



IRAN SUMMIT 2015

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13. - 14.10.2015
TEHERAN





Gerwin Schuettpelz

1970 – 1979	Studied law with focus on international law in Bochum and Paris
1971 – 1974	Member of German national rowing team
1975	Founder and CEO of cph Deutschland Chemie
1995 – 2002	National chairman and member of Executive Board of „ASU-Arbeitsgemeinschaft Selbstständiger Unternehmer“ (now: Die Familienunternehmer-asu)
1998	Founder and shareholder of cph Altai JV, Russia
1999	Founder and shareholder of JV Eurokol, Ukraine
2000	Founder, shareholder and General Manager of cph Industries OOO, Russia
Since 2003	President of the cph group (Germany, Ukraine, Russia, Portugal)
Since 2004	Doctor of Laws at the Tula State University, Russia, and lawyer at the bar at Russian civil courts
Since 2010	is cph group worldwide the leading company in labelling adhesives (Starch/Dextrin, Casein, Dispersion, Hydrogels or Hot Melts based)
Since 2013	Founder and Shareholder of cph South Africa

cph

As a leading manufacturer of innovative and environmentally-friendly adhesive solutions it is our vision to provide the best possible service to our customers by co-operating with them very closely and making a contribution to a more healthy lifestyle. Furthermore, we wish to improve the living conditions on our planet as far as it lies in our power.

- Is a privately managed group of chemical production companies, situated in Essen, Germany
- Is specialised in the development, manufacture and marketing of industrial adhesives as well as enzymes
- Is part of the internationally-active cph group with its headquarter in Germany and 4 100 different countries
- Its production units worldwide
- Markets its products in more than ion volume/capacity amounts to more than 50,000 t per year (cph group)
- Delivers to its main branches beverage, food, cigarettes, non-woven and packaging industry
- Is known for its excellent quality management and its sense of corporate responsibility for the environnement.
- Our power.



World of adhesives

October 2015

cph Deutschland GmbH

Who we are ...

