

InFocus



Team spirit and innovative strength

// More innovative strength in difficult times

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// Skylotec highly satisfied with first W+D BICMA mask machine

// W+D BICMA develops new FFP2/ N95 mask machine



More innovative strength in difficult times: how W+D is navigating the crisis

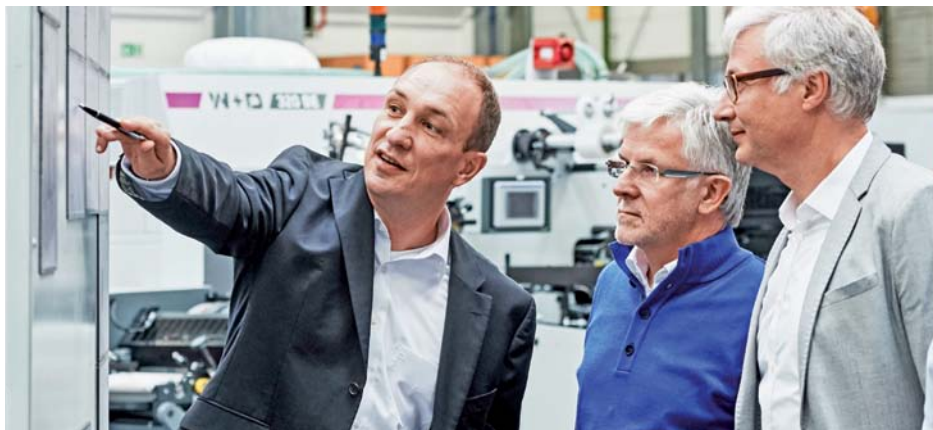
Frank Eichhorn, CEO of W+D (left),
talking with employees

We may state that W+D has come through the pandemic with relatively few setbacks. We owe this circumstance to internal adjustments, but above all to the team spirit and flexibility with which W+D employees have adapted to the challenges of this period:

In view of the high volume of mail in ballots in the United States, demand first boomed for our W+D intelligent inserting systems, which are optimized for processing mail in ballots.

The development and introduction of one of the fastest surgical mask systems in the world in record time was the next step – in the meantime, W+D BICMA has already been able to sell five of these powerful machines. Spurred on by our success in this area of business, which was completely new to us until then, we are already launching another new development: a high-performance machine for the production of FFP2/N95 face masks, which has been sold several times by now. For more details on both machine types, please see pages 7-8.

Together with our own face mask production in Neuwied, which is currently



running at full speed, this is an industry in which we have familiarized ourselves and gained sufficient expertise within a very short time. We have not stopped at

the previous industry standards, however, but have managed to surpass most existing systems in terms of performance and optimize production.



This inventive spirit and pursuit of precision with the greatest possible productivity have distinguished W+D for 108 years. We are proud of our teams, who continue this culture of innovation and have therefore been instrumental in our successes. At the same time, we would also like to thank our customers: those who have been with us for decades and continue to develop with us, and those new partners who explore new business areas with us.

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Heritage Envelopes is very satisfied with the W+D 628 envelope machine with LED UV printing

Founded in 1986, Heritage Envelopes Ltd is located in Blackburn, right in the middle of the United Kingdom, where it has become one of the largest envelope manufacturers and suppliers in the country. More than 40 million envelopes per week are manufactured on 14 reel-fed envelope converting machines, ranging from the W+D 102, 202, 249 and 627 to the newest type: The W+D 628 RC.

Leap in technology

"We ordered the machine from W+D at the last Direct Mail Days event,"

says Mark Sears, CEO of Heritage Envelopes. "We were impressed with the advances in technology, printing capabilities and the embossing section. Since last year, the system has been operating at speeds of up to 1,200 envelopes per minute, and the high printing quality of the integrated W+D 201 LED UV flexo printing module is particularly amazing."

The W+D 628 RC allows Heritage to expand its offering in the full-surface direct mail envelope sector, thereby capturing new markets. Mark Sears summarizes: "Yes, we are extremely



Marc Sears is proud of his W+D 628 RC.

happy with the 628. We particularly value its high quality and speed."

Virtual Direct Mail Days 2020

In November, W+D initiated the Direct Mail Days in virtual form for the first time. More than 300 participants took the opportunity to learn about current technical developments and the 1:1 production of personalized and direct mail envelopes.

