



Dr. Jan Klingele trusts in new innovations, true to the motto:

With Tempo, Technique and Teamwork

Dr. Jan Klingele, Managing Director of the Klingele Group, is an entrepreneur with an enthusiasm for innovations. He is the third generation of his family to manage the German, family-owned enterprise founded in Weener in 1920.

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twogether: Dr. Klingele, your company has been the very first to invest in the new Voith Paper BoostDryer technology. Why has Klingele dared to be the first?

Klingele: We trusted in the BoostDryer, because we were highly interested in improving the technological values by a densification of the web. Apart from that, the reduced space requirements were attractive for increasing the drying capacity of our pre-dryer section.

twogether: How long did it take you to decide that you wanted to take this step?

Klingele: About half an hour – that is how long the presentation took at the

Voith Paper “Ahead” Customer Conference in May 2004, when I heard about the BoostDryer concept for the first time. After the presentation, I told the Voith staff to contact me if they needed a partner for BoostDryer trial operation.

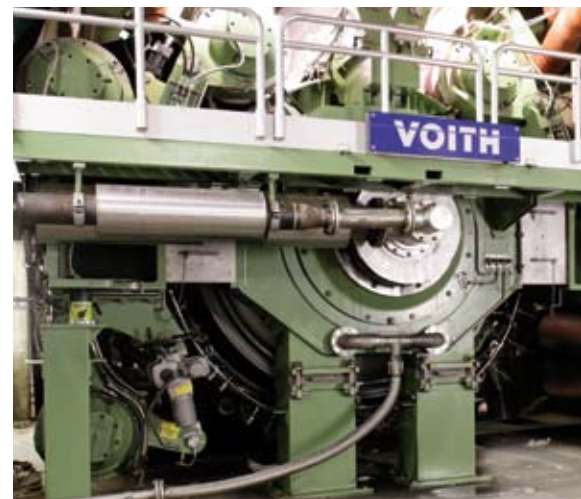
twogether: How much courage does it take to make such a decision?

Klingele: Even though we had, and still have, great trust in the reliability and performance of our Voith partners in the BoostDryer project, it still takes a considerable amount of courage to go first. After all, it’s in the nature of things that not all trials for fundamental innovations can be successful.

You see, it’s not only about thorough research and careful realization – you also always need a share of luck to choose the right future technology.

twogether: Trusting in new technologies may also be risky. What was your major concern beforehand?

BoostDryer enhances the technological values of the paper.



Klingele: That our paper production could be heavily affected by installing the BoostDryer prototype – after all, we have only one paper machine. That’s why it was extremely important to us that we can bypass the Boost-Dryer in case any problems occur.

twogether: What have been your expectations of the BoostDryer? And so far, how have they been fulfilled after the first phase of operation?

Klingele: We expected an increase of our drying capacity in combination with significantly improved technological properties of our paper. And of course a reliable, efficient machine that is easy to operate in practice.

twogether: What is most important in a pilot project in your opinion?

Klingele: Reliable and committed partners with know-how, patience and persistence.

twogether: The BoostDryer has been running now for more than a year, and global economy is currently suffering as never before. How do you evaluate your decision from the present point of view?

Klingele: In times of crisis, competition grows fiercer, and it’s getting more and more important to produce better paper less expensively than fellow competitors. That’s where the BoostDryer boasts advantages over a conventional extension of the dryer section: It offers the possibility to improve the technological values of the paper and/or reduce starch and energy consumption.

twogether: Your enterprise comprises both paper and packaging production facilities. How important is it nowadays to combine both branches under one roof?

Klingele: We are happy to combine both value-added activities, as it helps to somewhat mitigate the heavy price fluctuations on the paper market. Nevertheless, both market levels must be competitive on their own. Some companies find it easier to achieve high efficiency if they focus on one level. This may be an equally successful strategy than vertical integration.

twogether: What makes Klingele special, compared to other family-owned enterprises working in the same business?

Klingele: Generally, I’d say that on average, the other family-owned companies in our industry are more similar to ours than the groups working in the same business. Maybe you could say that at Klingele, we are more consistently trying to benefit from the advantages of a family-owned company managed by the owner. This includes, in particular, speed of

reaction and flexibility, our readiness to invest in new technologies and our aspiration for long-term partnerships in line with our slogan “With Tempo, Technology and Teamwork.”

twogether: Where do you see your company in the future? Where is the paper and packaging industry heading?

Klingele: I’m optimistic as far as the future of the Klingele group is concerned: We have satisfied and loyal customers, dedicated and qualified personnel, as well as advanced and efficient technological equipment. This way, we should be prepared for the severe competition that I’m expecting for the paper and packaging industry in the years to follow.

twogether: What is your next goal?

Klingele: Our goal has been, and will be, to remain successful by offering our customers a good value.

On Fous: BoostDryer

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ProRunnability	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
ProQuality	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
ProSpeed	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
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Section: drying
 Width: max. 7,500 mm
 Paper grade: packaging papers

Contact



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