

EPDA NEWSLETTER

Winter 2002

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K 2001 A Success

■ The K 2001 was a success with over 230,000 visitors from over 100 countries and 2,885 exhibitors from 53 nations. Producers of the K Show were worried due to the events on September 11, however, attendance was still good.

IAPD held three events at this year's K, two in conjunction with the EPDA. On 29 October, IAPD had a welcome reception for EPDA, BPSA and IAPD members. This event had over 25 members enjoying each other's company at the Ramada Inn in Leverkusen. On 30 October, members enjoyed tours of the Thyssen and Krupp homes and following, a tour of the Thyssen Schulte GmbH distribution facilities in Wuppertal. IAPD would like to thank Uwe Wittenberg and Thyssen Schulte GmbH for hosting such great events. That afternoon was a State of the Economy meeting between IAPD, EPDA and BPSA members. This meeting proved to be very beneficial for all involved.

K 2004 will take place from 20 - 27 October 2004 at the fairgrounds in Düsseldorf, Germany. For further information on visiting or exhibiting at K 2004, visit www.mdna.com.

EPDA Annual Meeting — Helsinki, Finland 24 - 27 May 2002

■ The EPDA Annual Meeting will take place at the Scandic Continental Hotel in Helsinki, Finland from 24 May through 27 May 2002. This year's programme promises to be an exciting, information-filled meeting for all who attend.

Friday 24 May

The opening day includes a tour of the city, golf at Niitvälje, a tour of Tallinn, Estonia to include lunch, registration and the welcome reception at the Restaurant Ambassador.

Saturday 25 May

This day includes the Distributor/Manufacturer Task Force and the Case Histories Task Force meetings, an opening address given by Mr. Kari Teppola, Managing Director of the Finnish Plastics Federation, a presentation by a representative of Nokia and by Mr. Pasi Ahonen, Marketing Manager of Uponor Finland Oy, case study presentations and an optional dinner at the Restaurant Sipuli, Kanavaranta 3.

Sunday 26 May

The Sheet and PVF Groups will meet today as well as the Web Page and Membership Task Forces. Case study presentations will be continued as well. The Gala Dinner will

take place at the Restaurant NJK, Valkosaari, Helsinki.

Monday 27 May

The last day includes the farewell breakfast and a tour of the Oy Fluorotech Ltd. facilities.

There is a wonderful program planned for your partners as well. With the city tour planned for Friday, free time on Saturday to do some shopping, on Sunday, partners can go to Hvitträsk and take a stroll down to the lake (if you bring your bathing suit, you can swim!). After the stroll, there will be refreshments and a guided tour of the House of Architects and lunch following while listening to musicians from the Sibelius Academy.

You can find annual meeting information on the EPDA web site at www.epda.com. Information regarding the annual meeting will be e-mailed to members in early February. If you have not received the information by the end of February, please contact Lorraine Cookham at epda@epda.com.

2001 IAPD Annual Convention a Success

■ Although the meeting overall had lower numbers, the attendees had nothing but high remarks for the entire event. Along with the great seminars, IAPD membership elected new members to its board and appointed new members to its executive committee. Awards were given to outstanding volunteers in various categories at the closing banquet on Saturday night.

IAPD introduced several new products at the convention, including the *IAPD Plastics Primer*, *We Are Customer Service*, *Distributors and Manufacturers Working Together*, the *IAPD Rectangle* and much more.

For more information, look in the February/March issue of *The IAPD Magazine* or visit www.iapd.org.

EPDA Member News

■ The new City of Manchester Stadium is set to become one of the best known sporting theatres in the world when it plays host to the XVII Commonwealth Games next year, with material supplied by Brett Martin Ltd.

Brett Martin has been able to provide the perfect solution to the daylight requirements in this innovative stadium by working closely with the design team throughout the project. The new 38,000-seat stadium will host the Athletics and Rugby 7s competition, and when the games are over, will be transformed into a new football stadium for Manchester City FC.