/ The 410i as an "intelligent" version of our W+D 410 envelope machine that converts digitally pre-printed personalized printed sheets into envelopes and provides piece tracking automation of personalized input and output.

/ The high-performance W+D BB820 inserting system, optimized for high output (up to 20,000 inserts/h) with demanding direct mail jobs, which reliably fills individual and personalized envelopes with the matching – and individualized – insert using auto-mismatch technology.

/ W+D Halm i-Jet 2 as the fastest four-color inkjet digital press for high-quality printing combined with ease of use and low ink costs.

/ With the W+D 628, we also presented a solution for highly efficient "one-step production" that manufactures the finished direct mail envelope from the paper reel through LED UV

printing, varnishing, embossing and special windowing in just one production step.

Recorded live sessions on YouTube:

<https://www.youtube.com/playlist?list=PLc17RHs7yRai9uN9RqQTZ472STiiXB8Cd>



W+D sells four seed pocket machines

Did you know that W+D also has systems for the manufacturing of seed pockets in its portfolio? COVID-19 has boosted areas of business that many have not had on their agenda until now: The huge increase in demand for garden items during the respective lockdowns has led to increased demand for seed pockets in DIY and garden stores. As a result, the W+D 321 seed pocket machines, established on the market for years, experienced a literal renaissance, with W+D selling four of these systems throughout Europe in coronavirus year 2020.

Paper instead of plastic

The machine, however, which has been optimized for small sizes, can do even more: In case of increased hygiene requirements, as is currently the case, consumer goods can be packaged in small paper bags instead of welded in foil – consider, for example, the food service and hotel industries. There is also a growing focus on avoiding plastic when filling smaller quantities of loose products, which is already prompting customers in some sectors to turn to environmentally friendly paper bags, including pharmacies, tea



shops, and many more. Due to W+D's customized Euro perforation solution, which involves cutting into the glued bottom flap, the goods to be packed are hermetically sealed and cannot trickle out.

Can you think of any other ideas for use? We look forward to your suggestions. Your W+D contact will be happy to answer any inquiries.

Automatic packaging 2.0: EnvePac as W+D POEM modernization and rebuilt solutions

W+D automatic packing machines have been in use in the envelope industry for more than 20 years. Our newly developed modernization package offers all the possibilities of current drive and control technology to take your EnvePac to the next level.

With the EnvePac modernization package from W+D POEM, we offer you a number of benefits:

- / Use of modern, uniform drive and control technology
- / Consolidation of individual controllers in a central control system
- / New HMI with significantly increased operating and diagnostic comfort
- / Significant reduction of critical spare parts as the variety of motors and drives used has been limited to a minimum

We have also incorporated some mechanical improvements to increase wear resistance and robustness, thus

reducing the operating costs of your system.



To avoid lengthy machine downtimes, we offer you our proven **"Hot Swap Concept"** for this project: POEM supplies a modernized packing machine in the desired configuration. The exchange at your site takes place within three days, even on the weekend, if possible. The old packing machine can subsequently be taken in payment by POEM.

The contact person for your questions is Oliver Rake, oliver.rake@w-d.de, tel.: +49 2631 84 529.

W+D upgrade to the new BSC 4.0

To ensure the machine availability of your inserting systems, an upgrade of the machine control system from BSC 2.0 to BSC 3.0 is recommended. An even bigger step into the future is an upgrade to our innovative BSC 4.0 with its 22" touch control panel.

All machine, process and job data is clearly displayed here numerically and graphically and can be evaluated in depth.

BSC 4.0 is available for W+D BB700 and W+D BB820 systems. Please ask your W+D contact person for details.

W+D BSC 4.0 with touch screen as central operation control and evaluation tool



Bochum correctional facility introduces inkjet digital printing with W+D Halm *i*-Jet 2

The Bochum correctional facility operates a print shop that offset-prints several million envelopes, forms, binders, etc. per year for the state authorities of North Rhine-Westphalia, Germany. With the installation of the W+D Halm *i*-Jet 2 inkjet digital press, a new printing process has now been introduced. We interviewed the two prison officers Michael Ohrem and Benjamin Kohnke who jointly manage the prison print shop and, as trained industrial foremen in printing, have the necessary expertise and a passion for printing.

