



Extrusions for Automobiles



Plastics for lighting applications



Rotomolding for vehicles

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Benefits of doing business globally

Global business model for rotomolding?

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ERMITTLUNGEN

Drogen-Razzia bei Buxtehuder Traditionsbetrieb

Aktualisiert: 24.03.2022, 06:13 | Lesedauer: 4 Minuten

Axel Tiedemann

Drug raid at Köver

CEO of German rotomolding company under investigation for organized drug trafficking



Gegen den Chef des Buxtehuder Automobilzulieferers Köver wird wegen Drogenhandels ermittelt

Foto: Axel Tiedemann / AT

- Founded 1955 in Biedenkopf
- Owner-managed company
- 1.300 employees / 6 production sites
 - Germany (Biedenkopf, Wilhelmshütte, Friedensdorf)
 - Czech Republic (Myslinka - near Pilsen)
 - U.S. (East Flat Rock / Hendersonville – NC)
 - China (Taicang)
- Total revenue: 198 Mio. Euro (2022)
- Certified to IATF 16949, ISO 14001, ISO 50001

Standorte

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Business Units

- A** Extrusions for Automobiles
- B** Plastic Profiles (Lighting & other applications)
- C** Plastics for Lighting Applications
- D** Rotomolding for Vehicles

Business Unit A in Detail



Profiles for Automotive Glazing

Watermanagment Profiles

Glass surroundings (TPE profiles and TPE frames)

Technology: Extrusion and custom finishing operations
Unique online-bending system

Materials: PP and TPE , ABS blends, aluminium foil,
heat activated double sided adhesive tape

Customers: **Automotive Glass Suppliers**
Saint Gobain, Pilkington, AGC, Guardian, PGW,
Fuyao, Vitro, Trakya Cam ...

Vehicle manufacturers

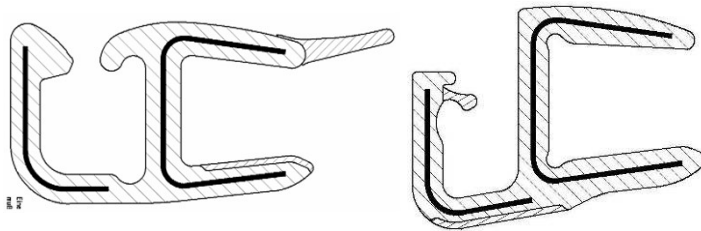
Tier 1: VW, Ford, BMW, Honda, Porsche, Scania
Tier 2: Daimler, GM, Fiat, VW, Peugeot, Citroen, Chrysler,
Jaguar, Landrover, Tesla, Nissan...

