



# TechnoCompound

*Creativity & Innovation in Plastics*

# FAKUMA October 2009

Hans-Dieter Voss, Managing Director



**A Company of the Polymer-Group**

# Polymer-Group: New structure since August 2009



## PVC Compounds

- ▶ Soft PVC
- ▶ Hard PVC  
Dryblend/Pellets

## Metal Powder Compounds

- ▶ low alloys
- ▶ stainless steel alloys
- ▶ special alloys

Managing Director:  
**Dr. Gerald Hauf**  
**Dirk Breitbach**



## PE Film Compounds

## PP Film Compounds

## POM Film Compounds

Managing Director:  
**Hans Schobel**  
**Dirk Breitbach**



## PP Compounds

## Technical Plastic Compounds

- ▶ PBT    ▶ LGF
- ▶ PET    ▶ TPE
- ▶ PA     ▶ PP

Managing Director:  
**Hans-Dieter Voss**  
**Dirk Breitbach**



## PO Compounds

based on reactive  
extrusion

Managing Director:  
**Hans Schobel**



## Hard PVC

- ▶ Dryblend/Pellets

Managing Director:  
**Uwe Halfmann**

# Die Polymer-Gruppe: Daten und Fakten



## Formation: 1973

All Companies of the Polymer Group are independent GmbHs (limited liability companies)

## Business Segments:

- ▶ **Compounding and Marketing of own product line**
- ▶ **Toll compounding**

## Figures of 2008:

- ▶ **Empoyees: 500**
- ▶ **Production volume: 170.000 t**
- ▶ **Turnover: 170 mill. €**



**TechnoCompound** 

**A strong partner within the  
Polymer-Group of companies**

## **Our Vision**

**The compounding of plastics is our core competence**

**Our capacities in view of quality, flexibility and speed are employed in such a way as to continuously expand our range of services and products**

**In this regard the demands and needs of our customers take the highest priority**

## **Our Mission**

**We have made it our mission to make new applications possible by developing high quality, tailor-made compounds for the plastics processing industry which do not only offer technical advantages but also improve the user's quality of life.**

**Our company culture is characterized by the trustful and open relations within the company, the team and customer oriented environment as well as speedy decision-making processes**

## **Our Mission**

**With our commitment to high environmental and safety standards we strive to increase our reputation in the region and among our customers.**

**By employing future-oriented technologies and by committing our employees to work with the protection of the environment and the saving of resources in mind we contribute actively to the protection of the environment**

# The Company Profile

- ▶ Successful plastics processor for more than 30 years
- ▶ In 2005 TechnoCompound GmbH spun off
- ▶ Core competence in compounding of plastics for all common processing procedures
- ▶ Certified in accordance with DIN EN ISO 9001: 2000 and ISO TS 16949



# The Company Profile

- ▶ **Production capacity exceeding 50,000 tons/annum**
- ▶ **State-of-the-art processing lines**
  - 5 extrusion lines
  - 2 pultrusion lines
- ▶ **70 employees**