Future-looking technology, new areas of business

*You have now supplemented your classic offset printing with a W+D Halm *i*-Jet 2 four-color inkjet digital press. What advantages does this press have for you?*

For us, W+D Halm *i*-Jet 2 represents a future-looking, technical innovation

that significantly reduces the number of work steps and operating costs in comparison with offset printing. The fast, environmentally friendly cleaning with water also avoids contact with chemicals. With high-quality and, above all, consistent printing results, it is more productive and independent of operator qualifications at the same time.

We are now in a position to serve the state of NRW in a much more responsive and reliable manner. Whereas we were previously limited to mostly single-ink work, four-color digital printing will enable us to accept new, more sophisticated print products and orders in the future.

Easy to use, new perspectives

What special advantages does the machine have for work in a correctional facility?

The machine's simple handling compensates for high turnover and lack of specialized training of the occupants.



The machine location was designed in the W+D colors for the new addition.

This is because the operation of the digital printing machine is very easy and quick to learn and opens up new career prospects for the inmates through their experience with a modern machine and digital printing technology.

The printing system has now been installed and everyone involved has been trained by W+D. Have your expectations been met?

Out of anticipation and a sign of innovation, the machine site was redesigned in advance by the occupants. Even during the familiarization period, the machine generated enthusiasm and, of course, produced hundreds of thousands of perfectly printed envelopes. We are all highly satisfied with the W+D Halm *i*-Jet 2.



From the left: Felix Bock (W+D), Benjamin Kohnke and Michael Ohrem (correctional facility)

New model: W+D 341 C is big in Japan

The new model W+D 341 C envelope and mailing pocket machine is currently experiencing increased demand on the Japanese market. Based on W+D 341, the transfer of new technologies from W+D 410 and a new optional W+D quality control system, W+D 341 C is the perfect answer to the demanding needs of envelope manufacturers in Japan, who ordered three of the machines in 2020.

Additional demand for pockets

The ability to produce large pockets like K2 on the system contributes to their current success. "Due in part to postage reductions – postage now costs the same as for standard mail – the demand for this format has increased in recent years," explains Yoshinori Sato of DKSH, W+D's distri-



Yoshinori Sato, DKSH

butor in Japan, "In particular, these large envelopes are playing an increasingly greater role in direct mail.

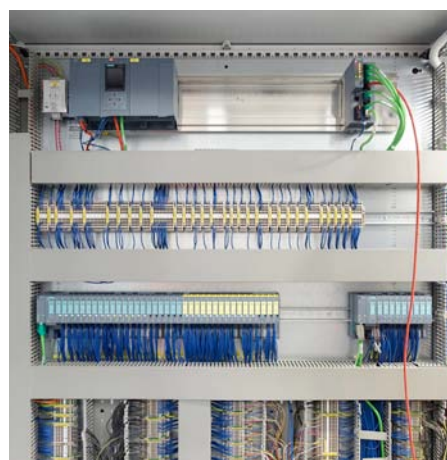
The W+D 341 C is simply the best machine for manufacturing pockets with left or right folds. It offers a wide format width and high flexibility, reduces production stress through ease of operation and fast size changes for shorter runs. The low waste rate and high reliability in production are also convincing."



Modernization of the tissue machine brings WEPA even more productivity

The WEPA Group has been producing paper for hygiene applications since 1958 and is the third largest manufacturer in Europe with sales of 1.3 billion euros and 4,000 employees. At the Kriebstein plant in Germany, an extensive modernization of the switch cabinet was to be carried out to modernize an older W+D 624.03 tissue machine, and therefore the manufacturer W+D was approached with trust.

Modernization Program takes over W+D's fledgling Modernization Program department gladly accepted the challenge posed by this important customer: It planned the modernization of the machine, from the new switch cabinet, including the



The modern W+D switch cabinet with the latest Siemens technology

latest drive and control system, to the safety technology and the new visualization system of the machine.

Latest Siemens technology

Andreas Weise, plant manager of WEPA Papierfabrik Sachsen, declares his satisfaction after the installation: "Our tissue machine is now equipped with the latest Siemens technology, making it state of the art. On this occasion, the machine also received a speed update to 8,500 tissues per minute, which means that its productivity has once again increased significantly."

