

## Ambidextrous navigation in dynamic markets

Through our platform News Update we keep you - our partners - updated on current activities and developments around the fteu® Group. On a quarterly basis, we report about four topics to give insights and an impulse for further thoughts, ideas, and discussions with you.

The markets are currently characterized by a lot of motion: while the overall economic trend is turning upward, some markets are growing rapidly, others uncertain, and some in a downward spiral. That heightens the importance of synchronization of short-term measures and long-term perspectives. This ambidexterity creates orientation and allows to take small steps upward, that lead – even if adpated slightly in direction – ultimately to a set target. For the fteu® Group that has resulted in an increased focus on creating an organization that promotes and demands ambidexterity in all our activities. We see that as a key enabler for flexible yet sustainable actions in today's dynamic markets.

The second quarter was marked by big events in the plastics and fibres sector with the Index, TechTextil, and the Chinaplas. In this News Update we give insight on our representation at the Chinaplas. Furthermore we present our position for products for customers in nowovens, our repair services for metal mesh products, and activities in development of future media.

## **News Update**

## Hot topics around filtertechnik. Europe II/2017



## Chinaplas: Connecting with the Asian Plastics Market

From 16-19 May the Chinaplas, the biggest plastics and rubber trade fair on the Asian continent, attracted more than 150'000 visitors. The Chinaplas has been held for over 30 years on an annual basis and is held in the international industry hubs Shanghai and Guangzhou respectively every other year.

BDFE took advantage of this year's event in Shanghai to introduce its capabilities to an expert audience. Being a manufacturer for the European automotive and plastics market over the past decade, it is the next logical step to offer these capabilities to an increasingly quality-conscious Chinese market. The Chinaplas was a successful event for BDFE in making contacts, hosting existing contacts, winning business, and learning about specific demands regarding products or processes in different industries and Asian countries.

BDFE is now in the process of pursuing new contacts and offering attractive solutions for plastics application in China and Eastern Asia. On that basis, we will continue to penetrate different niches in the vast plastics and rubber sector to offer application-specific added value for each customer group with its specific demands. We look forward to continuing that process, grow BDFE's business in the plastics market, and to sharpen the position of the fteu® Group in Asia through BDFE and industry events like the Chinaplas.



BDFE representing the fteu® Group at the Chinaplas (here: Xiaochun Qiu of our Chinaplas team)

## Hot topics around filtertechnik. Europe II/2017



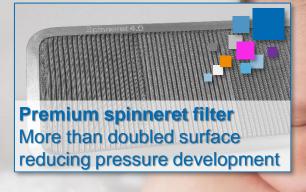
## Nonwovens: Productivity and technology for a growing market

Every three years Geneva is the site for the Index - the premier nonwovens trade fair. With a growing global demand and competition between increasingly big material manufacturers, the industry is in pursuit of more technology in products and processes to attract business and keep competition in check. Booming demand in Asia has led to more players making production machinery. In a growing market, we see a diversification in demand of our customers ranging from cost optimization with limited budgets to advanced technology for increased process stability and production line uptime.

Innovation in nonwovens production machinery is driven by increased throughput capability that requires more efficient spinning and quenching of plastics fibres. Our metal mesh spinneret filters and air rectifiers are instrumental for these processes. To answer the demand for more technology and production line efficiency we are now offering a premium product line, consisting of spinneret filters with more than twice the surface area and air rectifiers in premium quality, for the first time offering an optical quality specification for honeycomb cells creating excellence in air rectification. At the same time, we are optimizing our production process throughout the entire process chain. While we adhere to our existing quality standards this allows us to be able to offer more value, optimize lead times, and most importantly let the customer choose the reliable standard and our premium technology

# Premium technology in nonwovens spare parts

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Premium air rectifier
Honeycombs and mesh for excellence in air dispersion

Premium components for excellence in melt dispersion and quenching in our customer's processes

Fluid Fluid Precision Sound Heat Absorption Absorption

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## Service: Quick-response for metal mesh process equipment