A large glazed area within the main canopy will create bright, pleasant conditions for spectators



and ensure that light, essential for grass growth, reaches the pitch. Marlon CS Longlife corrugated polycarbonate proved the ideal glazing material due to its high levels of light transmission combined with co-extruded UV protection and exceptional impact resistance.

Clear vertical glazing in another area of the stadium, using Marlon FSX Longlife flat polycarbonate, will create the effect of a floating canopy, with louvred panels supplying weather protection whilst also allowing air to circulate. Marlon FSX Longlife is able to provide the perfect combination of outstanding strength, workability and optical clarity in conjunction with co-extruded UV protection.

The whole process was backed by Brett Martin's superb technical support and expertise to ensure that the complete package was supplied at every stage.

■ Righton Service Centre has recently relocated its Portsmouth Service Centre to new purpose built facilities which at approximately 2,000m², is almost double the size of the previous operation. Customers on the South Coast can now benefit from a greater choice of stock and improved level of service — a benefit that will soon be extended to customers in Devon and Cornwall. Righton has acquired a one-hectare site in Plymouth for the development of a purpose built 2,600m² Service Centre. Building on the new site has already begun and is due for completion in June 2002.

To ensure each delivery is received in premium condition, Righton has taken delivery of a new fleet of commercial vehicles allowing a more efficient delivery system. As well as easier loading and unloading, the vehicles have purpose built secondary decks to accommodate larger sheet materials. A further six new vehicles are scheduled for delivery in early 2002, increasing the total fleet to 30 vehicles.

Righton has always recognised that customers require the availability of consistently high quality products and services and, in leading the way in Customer Relationship Management has implemented a fully integrated sales, marketing and administration system throughout its Service Centre network. In support of this, Righton has embarked upon an extensive investment programme that will ensure efficient material processing, greater choice of stock and premium condition material delivered on time. Righton has already installed the latest cutting machinery throughout its Service Centre network for maximum material utilisation and minimum wastage, ensuring customers only pay for what they need. +00 44 121 356 1141 or marketing@righton.co.uk.

■ Röchling Haren KG, Haren, Germany, manufacturer of semi-finished and finished products made of engineering plastics, took over Hydroma Kunststoffwerk GmbH in Ruppertsweiler/Germany on 1 October 2001. Hydroma

Kunststoffwerk GmbH is an international manufacturer of cutting boards made of the thermoplastics polypropylene (PP), polyethylene (PE) and polyamide (PA). The high-quality products are marketed to the textile, leather, paper and automotive industry as well as the food processing industry, large kitchens, hotels and restaurants. The currently 30 employees at Ruppertsweiler reach an annual sales total of more than 4 Mio EURO. The export share amounts approximately to 70 percent.

With this acquisition, the Röchling Haren Group, which now consists of 19 companies worldwide with group sales of more than 200 Mio EURO/a, decisively strengthens its competitive position in the strategic business segment of "cutting boards" and anticipates considerable synergy effects. Röchling Haren plans to extend the production activities of Hydroma at the site in Ruppertsweiler. The Chairman of the Board of the Röchling Haren KG, Ludger Bartels, said about the acquisition of Hydroma Kunststoffwerk GmbH, "Hydroma perfectly fits into the strategic orientation of the expansive Röchling Haren Group." +49 (0) 59 34/701-322 or info@roechling-haren.de.

■ SUSTATEC LLC, a member of the SUSTAPLAST Group of Companies, announces the opening of its first U.S. manufacturing facility in Exton, Pennsylvania. The new 25,000 sq. ft. plant is designed specifically for the production of high performance engineering stock shapes for machined plastic parts. Products can be produced from a range of specialty base resins or compounded materials incorporating reinforcements, lubricants, flame retardants, or electrically conductive additives. Industrial markets include semiconductor, medical, defense/military, chemical processing, oil, gas and petrochem, aerospace, telecommunications and electrical/electronics.

The new facility is equipped with state-of-the art production technologies. "All our equipment is designed in-house and custom built to our specifications," says Ken Schwartz, Vice President of Sales and Marketing. "From experience we've learned that standard extrusion equipment is not adequate to consistently exceed customer critical quality parameters. Our equipment is designed for rapid changeover, giving us the flexibility to focus on short production runs in a variety of sizes." +866-875-9040 or www.sustatec.com.