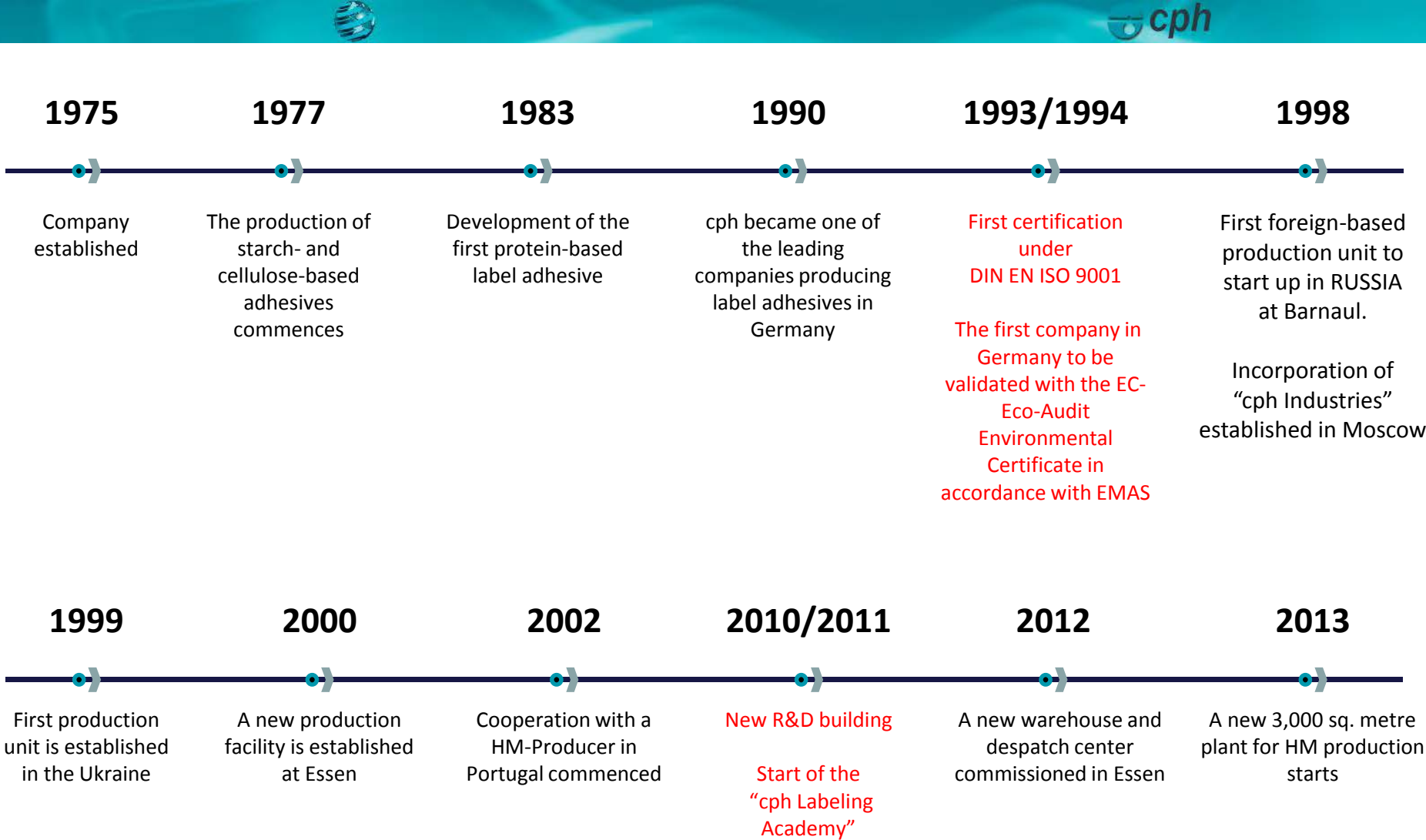


cph Germany...

- ... is a privately managed chemical production company, situated in Essen, Germany
- ... is specialised in the development, manufacture and marketing of industrial adhesives as well as enzymes
- ... is part of the internationally-active cph group with production units in Germany and abroad
- ... markets its products in more than 100 different countries
- ... its production volume/capacity amounts to some 50,000 t per year (cph group)
- ... delivers to its main branches beverage, food, cigarettes, non-woven and packaging industry
- ... is known for its excellent quality management and its sense of corporate responsibility for the environment.

cph history

Milestones



cph history

Certificates & Awards



1993

First Certification
under
DIN EN ISO 9001



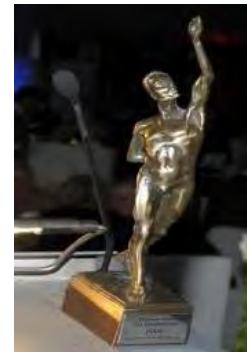
1994

cph was the first
company in Germany
to be validated with
the Environment-
Certificate issued by
the EC-Eco-Audit EMAS



2009/2011/2012

cph was awarded a
distinction and became
the winner of the Major
Prize for Medium-sized
Businesses in Germany



2011-2015

Top Hoppenstedt
Rating 2011-2015

Best Silver rating:
among the best 3%
companies of Germany





Vision

As a leading manufacturer of innovative and **environmentally-friendly adhesive** solutions it is our vision to provide the best possible service to our customers by co-operating with them very closely and making a contribution to a more healthy lifestyle. Furthermore, we wish to improve the living conditions on our planet as far as it lies in our power.

Values

- We commit ourselves to ethical and responsible trading activities
- **We strive to achieve a high level of performance and produce outstanding results**
- **We constantly innovate in order to generate lasting benefits**
- We enjoy being successful and and take real pleasure in our work
- We act in an entrepreneurial and meaningful way and have achieved success throughout the world

Strategy

- **Total quality management => creation of substantial customer benefits**
- Investment in improving the knowledge of our personal and the quality of our infrastructure and service
- An extremely high standard of performance is a must!
- Optimisation of global operations – our products are to be available anywhere in the world
- Intensified development of still more environmentally-friendly products

cph group

Parts of the group



cph Americas
Puerto Rico

cph Industries
Moscow
RUSSIA

cph penta
ITALY

cph Deutschland GmbH
Essen
GERMANY

cph Ukraina
UKRAINE

cph/Colquimica
Partnership
HQ: Valongo
PORTUGAL

cph

Worldwide presence



cph exports it's products to more than 100 different countries!





