



We wish you and your families a Merry Christmas
and a happy new year 2020

SLITTER. WINDER. KAMPF.

Dear employees,

Another year is coming to an end, and this is also the time to pause for a moment and look back. After all, it was the 99th year in the history of KAMPF!

In the year 2019 two of our most important shows took place: the ICE in spring and the K in autumn. Under the motto "Transformation" we presented our way into the future to the experts.

This did not only include the new design of our machines and a new naming concept, we also continue to develop as a solution provider. Our goal is to solve the challenges of our customers with intelligent overall concepts. Our product range includes more than just new machine developments, such as the new PrimeSlitter BlackLine, but also automation solutions, digital products, such as the@vanced, and our new spare parts service webshop. The consistently good response from customers, suppliers and market players shows that this is the right approach.

KAMPF also has a lot on the move internally. With our strategy project m|o|v|e, we are currently redesigning all the processes for handling our projects in order to become even better in this field. Many of you are involved in this project and are committed to it. We would like to ask all of you to continue your active support, because in the future our cooperation at KAMPF will change in many areas and for this we need every employee. You all can and should help us to become better together. The cooperation and thus also the efficiency can only be improved

together and therefore everyone is in demand.

In our internal communication platform "snack" you will find comprehensive information on all activities and the status of the work on all task packages from m|o|v|e. You are all invited to inform yourself here in a quick and easy way. In addition, there are now screens in the assembly area that you can use when you're not working on your computer every day. But we will continue to keep you up to date with various information events about the status of the project.

In 2019, we just barely achieved our reduced sales target, which is not at least due to your commitment and, as in many years, we again experienced a "year-end rally" this year. However, we are still experiencing tough competition and price wars, which are depressing our earnings.

We also expect a good order situation for the coming year, as we still have a solid project situation in Asia in particular. However, we are also noticing the uncertain economic situation worldwide in some areas and expect fierce competition to continue in 2020.

Particularly in view of this, we will all have to work together on efficiency in order to be economically successful. In this context, the results from m|o|v|e are very important for all of us.

As you can see, an exciting year awaits us all, and we are particularly looking forward to the celebrations for our 100th company anniversary, which will take place on September

12, 2020. We would like to cordially invite you and your families to a joint celebration.

We wish you and your families a Merry Christmas and a good start into a hopefully healthy and successful year 2020.

Best regards and enjoy reading!

Lutz Busch and Stephan Witt

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Imprint

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News

Jubilee in 2019

10th Jubilee

Marcus Lumma, 01.01.2009, Wiehl
Axel Pitsch, 01.04.2009, Wiehl
Sebastian Voß, 01.05.2009, Wiehl
Pirmin Ader, 01.09.2009, Wiehl
Katja Kowalczyk, 01.09.2009, Wiehl
Alexander Thill, 01.09.2009, Wiehl
Suresh Thiyagarajah, 01.09.2009, Wiehl
Mathias Wellmann, 01.09.2009, Wiehl
Adolf Klöckner, 01.10.2009, Wiehl
Dieter Pflitsch, 01.10.2009, Wiehl
Holger Schwarz, 01.10.2009, Wiehl
Volker Heide, 15.10.2009, Wiehl
Sarah Langenbach, 15.10.2009, Wiehl
Nikolai Hochhalter, 03.12.2009, Laußig

25th Jubilee

Hans-Dietmar Gergel, 05.04.1994, Wiehl
Carsten Herchenbach, 09.05.1994, Wiehl

40th Jubilee

Klaus Glörfeld, 01.08.1979, Wiehl
Heinrich Graeff, 01.08.1979, Wiehl
Roland Noß, 01.08.1979, Wiehl
Uwe-Klaus Spitzer, 01.08.1979, Wiehl

50th Jubilee

Paul-Gerhard Krieger, 01.09.1969, Wiehl
Hermann Lauxen, 01.09.1969, Dohr

Training at KAMPF successfully completed

Lars Bischofsberger, 31.01.2019, Wiehl, Industriemechaniker
Finn Geisler, 31.01.2019, Wiehl, Industriemechaniker
Gina Kerkmann, 31.01.2019, Wiehl, Industriemechanikerin
Rebecca Scheider, 19.06.2019, Wiehl, Mechatronikerin
Florian Melnitschenko, 29.06.2019, Wiehl, Employee for warehouse logistics

New employees:

Clara Clemens, 01.01.2019, Wiehl, Construction mechanic trainee
Dennis Franke, 01.01.2019, Wiehl, Employee Electrical design software special
Niklas Rödder, 01.01.2019, Wiehl, Employee logistics
Alexander Wiegand, 01.01.2019, Wiehl, Employee hydraulic/pneumatic
Andreas Otterbach, 01.03.2019, Wiehl, Serviceingenieur Elektrotechnik
Markus Seck, 01.03.2019, Wiehl, Leiter strategische Montageplanung
Tobias Treins, 01.03.2019, Dohr, Industriemechaniker
Ronald Brix, 15.03.2019, Laußig, Zerspanungsmechaniker
Steven Klebe, 15.03.2019, Laußig, Industriemechaniker
Timo Seynsche, 01.04.2019, Wiehl, Mitarbeiter kaufmännischer Ersatzteilvertrieb
Maximilian Stommel, 01.04.2019, Wiehl, Mitarbeiter Elektrische Konstruktion Software Spezial
Annett Kuhnhardt, 15.04.2019, Laußig, CNC-Dreherin
Andreas Seiboth, 01.05.2019, Laußig, Industriemechaniker
Christian Müller, 01.06.2019, Laußig, Technical designer
Enrico Welz, 15.06.2019, Dohr, Montagemitarbeiter
Waldemar Dworzki, 01.07.2019, CNC-Fräser
Louis Böhmer, 01.08.2019, Dohr, Auszubildender zum Industriemechaniker
Louis Gabel, 01.08.2019, Wiehl, Mechatroniker mit Verbundstudium Mechatronik
Noah Ludwig, 01.08.2019, Dohr, Auszubildender zum Zerspanungsmechaniker
Marcel Ring, 01.08.2019, Wiehl, Mechatroniker mit Verbundstudium Maschinenbau
Tim Schlößer, 01.08.2019, Wiehl, Konstruktionsmechaniker
Tom Schöpplein, 01.08.2019, Wiehl, Mechatroniker mit Verbundstudium Mechatronik
Johannes Schumacher, 01.08.2019, Wiehl, Mechatroniker mit Verbundstudium Mechatronik
Julian Tetzlaff, 01.08.2019, Wiehl, Mechatroniker mit Verbundstudium Mechatronik
Johanna Weissenegger, 01.08.2019, Wiehl, Fachkraft für Lagerlogistik
Kevin Stopa, 09.09.2019, Laußig, Auszubildender zum Mechatroniker
Torsten Schonauer, 01.10.2019, Wiehl, Sales Manager Flexible Films
Siegmar Schneider, 07.10.2019, Laußig, Industriemechaniker
Metin Gül, 01.11.2019, Wiehl, Mitarbeiter Blechbau
Raymond Lee, 01.12.2019, Wiehl, Serviceingenieur Elektrotechnik
Esra Mat, 01.12.2019, Wiehl, Sachbearbeiterin Kreditoren

K show – from a completely different perspective

This year the K show took place from 16.-23.10. The team from the info counter, Gudrun Rudde, Ute Koepfle and Claudia Schwan, was very excited about this certainly exhausting, but also very interesting time.



Claudia Schwan, Ute Köpfle and Gudrun Rudde

Every morning at 7:00 a.m. the tour started with our favorite bus driver Hans Schinker to Düsseldorf. On the weekend it was even possible to sleep late, because it started at 8:00 o'clock.

Thank God this year's "K" was during the autumn holidays, so the traffic was strong, but the usual chaos was missing. Only the last part before the entrance to gate 23 was always a bit long, especially as some of the passengers slowly got hungry. While the team served coffee and water in the bus, the tasty, lovingly filled rolls were only available on arrival at the stand.

Wolfgang Werner, his wife Baerbel and Anikó provided the KAMPF and LSF employees as well as the customers with changing lunches, fruit, salads, snacks and more. The diligent and attentive girls Anna, Carolyn, Rosina and Anna, who our dear Rita had recruited for us again, always served in a good mood and

courteously on the stand. Special thanks to all of them.



Anna, Carolyn, Anna

The trio from the info counter was responsible for the complete organization and distributed the name tags, opened lockers every day3 - because some colleagues had forgotten their combination of numbers - and much more. Always in a good mood, helpful, approachable and caring, the ladies were the place to go for wishes, problems, worries and needs.

Throughout the fair, everyone treated each other with respect, collegiality and cordiality. The atmosphere at the stand was excellent. The customers were not only enthusiastic about the exhibition stand and the modern design of the ConSlitter, but also about the overall appearance of the KAMPF crew.