# The Company Profile

## Product Segments and Trade Names

**LGF tubular pellets**

**TechnoFiber (PP, PA, PET)**

**Thermal compounds**

**TechnoMid (PA)**

**TechnoDur (PBT)**

**TechnoElast (TPE)**

**TechnoPet (PET)**

**Polyolefin compounds**

**TechnoFin (PP)**

# The Company Profile

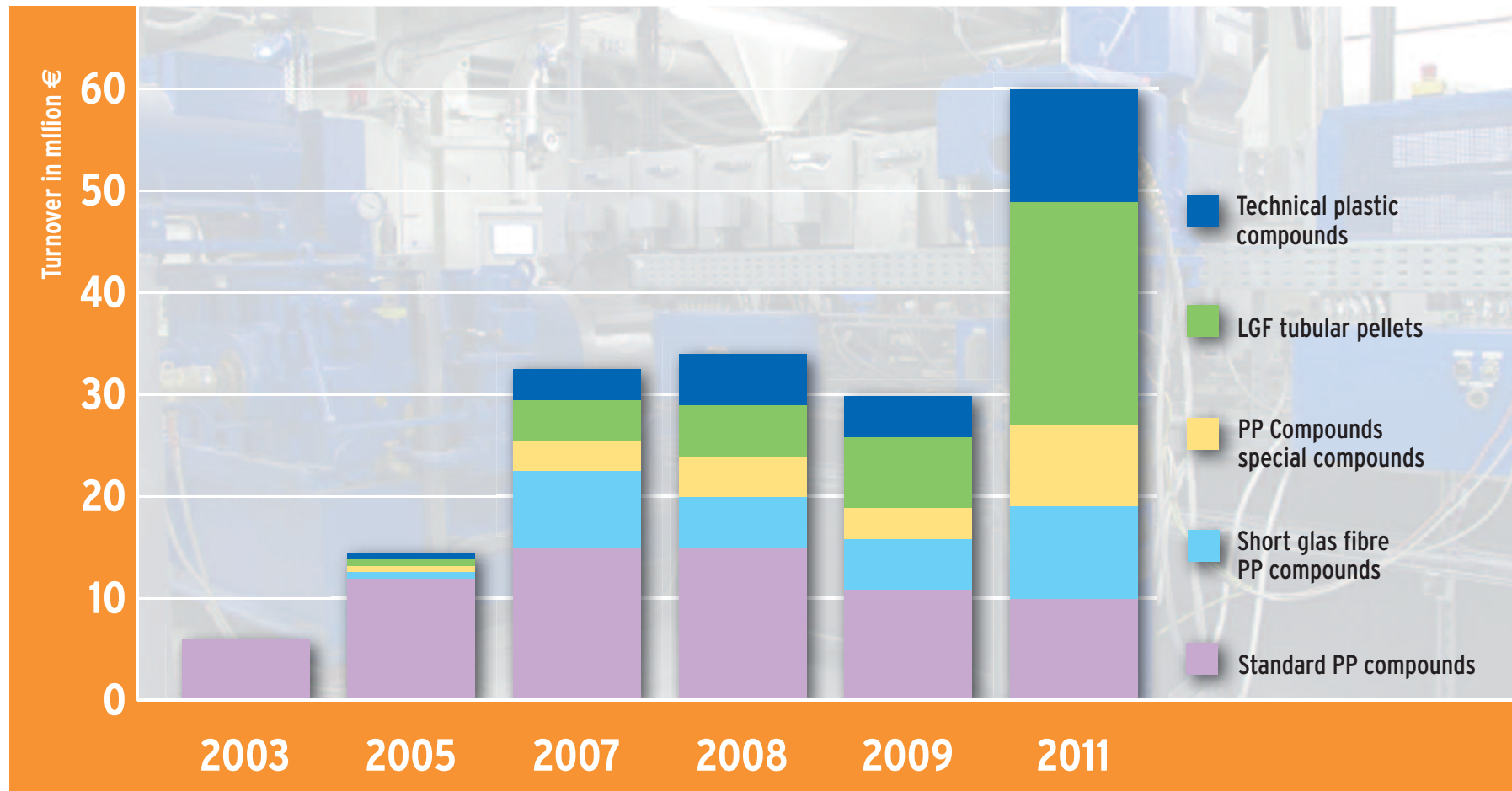
## Lines of business:

- 90 %** share of sales in the automotive and/or automotive supplier industries
- 10 %** share of sales in the construction, electric and electronics, household appliances and machine tools industries