**Label
Adhesives**

**Packaging
Adhesives**

**Adhesives for the
Cigarette Industry**

Hot Melts





Label Adhesives

- Glass
- PET
- Can
- Carton

Packaging Adhesives

- Cardboard
- Paper
- Envelope
- Graphic
- Folding box
- Tissue

Adhesives for the Cigarette Industry

- Manufacture
- Packaging
- Specialities

Hot Melt Adhesives

- Hygiene product
- Drinking-straw application
- Mattress
- Palette security
- Recap
- Mailing
- Airfilter



October 2015



cph

Specialized in



Labeling



Glass, PET



Packaging



**Cardboard
Folding box, Other**



HM/Assembly



**Straw Application
Recap Non-Woven**



Cigarettes



**Side seam
Tipping, Packing**



cph

Products



Water based Adhesives



- Casein
- Starch
- Dextrin
- Dispersion
- Hydrogel

Hot Melt Adhesives



- EVA
- Metallocene
- Rubber
- Some secret innovation

Specialities



- Enzymes
- Cleaner

cph approach

Environmental Protection



- ✓ **Biodegradable labeling adhesives**
- ✓ **Environmentally safe production processes**
- ✓ **Waste management**
- ✓ **Careful selection of raw materials**

cph approach

Total Cost Management



Cost of supply



Total cost in use

- Price reduction
 - Reduced consumption
 - Complexity reduction
 - Inventory reduction
-
- 👍 Higher machine output
 - 👍 Less downtime
 - 👍 Less waste
 - 👍 Higher quality
 - 👍 Less cleaning
 - 👍 Less material handling
 - 👍 Less maintenance
 - 👍 TPM
 - 👍 Knowledge management
 - Operators training
 - Trouble shooting
 - 👍 SHE elements
 - 👍 Influence on other consumables

cph Approach

Customer Relationship



- Listening to customers results in dedicated development:
 - ✓ Flexible development and manufacturing according to customer needs
 - ✓ 40% of sales with products less than 3 years old
- Open and honest approach on features and benefits, but also on problems that can be noticed with the use of certain adhesives
- Sharing of our know-how through the “**cph academy**” in the scope of
 1. Labeling Adhesives
 2. Hot Melts
 3. Non-Woven
 4. Cigarettes