The days were long because the fair opened its doors at 10:00 and closed at 18:30. The KAMPF and LSF booth staff, some representatives and colleagues from Muehlen were on the road from 7:00 in the morning to 20:30 in the evening. The return trip was sweetened with a cool beer, water or Coke and some evenings they were even singing in the bus.

Of course it was exhausting and surely our feet hurt and we were tired and worn-out in the end - but we all agreed that it was a more than successful appearance to which everyone contributed and not only because of that

we are looking forward to the next joint fair in June 2020 - the DRUPA.

Herr Bert

m|o|v|e – flow – TransFormation –

Three terms that have accompanied us in recent months mainly in Wiehl and Dohr and have an influence on all our work and activities - on all areas - on each of us - whether assembly, design, production, service, sales, administration or management.

Our markets are changing. Of course, our customers still expect KAMPF to provide reliable machines of the highest quality, with at least all the promised services, as well as competent advice and support not only in the selection of the machines, but also during and after installation and commissioning. Of course, the price also has to be right!

„But that's the way it's always been at KAMPF - and it's been for 100 years.“

Yes, that's true - but as I said before, the markets and our environment are changing.

„The markets have changed again and again in the last 100 years and KAMPF has always found successful answers.“

Yes, that's also true - and it was always the management and the employees who responded to the changes.

„And what's different today?“

Not that much - except that the cycles of change are getting shorter and shorter - driven by all of our consumer behavior. Don't

we all like the latest technology, the best products? Even if something is not new, it gets new packaging. This means that the production line that is urgently needed today may soon no longer be in demand because a trend has changed. This means that the invested capital, i.e. the plants and machines, have to earn money in the shortest possible time, the so-called "return on investment". Our customers and their customers react to this. Many years ago, investments were made for the future of the next generation, but soon it was expected to take just a few years before an investment had to pay off. Depending on the industry, even investments in the millions today are only based on 12 to 24 months for an acceptable ROI.

For this reason, we need to further increase our efficiency with our current strategic projects "flow" in Dohr and "m|o|v|e" in Wiehl. If we achieve faster cycle times, we can also reduce costs. In the end, we want to earn money with our products despite falling market prices. We can only achieve this together. We are therefore all called upon and obliged to cooperate in the projects and actively shape our future.

In this newsletter you will find an article about the project "flow" by Marc Jobelius, who manages the plant in Dohr.

The project "m|o|v|e" will have "Bergfest" soon. The first half of the planned project duration is completed. Many necessary changes have been defined, initiated or already implemented. In January the management will present us about the status quo of the project. First of all we want to report something from the m|o|v|e project with two contributions. Ronja Büchel informs about the test phase of the focus time for the design teams. Katja Kowalczyk and Ben Schmidt give us an insight into their tasks as seismographs.

... and what means TransFormation?

The term „TransFormation stands for goal-oriented developments and change processes. We have chosen this term as the motto for our current marketing campaign and use it at trade fairs and in advertisements. For us, „TransFormation“ means the changes and developments within our organization, as

well as the further development of our product portfolio with the focus on customer benefit through integrated or complete solutions.

Based on our core competencies - slitting and winding - in "m|o|v|e" we have designed an attractive future picture for KAMPF. Our goal is to be THE competent system supplier for our customers, in order to successfully maintain and expand our strong market position.

For our customers, the new design of the ConSlitter - and PrimeSlitter - machines as well as the new product names in the new writing style are the directly recognizable, strong signs of our TransFormation.

M. Strathmann

Focused work - to realize defined goals!

One of m|o|v|e's goals is to reduce project lead times. A measure to make this possible is the introduction of focus time.

How was the focus time concept developed?

Initially, a four-week data collection was carried out in the area of technology. With this, we, the core team of Task Package 04 - "Focused Working", wanted to determine which interruptions the designers experience in their everyday lives and, above all, which temporal effects these interruptions have. Almost 50% of about 75 colleagues from this

area took part in the voluntary data collection. The result? Nearly 14.5 hours were spent with interruptions during this period - of course we were not able to record the time it took for colleagues to familiarize themselves with their projects again. That is why we thought about how to eliminate these interruptions (some of which were not necessary) without paralyzing operations. Our solution?

Implementation of the focus time with supporters

In order to be able to concentrate on projects, the focus time was reintroduced. The

difference is that there are supporters in each of the departments. The telephones are redirected to these supporters during the 09:30-14:00 period. The supporters serve as filters and help if they can. In urgent cases, they are encouraged to forward calls to the appropriate employee. So all designers are still reachable!

