quality envelopes after only a brief training period. Automated processes and modern, intuitive touchscreen technology, extensive help menus and step-by-step instructions on how to set and adjust the machine are available to support your operator in every situation. Thanks to the revised e.g. newly designed cutting and folding stations, almost no tools are needed to make modifications and change formats. If by chance a service issue arises, an Internet telephone connection to the experienced service technicians at W+D can be established by pressing a button.

The W+D 410 Easy Enveloper already comes with all of the auxiliary units like vacuum, air and chip removal that are needed to produce envelopes, so all the customer needs are the raw materials; paper, window material and glue. With a production capacity of up to 30,000 envelopes per hour, the W+D 410 Easy Enveloper produces high-quality envelopes from printed or unprinted materials without scuffing or marking the envelopes during the manufacturing process.

Our sales team would be happy to assist you: sales@w-d.de.

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This year's fair in Düsseldorf was again an industry highlight

W+D looks back on a successful drupa



The drupa is a mandatory event for companies in the printing and paper industry and the four-year wait was worth it. There were a tremendous number of innovative products for the paper manufacturing and processing industry and we had the opportunity to meet new and current customers at the same time in the same place.

The machines exhibited at W+D's nearly 460 square meter booth ran live daily. Those who stopped by saw flawless demonstrations performed by W+D expert technicians. The W+D 410 Easy Enveloper received the most attention as the fast format changes and extreme ease of use wowed our visitors. Live broadcasts featuring a session with First Level Support in Neuwied underscored



W+D's claim of having developed a completely new type of envelope machine. The new W+D 914 semi-automatic PackAssist, which was installed on the 410 Easy Enveloper, met with great interest from visitors, who learned that it is also available for their existing W+D envelope machines.

The W+D BB700 S2 envelope inserting system with the print module Tlprint 4dL was the first fully integrated, variable on-demand printing solution for 1:1 personalization in direct marketing and was received with strong interest and enthusiasm. As a 4c print solution for smaller on-demand jobs, the W+D 234 dL impressed visitors to drupa with its productivity and low operating costs. At the end of the exhibition, W+D was successful in selling a 410 Easy Enveloper, multiple BB 700 inserting systems, the 914 PackAssist and multiple Quality Services packages and solutions.



The W+D presenter John Dalke, who explained the main features of our products in an entertaining and knowledgeable manner, presented our products and Quality Services very professionally. And, in fact, the three daily presentations attracted large audiences.

The great parties that W+D held at its booth on June 2 and 7 also turned out to be quite popular. The visitors talked about the new machines while having finger food and chilled drinks.



W + D welcomed roughly the same high number of visitors as in 2012, despite fewer drupa visitors in total. Asian customers, in particular, visited the booth to learn more about W+D's innovations.

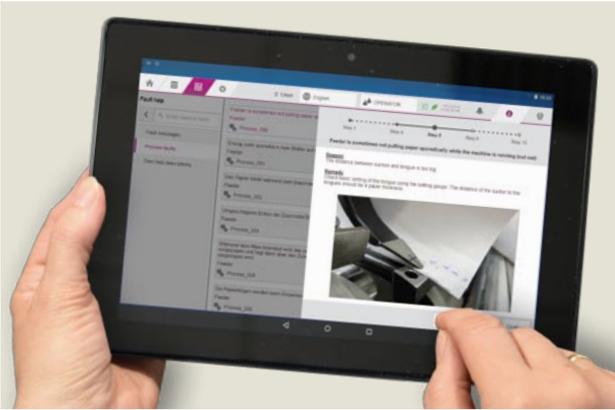
We would like to thank all the visitors to our drupa exhibit and we are looking forward to seeing you soon to discuss further how W+D systems and solutions can help improve the productivity of your operations and your existing W+D machines. As always, we invite you to contact our sales team if you have any further questions or needs or if we can be of further assistance to you in any way. Contrary to previous announcements, drupa will continue to be held every four years, so the next time will be from June 23 – July 3, 2020.