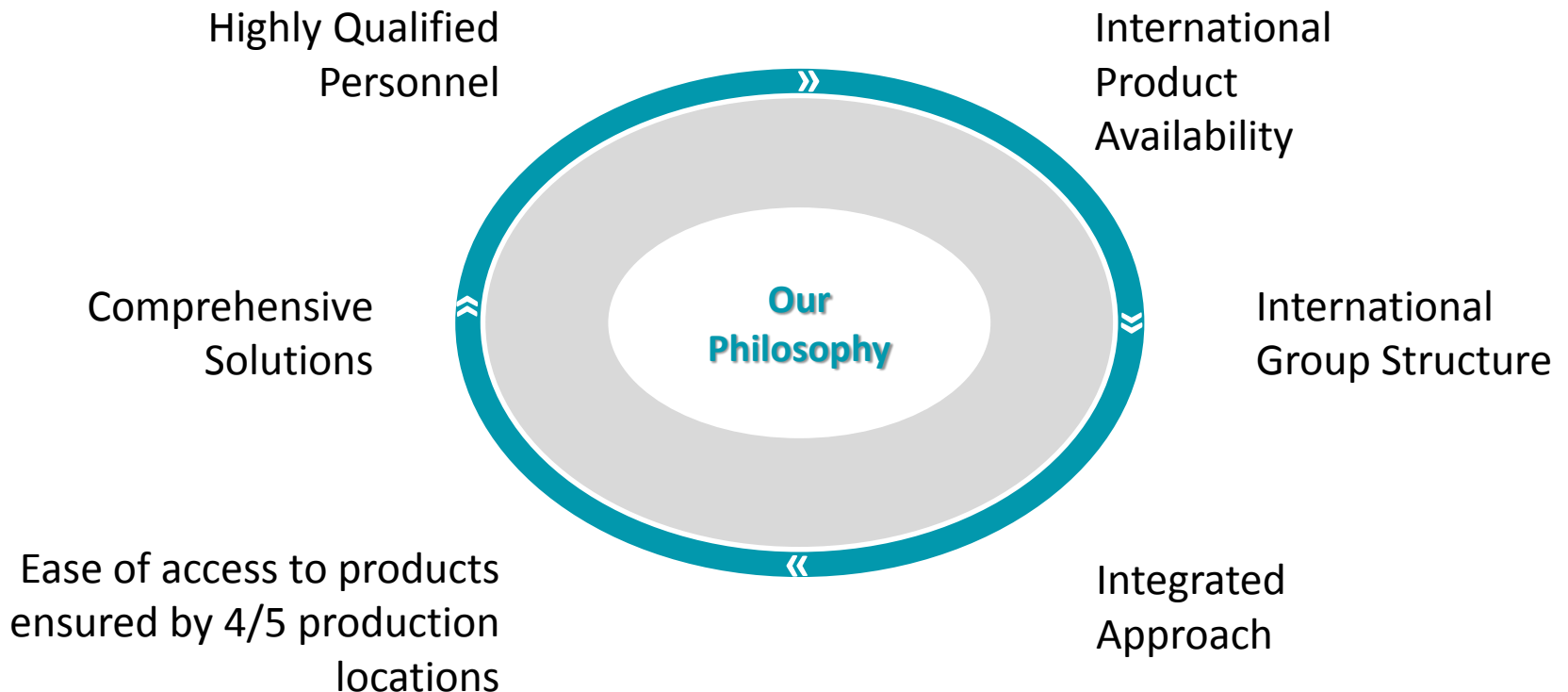
Evidence for our leadership in environmental issues



- cph pioneered the manufacture of environmentally-friendly adhesives
- cph has offered biologically-degradable labeling adhesives since 1984
- cph introduced the use of zinc-free adhesives throughout the world
- cph adhesives show always a best-in-class COD & BOD value
- cph was the first German company to be validated under the EC Eco Audit VO 1836/93 procedure (in accordance with EMAS)
- cph achieved results regarding a new range of casein-free, synthetic-free, zinc-free and borax-free labeling grades
- cph uses rainwater almost exclusively for production processes (cooling and cleaning)



A successful cooperation calls for a minimum of seven important policies and principles to be implemented!





Step into our world

&

See the difference we have made!