FOCUS-TIME



Results of the test phase

First successes were already visible in a two-month test phase of the new focus time. It has become much quieter in the design offic-

es and, after initial difficulties, the concept of the supporter has also largely paid off. In the long run, we expect the quality of the work to improve, fewer mistakes to occur, and shorter construction times for projects. However, it will not be possible to make concrete statements on the reduction of errors and design hours until about half a year from now.

Concluding words

Task package 04 has achieved its goals with the introduction of the focus time. Even though it was not always easy to implement our tasks, we are confident that this concept will help us - the company KAMPF - to achieve our corporate goals. For all departments, which are also interested in a focus time, we are available in an advisory function.

Ronja Büchel

FLOW - Constantly in motion

The final meeting of the FLOW strategy project was held in Dohr in June of this year. The task packages have been largely completed and the goals set have been achieved.

Teamwork and interaction with each other have decisively improved.

This spring, a so-called vertical lathe was implemented in production. This machine differs from conventional machine tools in the fact that it includes automation.

The set-up times are very short. As a result, it is possible to carry out multiple machine operation. This means that while the vertical lathe is producing, the employee can, for example, operate another machine or set up new orders. Several jobs run at the same time and the availability of the individual machine is increased.



Vertical lathe with Ingo. Rodenkirch and Klaus. Waldorf

In addition, a second grinding machine was purchased. These two investments shorten throughput times, adapt processes, and greatly reduce production time bottlenecks.



Vertical lathe with Ingo Rodenkirch

The cooperation partner DMG Mori is helping to advance digitization in production and is also ensuring sufficient transparency for the further development of the production site. The core topics of the partnership are essentially:

- Expansion of planning and control of production
- Expansion of capacity management
- Transparency in production (cockpit functions)
- Optimizing the state of production technology

In the meantime, a new Flow work package has been launched. It includes the optimization of the raw material for the semi-finished products and the tools for the machine tools. This means that the potential for improvement is now in the next phase. And one can say: "After FLOW is before FLOW".

Marc Jobelius / Heike Kohlmann

Seismographs – Change-Network

Dear colleagues,

m|o|v|e " - the strategy project with this name has now been running in full swing since April of this year. m|o|v|e helps us to

optimize our work and production processes (German: "optimieren" - the "o" in m|o|v|e). This is important, because we want to stay ahead of our competitors and build as many machines as possible, because this is the

only way we can continue to be successful (German: "erfolgreich" - the "e" in m|o|v|e) and thus secure our jobs!

It's great that everyone can get involved in this project. Many of us "KÄMPFER" are already actively involved in m|o|v|e.

We - the so-called seismographs and change networkers - were entrusted with a special role by our managing directors Mr. Busch and Dr. Witt: like a real seismograph, we want to "detect vibrations" in order to see:

- ***What's working well in the m|o|v|e project?***
- ***What could be better?***
- ***Does everyone feel sufficiently informed?***

We then report directly to the steering and management team on the vibrations that have been recorded, so that the necessary measures can be stimulated and implemented by them.

This project also promotes a new way of working together (German: "miteinander" - the "m" in m|o|v|e), towards more respectful interaction, stronger mutual support and better mutual understanding. As a change networker, we therefore focus on our corporate culture. Within the framework of four workshops so far, we have devoted ourselves, among other things, to the exciting task of analyzing employees' view of managers. For this purpose, we presented keywords and a picture of how we perceive the leadership culture today. The aim was to present the current situation honestly and authentically.

We then presented the results unfiltered to the m|o|e leadership. The results were of great interest, but depending on the interpretation they also raised questions or even caused a lack of understanding. We then asked the members of the management circle to present the view of the managers on the employees - in other words, to analyze the culture of the employees. A short time later, after we had received all the relevant documents, we were able to compare them. By directly comparing the two perspectives, we wanted to find out how we ALL have to change in order to live the new togetherness.

We have tried to answer the question: which of the strengths mentioned in the elaborations (represented in green letters) do we have to expand in order to reduce the weaknesses mentioned in them (red letters)?

The focus was consciously on our strengths. It is not without reason that top athletes concentrate on their strengths in order to become even better. Usain Bolt - the fastest man in the world - practices his start a thousand times or Angelique Kerber - one of the best tennis players in the world - trains her serve endlessly.

However, bringing the results together and analyzing them was not an easy task. Nevertheless, the results could be presented very nicely in the following four basic principles, according to which we should align our cooperation:



Because **WE** are *reliable, trustworthy, committed, independent, conscientious and solution-oriented*, **WE** will increase the willingness to take on *(self-)responsibility*



Because **WE** are *enthusiastic, motivated, innovative and demanding*, **WE** increase our willingness, openness and acceptance of *change*.