See you at drupa ~~2019~~

2020 ✓

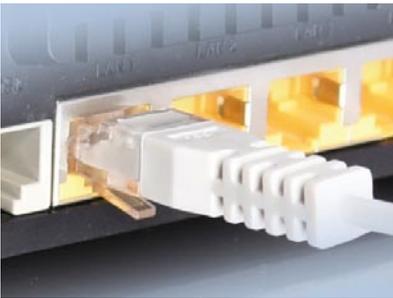
NEW: W+D Service Connect



W+D Service Connect is the perfect mobile companion for your maintenance and repair experts. Accessible at any time, it can answer any questions you might have digitally on your W+D machine very quickly and in a targeted manner. It is definitely the ideal complement to W+D Remote Support Service.

The W+D Service Connect package consists of a high-quality tablet that can store the user manual, the spare parts catalog and the circuit diagrams for your W+D machine. Furthermore, a W+D Help Wizard developed especially for certain machines will assist you in identifying minor technical problems on your own and in resolving these by showing you videos and providing step-by-step instructions.

But if you ever do need help, you can reach W+D Service conveniently and easily. You can chat via the Wi-Fi connection or call our W+D Remote experts free of charge and send us photos. W+D Service Connect is currently available for our new development W+D 410 Easy Enveloper and other W+D machines upon request. Either contact the person you deal with, call us at +49 2631 84180 or send an email to 1st.level.support@w-d.de.



Independent and secure online support for industrial machines

NEW: W+D UMTS Router

Secure connections to the control systems of your machines and equipment allow for fast online access in the event of a technical problem and for remote maintenance. To ensure that your machines retain access to remote diagnosis capabilities even without wired networks, W+D now offers a mobile VPN router. This meets the highest requirements in the industrial sector. Autonomous VPN tunnels and the security software specially developed by W+D prevent unauthorized access to your corporate network. The device can be easily installed in an existing cabinet and provides unlimited connectivity, depending on your mobile network provider.*

Further information: M. Best, phone: +49 2631 84913, @: Michael.Best@w-d.de.

* Please check first whether you have sufficient wireless coverage where your machines are located. Additional costs will be incurred for services from your mobile network provider.

Partnership with Kern continues to grow

Our strategic partnership with Kern AG continues to develop positively. Since the introduction of the multifformat inserter K5000 that we developed together around two years ago, eight of these machines were sold last year alone. The K5000 is the product of both companies' expertise – Kern in the area of the input channel and W+D in the area of multifformat with its W+D BB700 S2 – based on the idea of achieving the highest possible customer satisfaction. The result is a highly competitive, user-friendly multifformat system, which with up to 16,000 cycles, is especially well suited for the transactional area, i.e. mailings for banks, insurance companies, etc. Moreover, the machine is a good alternative to pure small-format machines and an excellent combination of a C4 and a backup machine.

CIDPEX 2016 – News from the hygiene trade fair



CIDPEX (China International Tissue & Disposable Hygiene Products Exhibition & Conference) is considered one of the top international trade shows for disposable hygiene products and takes place in a different place in China every year. At this year's trade fair in Nanjing from April 11-13, W+D presented itself for the first time together at the booth it shared with its "sister" company PCMC under the umbrella of Barry-Wehmler.

The world's fastest 2-lane paper handkerchief production and packaging solution W+D FLOWTOS with flow-wrap single packaging technology generated a lot of interest among the trade visitors. Especially the new applications of tissue unwinding with automatic roll changing and film unwinding for packing parcels with automatic roll changing and the taper for applying the closure tape on handkerchief parcels were key highlights. The team was very satisfied with the number of visitors to the booth and the many interesting conversations and new contacts for W+D. Customer feedback on the acquisition of W+D by Barry-Wehmler last December was also quite positive.

W+D to introduce the W+D Easy Enveloper to North America at Oktoberfest Open House and Graph Expo in Orlando, Florida



Following the successful global launch of the W+D 410 Easy Enveloper at drupa in Düsseldorf, W+D will also be introducing the Easy Enveloper and the fully variable W+D BB 700 S2 to the North American market at Graph Expo in Orlando, Florida, via special video presentations. The company then plans to present the Easy Enveloper live at its Oktoberfest Open House which will take place from October 5 - 7, 2016, at W+D North America in Lenexa, Kansas.

"The Easy Enveloper and the BB700 S2 inserter are designed to meet the demands of the North American direct mail market for integrated inline production solutions that add more value to the outer envelope and the direct mail package and offer faster production turnaround," says Andy Schipke, Vice President of Sales and Marketing for W+D North America. "Our customers and prospects are looking for envelope converting, inserting and finishing systems that combine high flexibility, ease of use and are more productive in short-run, customized and personalized direct mail applications," he adds.