EPDA Product and Literature Showcase

■ Röchling Haren KG, Haren, Germany, has developed Polystone® AIRCON, a profile, especially designed for use in PE bottle air conveyors in the bottling and beverage industry.

Polystone® AIRCON profiles are extremely resistant to abrasion and friction and do not damage the PET-bottles. The formulation of the totally new material is adjusted to the extremely high requirements of this application. The durability of Polystone® AIRCON profiles is 20 per-

cent higher compared to other neck guide materials.

Polystone® AIRCON profiles are extremely resistant to abrasion and friction and do not damage the PET bottles. The smooth surface allows a continuous sliding of the bottles in the air-conveyor while the low moisture absorption of less than 0.1 percent provides high dimensional stability. +49 (0) 59 34/701-0 or info@roeckling-haren.de.

■ Brett Martin, Ltd., introduces an improved source of supply with new options for acrylic sheet. The company has added a silica green version to its range of Marcryl FS extruded acrylic sheet, giving the appearance of glass with the performance characteristics of acrylic.

The silica green option complements the existing Marcryl FS range with clear, opal 30 and dense white options available through Brett Martin's national distribution network. Marcryl FS is produced as standard in thicknesses from 2-10mm and sheet sizes of 2500mm x 1250mm and 2050mm x 3050mm.

Marcryl FS is supplemented by Brett Martin's Marlon FS polycarbonate sheet, Marpax high impact solid coloured polycarbonate sheet and Foamalux foam PVC sheet, suitable for applications from machine guards to fire helmet visors to cladding. Patrick McLain, +028 9084 9999 or mail@brettmartin.com.

■ Sustatec PEEK is a partially crystalline thermoplast grade made of polyaryletherketon (Vicatex). It distinguishes itself from other plastic grades by its specific profile of properties, such as higher mechanical strength and considerably higher deflection temperature. The optimal relation between strength, stiffness and toughness, as well as the modulus of elasticity makes it a versatile and interesting material for various construction parts that are used under extreme conditions. Due to the outstanding tribological properties, especially the excellent abrasion resistance under higher temperatures, Sustatec PEEK is also a suitable slide bearing material.

The extremely good chemical and hydrolysis resistance of Sustatec PEEK allow numerous applications, including many applications in the field of medicine. In view of the FDA approval regarding contact medium, contact time and temperature, this material can be applied for use with foodstuffs.

Many machined parts are currently produced from solid rods, since tubes were unavailable. Producing finished parts from tubes when possible is very economical, since the material cost is substantially reduced, which is of particular importance with products as costly as Sustatec PEEK. Utilizing a production unit of our own design and construction, tubes made of Sustatec PEEK can be produced in smaller quantities. www.sustatec.com.

■ In order to meet steadily growing customers' demands

production possibilities within Sustatec's Polymerization Center are continuously updated by our development team. Since the new polymerization units were put into operation, we have been able to offer an extended range of dimensions. Rods in lengths of 3000mm are produced in diameters up to 200mm, and in lengths of 1000mm up to 525mm. Larger dimensions can be produced on request. Sheets are produced in both small size and medium size, in infinitely variable increments between 5mm and 160mm. In addition to the increase in available dimensions, there was substantial development of new materials. The material grades Sustamid 6G and Sustaglide in natural, blue and green colour are in compliance with the regulations of EU and FDA, and are certified for contact with foodstuffs. In addition, Sustaspeed, a material with outstanding machining properties, was developed. Sustaglide was further developed, improved and a large variety of new colours was added. Certificate of Conformity by US-FDA Regulations was also achieved in the development of technologies. Developments by suppliers in the field of sensor technology, controls technology, steering technology, propulsion technology, and in the fields of instrument panels, apparatus and plant construction were incorporated into our own technologies, improving and optimizing our processes. We must also mention that we have succeeded in securing processes within our RSG-technology, which make it possible to polymerize mould parts.

With the various production methods at hand, this enables us to customize material properties for each particular project to meet customer demand. www.sustatec.com.

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