Because **WE** *identify ourselves with KAMPF, are allowed to live freedom, are professional, loyal, committed and cosmopolitan* **WE** *identifizieren, Freiheiten leben dürfen, professionell, loyal, engagiert und weltoffen*, **WE** *are prepared to do extra work in high workload phases, support our colleagues in other departments and look beyond our own horizons*.



Because **WE** *self-critical, team-oriented, helpful and emphatic*, **WE** will start with the **I** to put an end to the *blame assignment* in order to search for solutions *goal-oriented and together*.

...and how can we do that?

WE always pass on important information at short notice, regularly and in a manner appropriate to the addressee!

...by meeting regularly e.g. in the canteen for a general exchange, sharing regular updates and interim results via SNACK and maintaining and storing important, project-related data in our database. We try to find necessary information on our own initiative, before we write emails or make telephone calls.

WE communicate at eye level and treat each other respectfully!

...by observing and living our meeting rules, by being binding towards others, by recording and observing responsibilities, by engaging in direct dialogue with those affected and not communicating via third parties, and by using our line to managers / employees.

WE think positive and solution-oriented!!

...by being grateful, placing the WE in the foreground and giving us regular feedback. In addition, we will encourage ourselves to act responsibly and solution-oriented.

These are just a few ideas on how the four basic principles can easily be implemented in daily practice. Each of us can and should make our contribution in order to promote a more positive and better togetherness.

We are ALL in demand - ALL employees and ALL managers!

We hope that with this contribution we could show how much potential we have. Especially in view of the coming year 2020 with full order books, it is important for us to start the next year motivated.

The "new" coating line

Today, I, Mr. Bert, visited the "new" coating line and had a look behind the scenes. I spoke to a young man at the paint mixing station. His name is Freddi - he is one of the two painters and he was happy to answer a few questions. His colleagues* soon joined him curiously, as they wanted to know who I am.

Herr Bert:

Hey, Freddi - how long has this facility been in existence??

Freddi/Heiko:

I started at KAMPF in the first quarter of 2016 and by that time it was already working.

Herr Bert:

Well, then it's not that new.

Freddi/Heiko:

That's true, but one or the other still doesn't know it, as you can see in you. The old system no longer complied with the regulations

We wish you a Merry Christmas, relaxing holidays and a good start into the exciting New Year.

From 2020 we will continue to be active with the other seismographs and change-networkers in a partly new composition and look forward to your input and cooperation with all "KÄMPFER".

Your spokespersons for the seismographs,

Katja Kowalczyk und Ben Schmidt

and we are glad that this reasonable investment was made.

Herr Bert:

Well, sorry, I'm rarely up here. Who works in your team?

Freddi:

Our foreman is Dominik Vor and our team consists of: Hans-Dietmar Gergel, Heiko Hock, Ewald Kimmel, Georg Zimmermann (called Mattes) and myself (Frederik Burkhardt called Freddi). In addition, we are supported by the externals Jeanett Bauer and Carsten Welter.

Herr Bert:

And who does what on your team?

Freddi:

Jeanett, Hans-Dietmar, Mattes and Carsten are working in the preparation, Ewald is responsible for the logistics and Heiko and I

are the painters, but we also help in other areas.

Herr Bert:

What machine parts are you able to paint?

Freddi:

We paint the various small parts up to large objects like machine frames, turntables, traverses, etc.



Herr Bert:

What has improved with the new system?

Freddi:

We have a very high flow of components, the parts are easier to handle because the lifting device is much better than the old one. In addition, the distances are shorter and the color mixing station provided by Geholit + Wiemer can mix any RAL color.

Herr Bert:

Could you explain to a layman how the steps in the process work in detail?

Freddi:

First, the components are collected on pallets according to urgency and RAL color. 5 days before the delivery date, the "traffic light" switches to red and at the latest then

the pallet has to be delivered by the logistics team.

Then the parts are first cleaned according to priority in the ultra-modern washing system and then taped as per drawing. Larger parts require manual pre-cleaning.

As soon as they are prepared, they enter the coating line either on a table, a pallet or on a hook.

Herr Bert:

What has improved with the new system?

Freddi:

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Nach dem Lackiervorgang werden sie in den ca. 50° heißen Trockenofen geschoben. Dort bleiben sie ca. 50 Minuten und werden danach im Abdunstbereich wieder demaskiert.

After the painting process they are pushed into the approx. 50° hot drying oven. They remain there for approx. 50 minutes and are then unmasked again in the evaporation zone.

