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It takes two to tango

The success of a company and the well-being of its employees are undoubtedly the primary goals of every business. The challenges that arise are largely similar for everyone: the market changes rapidly, sustainability regulations require the use of new materials, it is essential to reduce costs while still maintaining high product quality, and finding specialized personnel and staff, in general, is becoming increasingly difficult. In such a context, the traditional concept of the customer-supplier relationship, often perceived as a purely transactional interaction, must be considered outdated. The real opportunity for success lies in evolving towards a

modern customer/supplier relationship model, centered on close and strategic collaboration aimed at achieving common goals. When both the customer and the supplier embrace this approach, based on mutual trust and loyalty, the resulting benefits are significant:

- **Improvement in quality**
- **Reduction of problems and consequent cost reduction**
- **Increased operational efficiency**
- **Development of skills**
- **Access to diverse resources and expertise**
- **Innovation**

In summary, the collaboration between suppliers and customers not only improves quality and innovation but also operational efficiency, market responsiveness, and risk management. These combined benefits help create a sustainable competitive advantage for both parties.

And it is in this direction that TAKA-WPR is moving, investing in skills and developing interdisciplinary training programs because in our business the choir is better than the soloist.



FRANCA BAJELI
INTERNATIONAL SALES MANAGER



ACADEMY TIPS

Small steps, big effect

Stripes in the glue pattern on the foil or dots under the foil? Adhesive skin in the melter? Constantly clogged filters and problems with variations in foiling quality? If you are experiencing any of these problems, then we have a simple solution for you: regular and professional cleaning of your lamination machines. There is a proven direct correlation between cleaning and quality of lamination.

Only a well-cleaned adhesive system guarantees a permanently even flow of adhesive without particle formation. Repeated production starts and stops cause cured adhesive to build up in the melter and hose over time. If these are not regularly purged with the CLEANER WPR during longer work breaks (e.g. before the weekend) to remove adhesive residues, this can have serious consequences.

The adhesive pump, the system filters and the adhesive hose can become increasingly clogged over time. While the amount of adhesive pumped may decrease unnoticed at the beginning, in the worst-case scenario, advanced blockages can cause the hose to burst. Preventive cleaning can save you a lot

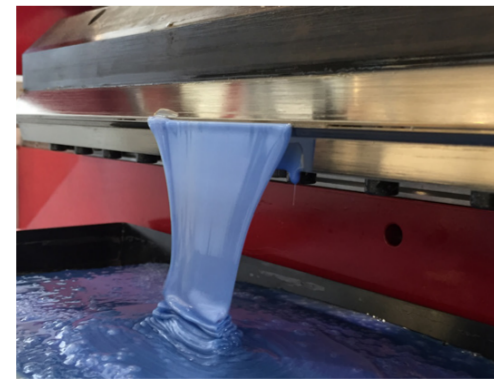
of money and trouble. Only a perfectly clean slot nozzle can ensure a flawless application without stripes in the glue pattern. The glue head is the centrepiece of the foil lamination process and requires constant care.

At every production stop and even more so at the first sign of streaks or contamination, the responsible machine operator should carry out a brief cleaning. With the specially developed CLEANER WPR, adhesive residues can be quickly removed from the hot surface before they become permanently burnt in. Simply spray on briefly and wipe off with a cloth (always wear gloves!).

CLEANER WPR is not labelled as a hazardous substance and is therefore a safe and more environmentally friendly

alternative to aggressive solvent-based cleaners. It is also suitable for soaking metal parts such as tool holders and clamps in a heated bath at 60°C and removing adhesive residues. It can also be used to rinse primer dispensing systems on which low-VOC primers from the WPN series are used. Would you like to try out this versatile cleaner? Contact us for a product sample.

If you would also like to know more about cleaning of wrapping machines and adhesive systems, we recommend our helpful videotutorials that you can find on the youtube channel TAKA-WPR.