If you have any questions about our retrofits of switch cabinets in the mail and hygiene area, please contact your W+D representative.

Skylotec highly satisfied with first W+D BICMA mask machine

Safety first – that could be the motto of Skylotec, the specialist for safety technology in work and leisure. It therefore seemed only logical to expand its product portfolio to include face masks during the pandemic. The medium-sized company from Neu-wied quickly found a competent local partner in W+D BICMA, which was just about to raise the productivity of mask production to a whole new level with an innovative concept: one million surgical masks per day.

As Kai Rinklake, Managing Director of Skylotec, explains: "In March and April 2020, face masks were initially in short supply in Europe due to a lack of supplies from China. Governments in Europe, and Germany in particular, were hurriedly searching for domestic solutions that would cover the acute demand, but also ensure long-term independence from mask imports. As a producer of protective equipment, we immediately saw the current, but also future, enormous need for face masks."

In addition, the German government provided subsidies to ensure the competitiveness of German companies in the face of any wage and energy cost disadvantages. "For this reason, one condition was to purchase only the most modern, fully automated production equipment. As a result, only the AUXILIUM FM surgical mask machine from W+D BICMA



From the left: Alexander Merl, Sales Director / Authorized Signatory, Dr. Kai Rinklake, Managing Partner / Managing Director, Jens Hütwohl, Head of SCM at Skylotec

came into question for us," explains Kai Rinklake.

The world's fastest system of its kind was developed by W+D BICMA within a very short time and installed in the hall that had been specially built by Skylotec for the new mask production before the end of fall. Since then, the machine has been producing EN 14683:2019 medical masks there in three-shift operation; up to 300 million units are planned for 2021.

Due to the innovative mask design and the use of polypropylene, the disposable masks can even be recycled as a valuable material. "In this way, we not only contribute to an adequate supply of masks, but also to the issue of sustainability," Kai Rinklake is pleased to say. "Overall, we can already say that the purchase of AUXILIUM FM has been very worthwhile for us: Thanks to full automation, we can operate at world market level in terms of price and have secured jobs or created new ones."



virtual drupa

Industry event drupa will take place as a virtual event from April 20 to 23, 2021. W+D is participating as an exhibitor and presenting interesting technologies in the areas of inkjet digital printing and inserting systems. For more information, please visit the "Exhibition Space" section. We look forward to your participation!



drupa

no. 1 for printing technologies

I am W+D



We welcome new employee **Lois Guzman**, who has assumed the role of **Regional Hygiene Sales Engineer Manager for W+D North America**. She will develop sales for our **W+D BICMA Hygiene Solutions business in the United States and be responsible for existing key accounts and new customer acquisition**.

Lois Guzman has over twenty years of global technical experience in the Personal Care segment with companies such as Kimberly Clark, Tyco, Covidien, Dupont Revlon, Ontex (Mabesa/Paragon) and others, where she led project teams in R&D and technology and launched new product brands.

W+D obituaries

W+D North America announced with great sadness the passing of Robert Gossage due to complications of COVID-19 in December 2020. His career spanned 46 years at W+D in a variety of customer support positions. Before his passing, Robert led the W+D North America customer service department as team leader.



W+D also mourns the passing of Franck Jegu, who served our customers as Service Manager in France for years with dedication. He lost his long battle with cancer and passed away in December 2020.

The W+D worldwide teams and our customers will sorely miss both.



W+D BICMA develops new FFP2/N95 mask machine



After the successful introduction of one of the world's fastest machines for surgical masks last year, W+D BICMA has currently developed a new system for FFP2, FFP3 or N95 masks and has already sold it several times.

Among the most productive masking machines in the world, **AUXILIUM FFP** is capable of fully automated production of individually packaged products in folding boxes with 5 to 25 pieces each. In addition to meeting possible certification requirements, the special shape of the respirator features a perfect fit and soft nose pads and head straps for comfortable wear.

The team of W+D BICMA is looking forward to your inquiries: mail@bicma.com.

Trade fair attendance

APTech	April 14, 2021	online
virtual drupa	April 20-23, 2021	online
OUTLOOK	April 21-23, 2021	online
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