Once the parts have cooled down, they are returned on pallets and distributed by the logistics team.

Herr Bert:
Can the parts then be installed immediately?

Freddi:
Yes, the parts are then built into the machines. After completion of the machines, Mattes checks them again for defects, damage to the paint, etc., and then repairs these if necessary.

Herr Bert:
If you paint every day, the cabin will soon be covered with a thick layer of paint and the filters will be completely stuck together - how can this be prevented?

Freddi:
The system is maintained every 2-3 months

and the filters are replaced. There is a thick film on the bottom and a protective layer on top. The paint, which builds up on it, is removed regularly.



Farbaufbau am Beispiel eines Tisches.

Herr Bert:
What do you wear when you're on duty?

Freddi:
We all wear these white painter's suits, gloves, work shoes and masks whose activated carbon filters are regularly replaced.

Herr Bert:
Thank you for explaining your work to me and the readers. It was very interesting for me and I will stop by more often.

Freddi:
Gladly - you are welcome at any time.



Converting 4.0 network meeting – welcome by friends

Meanwhile 4 years ago we started our initiative "Converting 4.0" at the ICE show in Munich. With our slogan "Let's start with linking people", we signaled the importance of networking people in the digital environment

Only two years later, again at the ICE show, we presented our new product "the@vanced" and the response was overwhelming. Together with 5 partner companies we have managed to implement a first exchange of data across company boundaries.

The consistently positive feedback from the market and last but not least the award of the ICE Award 2017 for innovative partnership have motivated us to further advance the networking concept in our industry..

In November 2017 we organized the first Converting4.0 network meeting at our premises in Muehlen. More than 70 people from 40 different companies accepted our invitation to discuss digitization intensively with us.

The feedback feedback was so good that we created a series of events out of this first impulse, which also made it possible for other partners to host this meeting.

In order to generate further progress, we have a central theme throughout every event and trying out new formats is one of the exciting features of the event.

We as KAMPF keep this network of 80 companies together and take over the further development of the content of the meetings.

We bring people together to promote an open exchange and to create new opportunities. The event, which always takes place at other companies, provides exciting and new insights and perspectives.



Our new network logo

On 13. and 14.11.2019 the 4th network meeting took place at Windmüller und Hölscher. Under the motto "Networked value chain" almost 100 people from 42 companies and 5 countries came to Lengerich to work with us

The interdisciplinary group of participants consisting of managing directors, sales specialists, technicians, product managers, product developers and of course "data enthusiasts" had an intensive program on the agenda.

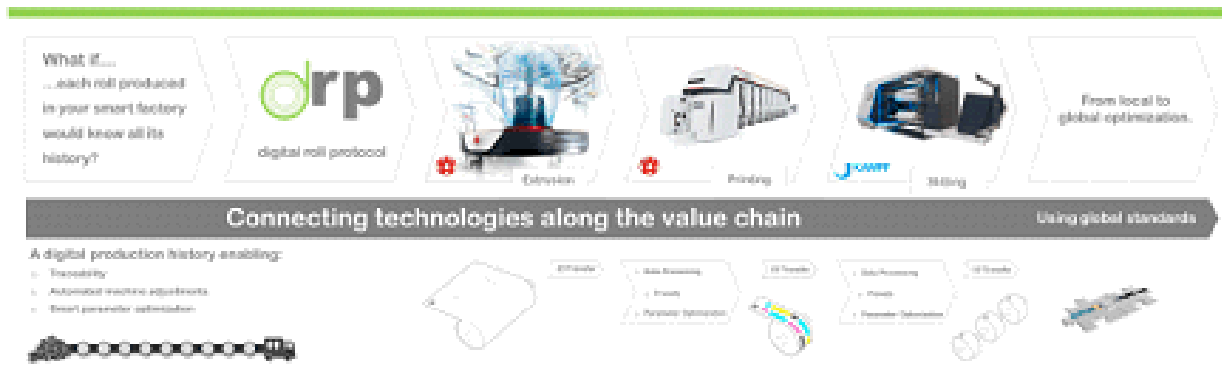


Together with W&H and Brückner, we took the opportunity to share and intensively discuss the joint project "Digital Role Protocol" - already presented at K2019 - with our partner companies. From the raw material of the film

to the finished product ready for sale, important data from each production step can be collected and exchanged across machines and manufacturers using special identification numbers.

Connecting technologies along the value chain

Sample use case 1 - Traceability & Machine adjustment



This technology opens up many new opportunities for our customers, but also new business models for us. Better traceability in the event of a complaint, automated machine setting or optimization of important setting parameters reduce downtimes, rejects and thus production costs.