## Sales markets:

- 95 %** of sales in EU markets
- 5 %** of sales in US market

# Business Development 2003 - 2009 and Forecast until 2011



# The Company Strategy

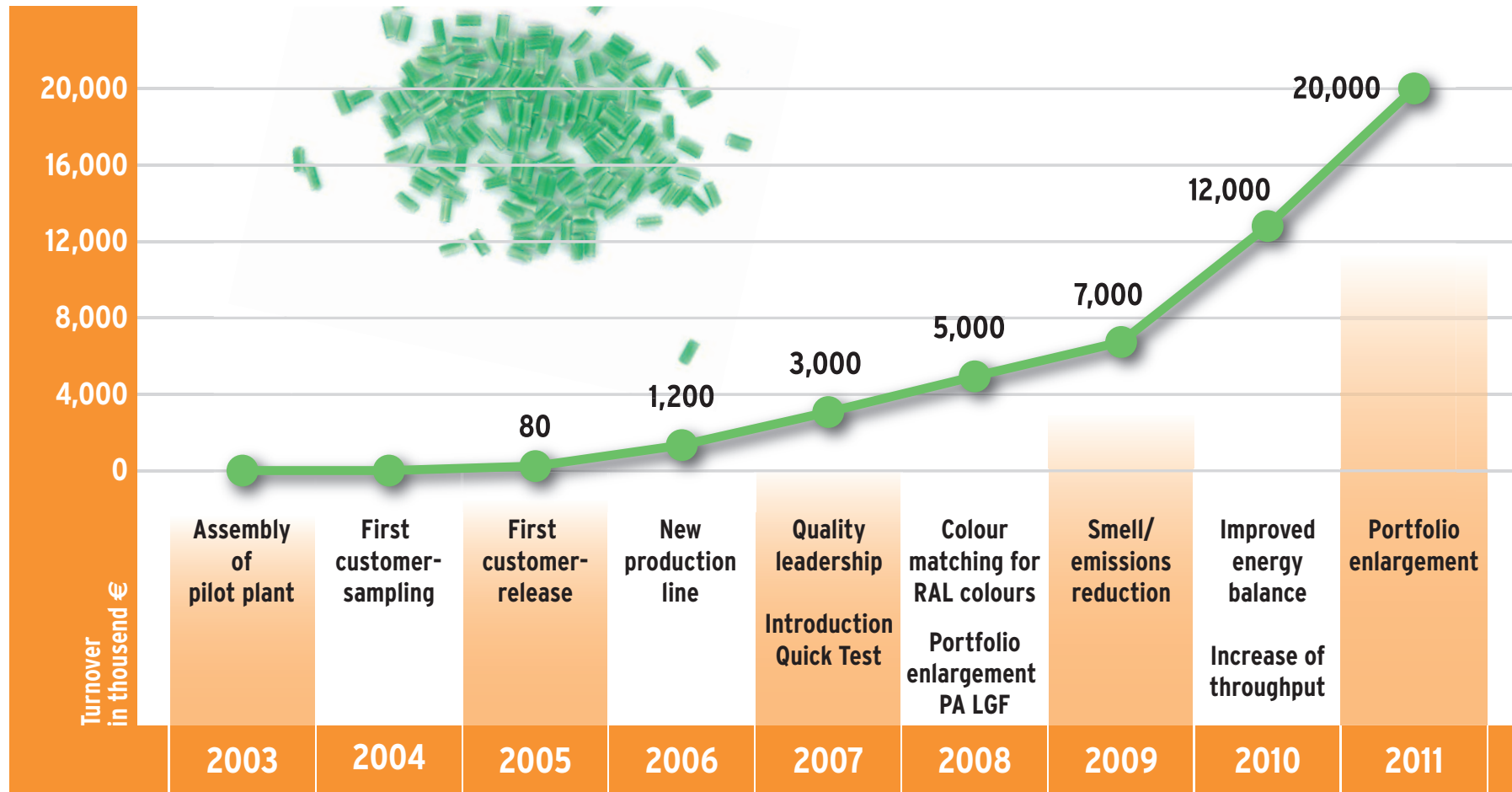
- ▶ **Expansion and development of product segments with above average growth potential/ added value**
- ▶ **Positioning as cost and quality leader with the value proposition to produce compounds which are superior to competitor products**
- ▶ **Cost leadership achieved by:**
  - low manufacturing cost, modern, high-throughput processing lines
  - low formulation cost and special know-how with regard to the use of low-cost raw materials
  - lean management with low overheads