Metal mesh products are process equipment in a variety of industries. Examples are screens, cylindrical screens, sieve baskets, or candle filters. Because of their robustness they are often used as elements to withhold high pressures or destructive elements from interfering with a process or in extreme cases destroying other equipment. As such metal mesh components are frequently exposed to wear – and in some cases tear.

filtertechnik. Europe is now offering a quick-response service for repair and product improvements of metal mesh equipment. The quick-response service is focused on creating a solution for the customer in a dependable quality within a week. With our quick-response service we start the process where we finish the project: on the shopfloor. One of our manfucaturing experts is assigned to the product and quickly able to calculate the required effort and upon order confirmation can promptly start the work on the product. For our quick response service, we bypass successive production steps in established lines and replace that by one piece production in a suitably equipped work station. Thereby we make sure that product related data is digitized and saved to ensure precise work and to allow smooth handling for future orders.

We offer the repair service for small quantities only and in combination with product improvements – i.e. to increase uptime or improve differential pressure in the customer's system.



Our repair service is available for a wide range of different metal mesh products – contact us!

Fluid Filtration

Fluid Dispersion Precision Assembly

Sound Absorption

Heat Absorption

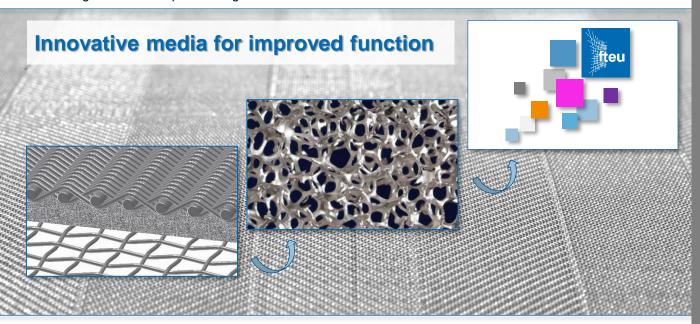
#### Hot topics around filtertechnik. Europe II/2017



## **Future Media: Finding Value in Innovative Metal Structures**

Today our product design centers around metal mesh structures that are conducive to the required function for a given application. Innovative products achieve better results in filtration, dispersion, or absorption than existing solutions. Material selection and manufacturing expertise meshed into a product design yield a great variety of possible products – each possessing different functional parameters, such as fineness, porosity, weight etc. For a product to fit the customer application the theoretic variety can also be a practical restriction, because all materials have a limited scope of specifications. Exemplary for metal mesh: limited filtration fineness in metal, trade-offs between robustness and openness, or "unnecessary" open wires.

For the functions we address, the key area and weak-spot for functional solutions is its limited or lack of a defined deep structure. Defined deep structures can create: defined stage filtration, precise fluid dispersion with defined channels, or more effective absorption of heat or sound. Hybrid products incorporating a mix of wire mesh, metal fibre felt, perforated metal, or honeycombs are limited to a discrete deep structure of different materials. A functional edge can be created with new materials that can annul stress fields of functional parameters in existing materials. To broaden our scope and create innovation in function we have therefore set-up a program to target the development of new materials using the latest production technology and bring a further competitive edge to our solutions.



Hybrid structures and metal foam (© Fraunhofer IAM) are impulses for us to create future media

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#### **Outlook**

Across our increasingly dynamic customer markets we see an increasing demand of specific customer requirements. For us that is a positive sign representing a positive economic outlook in competitive markets that drive development and innovation.

The market development is in line with the stronger focus on in-house development we are establishing the fteu® Group. On that note we have just initiated the first joint technology development project between filtertechnik. Europe and BDFE and are excited to bring this additional perspective to our activities in China.

We are looking forward to a successful second half of 2017 with new ideas, concepts, contacts, and results. As an internal event, we will conduct our second annual Innovation Week that involves employees from the entire fteu® Group and is focused on generating out-of-the-box ideas within a scrum team format. We will keep you updated on some highlights in our next edition.

Best regards from Heinsberg,

#### Dr. Nicolas Komorek