After an interesting panel discussion on this topic, an impressive tour of the company was followed by a joint active part.

In the context of a "network show", 9 partner companies asked specific questions about:

- Problems of customers
- Data exchange in the value chain
- Data usage and analysis

- Beneficial solutions

The following companies exhibited during the show:

- BST Eltromat Print inspection / web edge control
- Paul & Co Winding cores
- Erhardt und Leimer Web edge control / actuators technology
- Teratron Electronic components
- Koch Robotersysteme Handling systems
- Codecentric Software development
- Point 8 Data analysis
- PSI FLS Process optimization

- Simco Electrostatic discharge systems

We organized a "Speed Dating" in the W&H Technology Center for Extrusion and Printing Machines. At a total of 10 stations and every 12 minutes, the participants had the opportunity to get to know the different topics and to actively participate in the presentation with questions and suggestions.

The new format was very informative, worked very well and was at the same time very intensive and exhausting.



Our new ConSlitter was as 10th station an important part of the even

In a concluding panel discussion many impressions were shared and important questions were discussed and answered.

We are very happy about the successful event and received a lot of great feedback from the participants.

This is our motivation for the next event. A new date has been set and the network "is coming home". The 5th meeting will take place in our anniversary year on 27th and 28th May 2020 at KAMPF.

We are developing further and another format is sure...do it differently.

If you would like to know more, please do not hesitate to contact me at any time or visit our new

blog www.convertimg40.com.

Many thanks to the whole W&H team, who did a great job and hosted a great event.

Maik Krüger

Windmüller & Hölscher KG (W&H), based in Lengerich (Westphalia) in the Tecklenburger Land region, is a German mechanical engineering company and internationally active supplier of machines for the production and processing of flexible packaging. W&H supplies manufacturers of flexible packaging worldwide, supplying machines from the three main product areas of extrusion, printing and processing machines. The family-owned company with around 2,500 employees worldwide generates more than 90% of its sales abroad. In 2015, the group of companies generated sales of more than 726 million Euros.

www.kampf.de in transformation

Who are you? What are you doing? How can I contact you?

If you think this is about speed dating, you're wrong. These are the essential questions a website has to answer. In addition, it is the showcase of the operator and therefore the design is of great importance.

Of course, our KAMPF site has to perform a lot more. We want to stay in contact with interested parties and customers and keep them constantly informed about news of our company and about developments of our products. The website cannot do this alone. A customer relationship is only established and optimally maintained through the use of additional media and communication media. This refers to classic print media such as brochures, flyers, banners, professional articles, etc. and the so-called social media platforms such as Facebook, Twitter, Instagram, blogs and others. Not to forget events such as trade fairs and conferences and of course personal contacts. The style elements, the color design and the language style of all media must be binding, so that KAMPF can be recognized intuitively and the high quality of our brand can be felt.

The K Show 2019 started on 16 October in Düsseldorf. On that day we published our revised website. Why a relaunch (Wikipedia: New, improved design of an existing product) was necessary? Well, our website was technically outdated and the modern machine design, new digital products, new machine names and other changes called for "transformation".

Our selected agency created the site at our request as a so-called content management system. This has the advantage that contents of the website can be maintained by us and the site can be loaded with news at any time. An access to the so-called backend (into the page structure) allows the fast exchange of photos and texts.

In close cooperation with our agency, the procedure was as follows:

- Brainstorming: focus, type, content, target groups, creation of a so-called sitemap,
- Concept creation, preparation, team building,
- Design: Colour selection and layout,
- Structure: navigation, menus, contents (texts and images),
- Implementation / programming / hosting,
- Writing and coordinating texts, translations,
- Entering the contents,
- Tests on all end devices and formats.

Whoever visits our website today will first notice a main banner with pictures on current topics. In addition, the visitor gets an overview of our target clusters and target markets. Interested parties can access the corresponding product range via each cluster field. Where available, these are the machine lines (Silver, Blue, Black) with detailed information. Not all machines have new names yet. These will be installed step by step - after creation of the corresponding 3D pictures or real photos

When creating the layout, our graphics team was inspired by the new KAMPF machine design and used the contours of the protective boxes to create the outlines of the color fields.

The site is always under construction, it is constantly updated. Because - referring to the introduction: just like after speed-dates

you should stay in contact after your first meeting - in this case the website - so that a relationship can be established. And: don't be boring, but often tell something exciting, interesting...☺.

Gudrun Mattig

Any suggestions and questions are welcome.