MAURIZIO CARRER
ACADEMY DIRECTOR



IF YOU WISH TO KNOW MORE ABOUT OUR ACADEMY AND OUR NEW TRAINING COURSES, PLEASE SEND A MESSAGE TO: ACADEMY@TAKA-WPR.COM

Six good reasons for retrofitting your old wrapping machines

Upgrading and retrofitting old machinery offers numerous benefits that can enhance operational efficiency, reduce costs, and improve safety. Here are some key advantages:

1. Cost Savings

Lower investment: Upgrading existing machinery is often less expensive than purchasing new equipment. Unless the machine has become completely obsolete, there are many ways to increase the efficiency of a wrapping machine with a small budget and a great ROI.

2. Improved Efficiency and Productivity

Modernizing components can significantly improve the speed, accuracy, and overall performance of older machines. From extensions of machine beds for a higher line speed to a series of technical features to reduce set-up times to a minimum, WPR offers customized solutions also for machines from other manufacturers.

3. Extended Equipment Life

Retrofitting will extend the useful life of

machinery, delaying the need for complete replacement. Furthermore, adding new functionalities will offer increased flexibility and can make old machinery compatible with current production requirements. These could be reduced lot sizes with frequent changeovers or the use of new materials like decorative foils or low-VOC primers.

4. Improved Reliability and Reduced Maintenance

Modern components: Replacing outdated parts with modern, reliable components can reduce the frequency of breakdowns. Replacing old glue heads and glue melters with modern systems will improve the quality of the glue pattern and dramatically reduce issues with particles trapped under the foil.

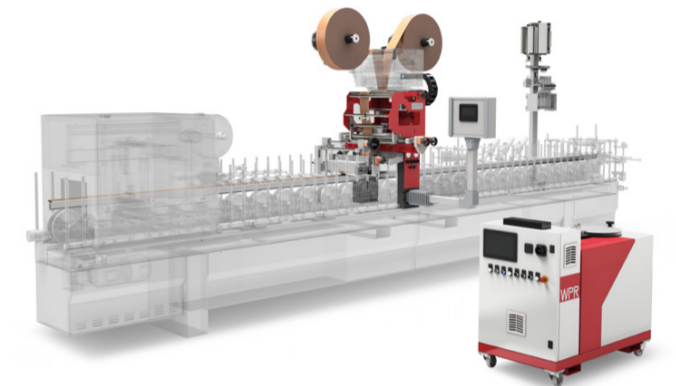
5. Enhanced Safety and Compliance

Safety features: Upgrading machinery can include adding modern safety features that protect workers and comply with current safety and environmental standards.

6. Environmental Benefits

Improving efficiency and reducing energy consumption lowers the environmental footprint of production processes. Upgrading to more energy-efficient components can reduce energy consumption, operational costs and the production of waste (especially glue and foil) and scrap profiles.

Whether you would like to switch from solvent glue to PUR adhesives or from methylene chloride-based primers to modern low-VOC primers, or maybe you are just looking to give a second life to one of your production lines:



retrofitting and upgrading old machinery is a strategic approach that combines economic, operational, and environmental benefits. By enhancing the performance and extending the life of existing equipment, businesses can achieve significant improvements in productivity, safety, and cost-effectiveness. Discover the options to make your old machines as efficient as they were new.

THE CUSTOMER'S VOICE

How aluplast tackles extreme variety and large volumes



For this issue of Looking Around, Jakub Koch, Manager of the lamination department at aluplast Poland, granted us an interview on their collaboration with TAKA-WPR. With more than 20 years of experience in the industry, Jakub is a well-known expert in the field and remembers how it all started.

Could you say a few words about your company?

"aluplast is one of the leading and most recognizable manufacturers of window profiles with production sites located on different continents all around the globe. Our customers expect a quality profile and tailor-made solutions according to today's market needs. Therefore, aluplast must fulfil the demanding requirements and offer a very wide range of profiles."

Do you maybe have some numbers?

"Currently, we offer about 80 different colours, and our daily production includes about 600

different items. To manage this vast variety efficiently, you need to have the appropriate machinery. Also to keep up with the growing demand in the dynamic PVC joinery market we are currently investing in a new production plant."