Woodworking Hotmelt applications



Edgebanding / Softforming
Profile wrapping
Pre-coated edges
Assembly



Woodworking Hotmelts

Edgebanding



	Viscosity (200°C)	Softening point (R&B)	Feed Speed	(technical) Description	Countertype to
Globomelt 2058	75 000 mPas 45 000	110-115°C	> 12 m/min	High glue mileage, very good wetting, high heat resistance, edge banding, solid wood edge, CPL/HPL edges, softforming, 02300 in white	Dorus KS351, Jowatherm 280.30, Wetzel uni-melt 02300/02301
Globomelt 2045	80 000 mPas 45 000	100-105°C	> 15 m/min	Very good wetting, high final bond strength, veneer edges, straight edges, ABS-, PVC-, PP-edges, paper primered edges, HPL/CPL-edges	Dorus Q611, Wetzel uni-melt 02400, Jowatherm 288.60
Globomelt 2057	30 000 mPas	100-105°C	> 20 m/min	High machine speeds, high final bind strength, veneer edges, straight edges, ABS-, PVC-, PP-edges, paper primered edges, HPL/CPL-edges	Dorus KS207, Instaweld 7046, Wetzel uni-melt 02412
Globomelt 2055	120 000 mPas	120-125°C	18-60 m/min	Excellent hot tack, stable at low temperatures, resistant to oxidation, veneer edges, straight edges, ABS-, PVC-, PP-edges, paper primered edges, HPL/CPL-edges	Wetzel uni-melt 02410, Jowather, 288.00
Globomelt 2053	85 000 mPas	100-105°C	18-60 m/min	Excellent hot tack, stable at low temperatures, resistant to oxidation, veneer edges, straight edges, ABS-, PVC-, PP-edges, paper primered edges, HPL/CPL-edges	Wetzel uni-melt 02411
Globomelt 4046	6 500 mPas 20 000	85-90°C	5-20 m/min	Low-temperature hot melt for slow roller and hand feed machines, veneer edges, straight edges, ABS-, PVC-, PP-edges, paper primered edges, HPL/CPL-edges	Jowat 282.20, Wetzel uni-melt 02405
Globomelt 6046	40 000 mPas	85-90°C	6-20 m/min	Long open time, high hot-tack, good oxidation and colour-stability	Jowat 282.70
Globomelt 2048	45 000 mPas	100-105°C		Edge banding, straight edges, HPL/CPL edges, softforming, ABS-, PVC-, PP-edges with primer	Wetzel uni-melt 02302
Globomelt 4048	45 000 mPas	100-105°C		Veneer edges, solid wood edges, HPL/CPL edges, softforming	Wetzel uni-melt 02350
Globomelt 2049	45 000 mPas	110-115°C		Automatic edge banding machines for glueing paper edges – and fleece laminated veneer edges	Wetzel uni-melt 02413
Globomelt 4049	43 000 mPas	110-115°C		Automatic edge banding machines for glueing paper edges – and fleece laminated veneer edges, 02413 in white	Wetzel uni-melt 02414
Globomelt 2241	800 mPas	-		Primer for ABS and PVC edges	Wetzel uni-melt 17100

Woodworking Hotmelts

Core-wrapping



	Viscosity (200°C)	Softening point (R&B)	Feed Speed	(technical) Description	Countertype to
Globomelt 4056	7 000 mPas	90-95°C	20-80 m/min	For paper and thermoplastic foils, long open time, high heat resistance, ABS-, PVC-, PP-foils with primer, paper foils	Jowatherm 291.60, Wetzel uni-melt 02601
Globomelt 2046	6 500 mPas	80-85°C	20-80 m/min	Suitable for use on Barberan lines, good hot tack, high heat resistance, ABS-, PVC-, PP-foils with primer, paper foils	Wetzel uni-melt 02700
Globomelt 2056	4 500 mPas	80-85°C	20-80 m/min	For paper foils and wrapping of panel elements, high glue mileage, high feedrates, ABS-, PVC-, PP-foils with primer, paper foils, long open time	Dorus Q819, Jowatherm 292.35, Wetzel uni-melt 02702
Improvemelt 2040	15 000 mPas	145-150°C	15-80 m/min	Very versatile (different foils and materials), high hot tack, long open time, high heat resistance	Jowat Toptherm 236.70
Globomelt 6049	6 000 mPas	110-115°C		ABS-, PVC-, PP- foils with primer, paper foils	Wetzel uni-melt 02600
Globomelt 8046	9 000 mPas	80-85°C		ABS-, PVC-, PP-foils with primer, paper foils	Wetzel uni-melt 02701
Globomelt 6056	7 000 mPas	85-90°C		ABS-, PVC-, PP-foils with primer, paper foils	Wetzel uni-melt 02705
Improvemelt 4040	11 000 mPas	150°C		Profile stripes from solid wood, flake- and MDF-boards with primered paper foils and primered, thermoplastic foils	Wetzel uni-melt PO 02877
Improvemelt 2050	8 000 mPas	140°C		Profile stripes from solid wood, flake- and MDF-boards with primered paper foils and primered, thermoplastic foils	Wetzel uni-melt PO 02878













Die Schuhmacher

z.b. Deborah Carré & James Ducker, London





Der Luxus Schuh Hersteller

z.b. Christian Louboutin Paris