What will happen in 2020? A look at the event calendar

In 2020 we will again be represented at several important trade fairs.

Our biggest appearance will be at the DRUPA from 16 to 26 June in Düsseldorf. Under the overall motto "embrace the future", the focus of the fair will be on digital printing, 3D printing, innovative packaging production together with future technologies under Automation and Industry 4.0.

The fair, which takes place every four years, was visited by over 260,000 visitors from 183 countries in 2016 and is therefore one of the most important trade fair dates for suppliers active in this industry. The manufacturers of printing machinery, in particular, are investing a tremendous amount of time and effort in presenting their impressive installations under production-like conditions.

In comparison, our exhibition stand is rather modest with around 80 m². However, KAMPF's goal at DRUPA 2020 is to present innovative solutions and an attractive appearance in an attractive way.

This is the longest fair in our calendar with 11 fair days and requires a high level of "stability" from our sales colleagues* on site.

Another fair highlight for us is the annual Chinaplas (21-24 April). After the K show, we are now presenting the new PrimeSlitter directly in Shanghai in the market with the greatest potential.

At the Battery Show in Stuttgart (28th - 30th April) KAMPF and Kampf LSF jointly present their products. This fair is of great importance for us in view of the planned investments in the production of lithium ion batteries, not only in the Far East but also in Europe.

Further exhibition dates in 2020 can be found on our homepage.

2020 - there was still something more!

Yes! Of course! KAMPF celebrates its 100th anniversary and we don't want to forget it at this point.

We want to celebrate this rare anniversary appropriately at Wiehl site. We have already started with the planning for the second weekend in September.

At the beginning of 2020 we will know exactly how this celebration will be organized

A look back will certainly be given, because 100 years of experience, development and success in demanding, constantly developing and changing markets guarantee the remarkable position KAMPF holds today as a recognized machine manufacturer.

Looking to the future is just as important. That is why we want to present all our new machines and developments.

Further information on our anniversary will follow at the beginning of 2020.

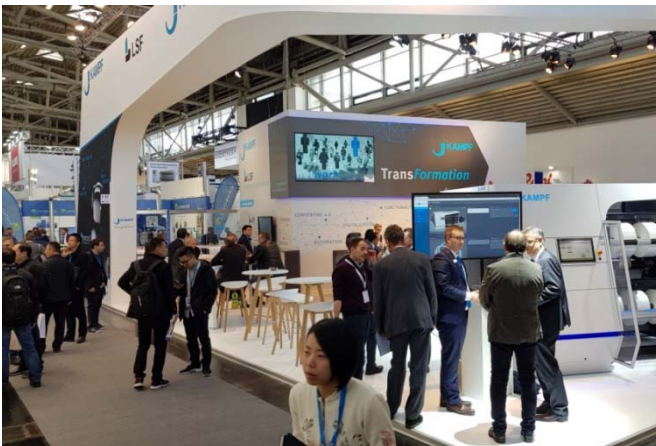
The editorial team would like to say goodbye with some impressions from 2019 and thank you for your interest in our KAMPF newsletter.

Michael Strathmann

This was 2019 - Impressions

March:

ICE Munich



April:

25th anniversary Kampf Hong Kong



Andrew Luk, Samson Chong, Lutz Busch,

Winner of the name competition for the introduction of Snack



Ben Schmidt und Lutz Busch

May:
Chinaplas at Guangzhou



Film work for the Dohrer anniversary film



3rd Network meeting at the company Inometa



June:

Dohr: 60th anniversary and inauguration of the new administration building



The new administration building at Dohr.



Ribbon cutting

July:

Our trainees make their recruiting film.



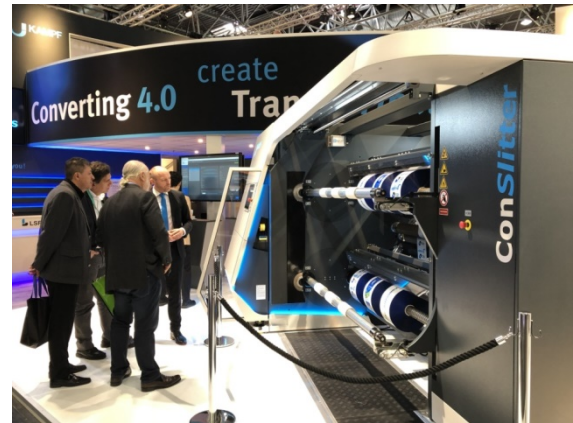
September:

Summerparty



October:

K show



Our new Design



November:

4th Network meeting at the company Windmüller and Hölscher