Japan: Empowering the envelope

DKSH and W+D renew partnership

W+D and DKSH, the leading market expansion services provider with a focus on Asia, have renewed their long-standing partnership to market W+D's envelope production machines in Japan. Both companies had already cooperated in Japan for a few decades until 2008.

The recent agreement comprises market analysis, research, marketing, sales, distribution and logistics as well as after-sales services for our envelope machines and production systems in Japan.

"We are pleased to have renewed our partnership with DKSH in Japan. The company will continue to act as a reliable partner and enable us to strengthen our good relationships with customers," commented Frank Eichhorn, Managing Director of W+D. DKSH's broad customer network in the Japanese mail and postal industry makes it the partner of choice for W+D to extend its leading position in the envelope production business.

"We have a proven track record of successfully helping manufacturers of industrial machinery to expand their businesses in Japan and are very pleased to continue to support W+D's growth here in the future," Dr. Peter Kaemmerer, President of DKSH Japan, explained.

About DKSH

DKSH helps other companies and brands to grow their business in new and current markets. Headquartered in Zurich with 770 business locations in 36 countries – 740 of them in Asia – and 28,300 specialized employees, DKSH generated net sales of CHF 10.1 billion in 2015.



Complete overhaul ensures longer service life

Upgrade package from W+D POEM for Contiweb paper roll splicer

Automatic splitters for paper rolls have been used in envelope manufacturing for more than 30 years. Besides our W+D 191, the splitters from Stork Contiweb (now Goss Contiweb) are quite widespread. For this reason, many older Contiweb splitters are still in use that increasingly cause problems because of the outdated electronics, procurement of spare components and support for the aggregates. For this reason, POEM in cooperation with W+D has developed an upgrade package to extend the service lives of Contiweb splitters even further. The current Contiweb splicer can be replaced immediately with an overhauled POEM device to avoid downtime.

"After our two splitters in Jülich were exchanged, we decided to have two more aggregates replaced. We thus not only prevented the perspective decommissioning of four machines, but can also produce even more efficiently thanks to the cost-effective POEM alternative," says Wilhelm Kirberich, operations manager and authorized representative of BSE Briefumschläge/Steinmetz.



For more information on POEM's Contiweb upgrade package visit w-d-poem.de.

Edita Prima Oy relies on the latest 4c inkjet digital printing machine W+D 234 dL for short runs of envelopes



The Finnish company Edita Prima Oy that has approximately 140 employees and specializes in marketing and communication services in the B2C and B2B sector has now installed a W+D 234 dL digital printing machine at its site in Helsinki. The company that has mainly been producing large runs using offset printing in the past is expanding its portfolio to include individual small runs of printed envelopes by making this investment. "We only recently set up an online ordering platform on which our

customers can design their own envelopes," says Jarmo Perttunen, Production Manager at Edita Prima Oy. "We use the 234 dL to produce very small quantities more efficiently. These types of orders are growing strongly. We are very satisfied overall and feel that we are well prepared to meet future challenges in the printing process," he adds.

Edita Prima had also tested digital printing machines from other vendors to start with, but then decided in favor of the advanced printing system from W+D. The main reasons were the higher performance they needed to be able to increase their volumes, greater flexibility in printing, reliable reproducibility of orders, short changeover times and its professional color management technology.

Edita Prima expects to be able to produce a volume of up to 20 million envelopes a year with an average of 1,500 pieces per order via the new job portal. For the most part, C4 and C5 envelopes are processed, whereby the closure flaps and rear sides of the envelopes are partly printed.

Edita's machine park already includes several inserting systems and offset printing machines from W+D that it has been using successfully for years. "Based on our positive experience, we decided to place our trust in W+D again and chose the W+D 234 dL," says Jarmo Perttunen. "To ensure high machine productivity in the future as well, we also use W+D's 1st Level Support."

The W+D 234 dL was also one of the highlights at this year's booth at drupa and attracted a lot of interest there.

Preview of exhibitions in 2016

Graph Expo, Orlando, USA

September 25 – 28, 2016

www.gasc.org

MIAC, Lucca, Italy

October 12 – 14, 2016

www.miac.info