## **The Company Strategy**

- ▶ **Creation of a strong sales force in the fast growing markets of Eastern Europe**
- ▶ **Business start-up and creation of sales force in Detroit/USA by establishing a company there (Polymer Group Inc.)**
- ▶ **Reduction of the dependence on automotive industry by developing innovative special compounds for:**
  - household appliances
  - tool machines
  - sporting goods
  - construction components etc.

**LGF:**  
**Innovative Compounds for  
successful growth**

# The Milestone of LGF since 2003



## **LGF Tubular Pellets – Innovative Power for Success**

**Above average growth of more than 50% per annum:**

- ▶ **A quality exceeding that of the current quality leader by employing a further improved 2-level pultrusion technology process**
- ▶ **Cost leadership with all compounds**
- ▶ **High delivery reliability and high flexibility also in terms of glass fibre content**
- ▶ **Reduction of emissions/smell**
- ▶ **Improved energy balance**

# **LGF Tubular Pellets - Innovative Power for Success**

**Above average growth of more than 50% per annum:**

- ▶ **Development of application specific LGF pellets for innovative applications in additional industries**
  - Logistics industry
  - Furniture industry
  - Tooling machine industry
  
- ▶ **Full service including computer-aided component dimensioning, filling simulation and on-site technical application support**

**Focus on the customer:  
Innovative, competent and  
service oriented**

# Quality Management, Service and Logistics

## Professional Application Support

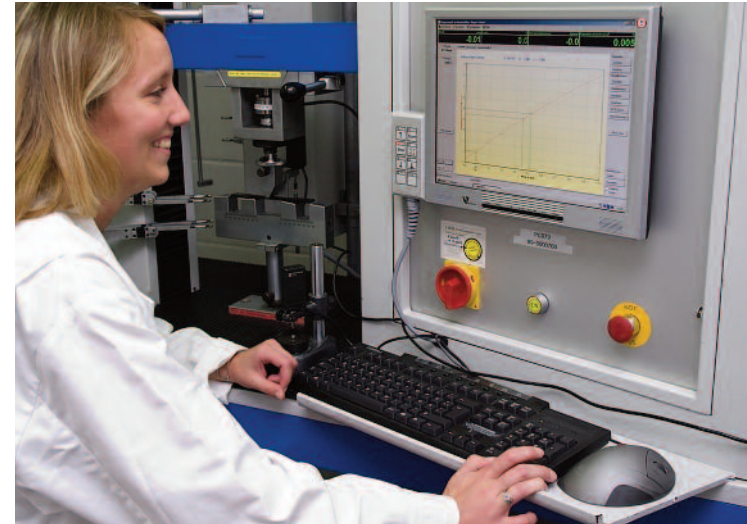
- ▶ On-site technical support by our experienced application experts
- ▶ Support with production tests, component dimensioning for simulation
- ▶ Development of tailor-made solutions in plastics enhancement and processing



# Quality Management, Service and Logistics

## Polymer-Group Central Lab

- ▶ All standardized test facilities such as tensile strength, modulus of rupture, impact strength, thermal analysis, Vicat-HDT tests and colour scale determination
- ▶ A department independent from manufacturing, which accompanies the production process from the beginning to the end
- ▶ Issue of inspection certificates in accordance with DIN EN 10204-3.1
- ▶ Continuous monitoring accompanying the production process



# Quality Management, Service and Logistics

## New Logistics Center

- ▶ Opened in August 2009
- ▶ Investment volume 5 million €
- ▶ 10,000 square meters of storage area
- ▶ 18 m high rack warehouse offering space for 8,500 pallets or 370 truck loads
- ▶ Just-in-time-delivery capacity with state-of-the-art logistics software



**Thank you  
for your  
attention**