What do you mean by appropriate machinery?

"Considering the variety of products and amount of laminated profiles, you need to have a setup of machines that perfectly fits your specific needs. By this I mean the complexity of the geometries, the type of lamination (single-sided or double-sided) and the lamination speed. With WPR we have found a supplier that can manufacture profile lamination machines for every type of product offered by aluplast."

Do you remember your first WPR machine?

"Our cooperation, our adventure with AKA-WPR began in 2012, when the demand for double-sided wrapping profiles began to grow. At that time WPR offered us a unique solution,

a machine for double-sided lamination that allows to foil two sides at the same time from left and right. This production line until today is working perfectly offering production volumes of 500-600 thousand linear meters per month without a problem."

What benefits do you see in the collaboration with WPR and TAKA?

"I would say, the combined experience in the field of chemicals and machines at TAKA-WPR is particularly good. The company's employees have a "2-in-1 knowledge". For example, technical problems are solved as a team, taking into account the various aspects of both worlds.

The success of a company depends on many factors. But I am convinced that the common knowledge of aluplast and TAKA-WPR employees in combination with the individual approach to solutions and needs have contributed to our mutual success."



JAKUB KOCH
MANAGER OF PROFILE
LAMINATION DEPARTMENT



OUR TEAM

With sporting spirit into the world of sales

Osama is a new entry in our sales department; he loves long hikes in the mountains, running, football and sports in general...always on the move. For the past nine years he has been working at TAKA in the back office, managing relations with international clients. A few months ago he took over a new position of increased responsibility: Trade Lane Specialist for France and North Africa.



Before diving into the sales world, Osama has worked for a long time in the back office and has gained profound knowledge of our products and production processes. Thanks to his energetic attitude, it was in the back office that he established already good relationships with agents and customers. Becoming a spokesperson for our brand and contributing to its success in the respective markets is a challenge that Osama has taken up with great drive and determination. At the beginning of this new experience, he said that he is very proud to be able to represent TAKA and WPR because he strongly believes in the



quality of the companies and the people who are part of them.

In addition to maintaining business relations with the various countries, Osama is responsible for the market development in North Africa and other emerging countries, where TAKA-WPR are now expanding their presence. In this dynamic and competitive business environment, it takes persons with a proactive attitude and positive energy. Osama embodies this philosophy perfectly.



OSAMA EZZARZOURI
TRADE LANE SPECIALIST
FRANCE AND NORTH AFRICA

But his tenacity is not only limited to work: Osama is a true sports lover, from padel to tennis, from football to swimming, there aren't activities which our colleague does not decide to take part in. This year he even outdid himself by participating as a relay runner in a charity marathon.

Prepare to get hit by his enthusiasm!

ABOUT US

We are always there for our customers!

These last few months have been full of conferences and events aimed at updating and sharing with our customers our innovative technologies and recommendations for optimizing the wrapping process.

At TAKA-WPR we are aware that profile lamination requires expertise and precision and that every step of the process is crucial to achieve an excellent result. For this reason, TAKA-WPR stand as a reliable partner at the side of our

customers, offering them constant and timely support. In recent months, together with our sales department and our Academy technicians, we have brought our know-how to several countries, such as Poland, the United States, Slovakia and the Czech Republic, and Italy.

These occasions have proved to be very interesting to talk about the most frequent problems affecting the wrapping process: we have received numerous ideas from customers that have allowed us to discuss

in detail the application parameters that we recommend. In addition to the theoretical notions, ample space was given to the presentation of concrete case studies aimed at providing practical examples of the techniques illustrated at the event.

All the people who took part in these events interacted proactively, they brought example of problems, shared them, and analysed together with the other participants. Once again, we have

shown our commitment to supporting our customers in their path of growth and innovation, offering them concrete and high-quality solutions.

We would like to take this opportunity to thank all those who have contributed to the success of this initiative: our customers, for their active participation and enthusiasm; our speakers, for their professionalism and their valuable contribution. We always stand by our customers' side!



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