

K Group exhibits at 3P & F+T Pakistan 2014 with its principals



K Group has been able to sell the most expensive and world class machines and help customers to the utmost level for providing technical support and after sales services.

HMG Extrusions

According to Micheal Schmiedgunst "our company was founded in 2001. We are plastic engineers representing this field for last 25 to 30 years. We got together with a partner in Malaysia. We design and engineer our machines in Austria and assemble them in Malaysia. Our main markets include Thailand, Malaysia, Indonesia, Singapore and also Middle east. Now we are locating in Austria to attract UK and US Market as well " .



Mr. Micheal Schmiedgunst of HMG Extrusions.

He said " Our strength is that we offer Austrian engineering as Austrian plastic industry is a very strong industry. We have a lot of experience in this field. Together with a German partner we also provide some parts of the machines like tools and barrels. We can offer high quality up to date machine.

About the Pakistani market he stated, " It is similar to the Indian market and has a bright future but of course it will take time. We have high hopes for this market. It is important to be present in a market at an early stage otherwise people won't know us. We are very pleased with our representatives K Group who are well known and respected professionals in this field."

DAETWYLER Group

According to Mr. Lars Lieb of Daetwyler Swisstec, " The name Daetwyler has stood for innovative process solutions and has been the market leader in machine building for the printing industry since 1965. Daetwyler Group comprises of 3 companies Daetwyler Industries, Daetwyler Graphics and Daetwyler Swisstec. At 3P exhibition, Daetwyler Group was present at K-Group stand who represent Daetwyler Group in



Thomas Roth, Area Sales Manager, Daetwyler Graphics AG and Lars Lieb, Area Sales Managers, Daetwyler Swisstec AG.

Pakistan. Two companies of the world leader Daetwyler Group, Daetwyler Graphics and Daetwyler Swisstec displayed their technology at 3p exhibition in Karachi. Lars Lieb from Swisstec described the solutions offered by Daetwyler Swisstec.

"Swisstec AG develops, manufactures and markets replacement and wear parts for the global printing industry. They also market high-quality cleaning products for flexographic printing, as well as intaglio and offset printing"

In close cooperation with the companies of Heliograph Holding they offer their customers the critical competence for the highest-quality rotogravure cylinder manufacturing.

Polywest Sleeve Systems

Mr. Micheal Bormann of Polywest Sleeve Systems said, "Since 1987 Polywest has developed into a worldwide leading system provider for printing forms, sleeves and adaptors. Apart from a sleeve service, we also offer our customers professional consultation, so that they can benefit from the Polywest know-how. We are mainly working for the flexo graphic market industry, where our sleeves are used in flexo printing machines".



Mr. Michael Bormann, Head of Sales, Polywest Sleeve Systems.

He further added, "We are located in the North West of Germany near the Netherlands border where there is a big flex market. He further added, "Our company was founded 25 years ago being the first flexo sleeve manufacturers worldwide. Now there are 3 key market leaders in the world and while their quality is similar all three have small advantages on one side or the other. Our advantage is that we use really light material that is 50% lighter than our competitors. This is a great benefit for the customer".

Regarding the market share he added, "60% to 70% of our products go to export mainly in Europe. Rest of it is exported to South America, Asia and Africa".

According to him, Pakistani market is a normal market for Polywest. They have been in this market for the last 15 years and Tetra Pak being their leading customer worldwide, Tetra Pak Pakistan is also one of their main customers in Pakistan.

Quality Minerals Public Company

According to Mr. Mungkorn Kriegwatana, President of Quality Minerals Public Company, they are the leading producer of calcium carbonate in



Mungkorn Kriengwatana, President, Quality Minerals Public Company Ltd. with his team.

Thailand. Their company produces full range of high quality Ground Calcium Carbonate both coated and uncoated grades with a combined production capacity of 108,000 tons per year.

He said "Other product lines include PP Compound, White Titanium Dioxide Masterbatch, Calcium Masterbatch (Calpet), Polyethylene Wax with a combined production capacity of 12,000 tons per year. About 33% of our production is exported and the rest 66% is consumed in Thailand. In Pakistan the main market is for Polypropylene woven bags. We are making good inroads in this market."

Windmüller & Hölscher

"Founded in 1869 Windmüller & Hölscher have three major groups, Extrusion, Printing Roto Gravure machines and Conversion" said the Regional Sales Manager Mr. Gerd Schoone.

He mentioned, "We are concentrating all our resources on the 3 business units 'extrusion', 'printing', and 'conversion' this being one of the keys to the success for Windmüller & Hölscher. Due to our comprehensive know-how of the production processes associated with these machinery categories we are able to constantly develop innovative solutions for our customers worldwide, including Blown and Cast Film Lines, Flexographic and Gravure Printing Presses, – Surface Finishing Machines, – Paper Converting Machines, – Film and Woven

Plastic Processing Machines and FFS Packaging Systems".

He further added, "Exports accounts for 95% of our production and we export all over the world including US, China which is now a very strong market for us, Asia (Indonesia, China, Thailand, India), Europe and the Middle East. As you can see we are not concentrated in one geographical area. What is true is that the markets in the East are developing at a much faster rate than for example in Europe. In Europe Germany remains one of the main markets for our group.

Our customers in Pakistan include market leaders such as Packages from Lahore, Tri-pack from Karachi and Kompass Packaging who have our Flexographic, laminating machines and now they are adding rotogravure machines to provide full service to their customers. Rehmpak Private Ltd, has just signed for the first Windmüller & Hölscher Optimex Blown Film Line to launch first high quality polyethylene commercial film production for converting companies in Pakistan.