Products

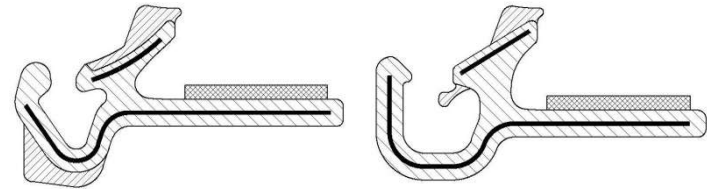


Watermanagement

- „Classic“ Design
 - 1st Generation / 2nd Generation

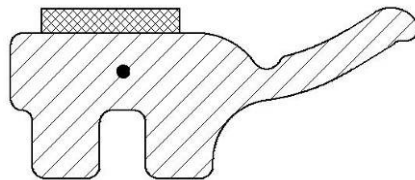


- Elkamet Design
 - 1st Generation / 2nd Generation

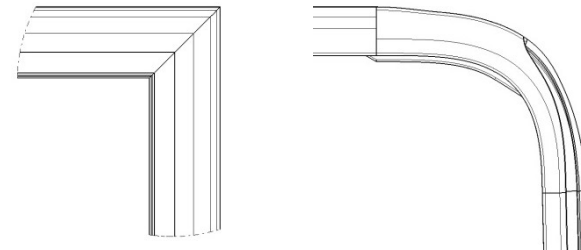


Glass surrounding

- TPE-Profiles
 - Co-Extrusion

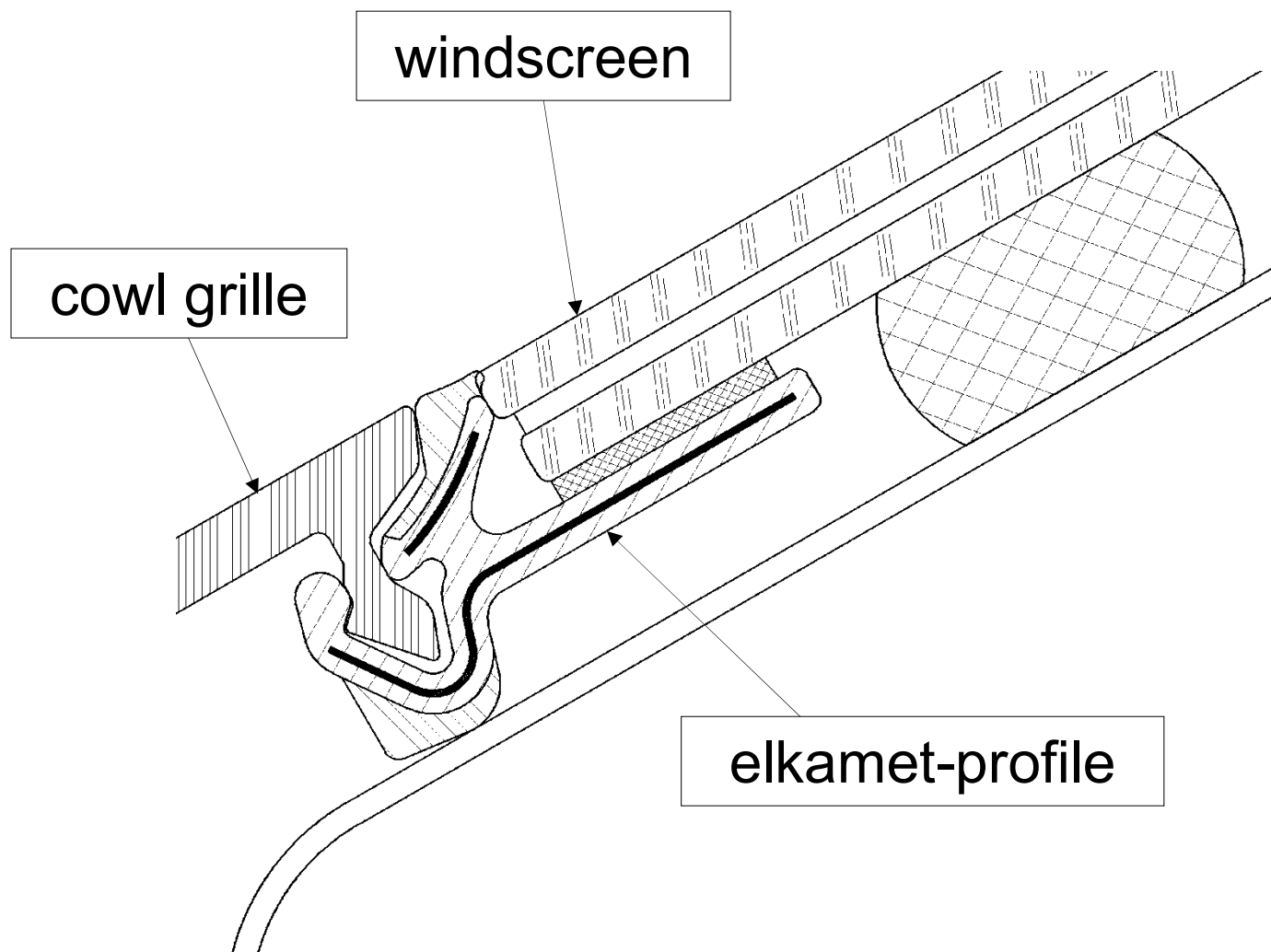


- TPE-Frames
 - Welded or molded



Application

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Plastic Profiles

- Lighting Profiles
- Tubes
- Technical Profiles
- Luminaire covers
- Trim Cap Profile for illuminated letters

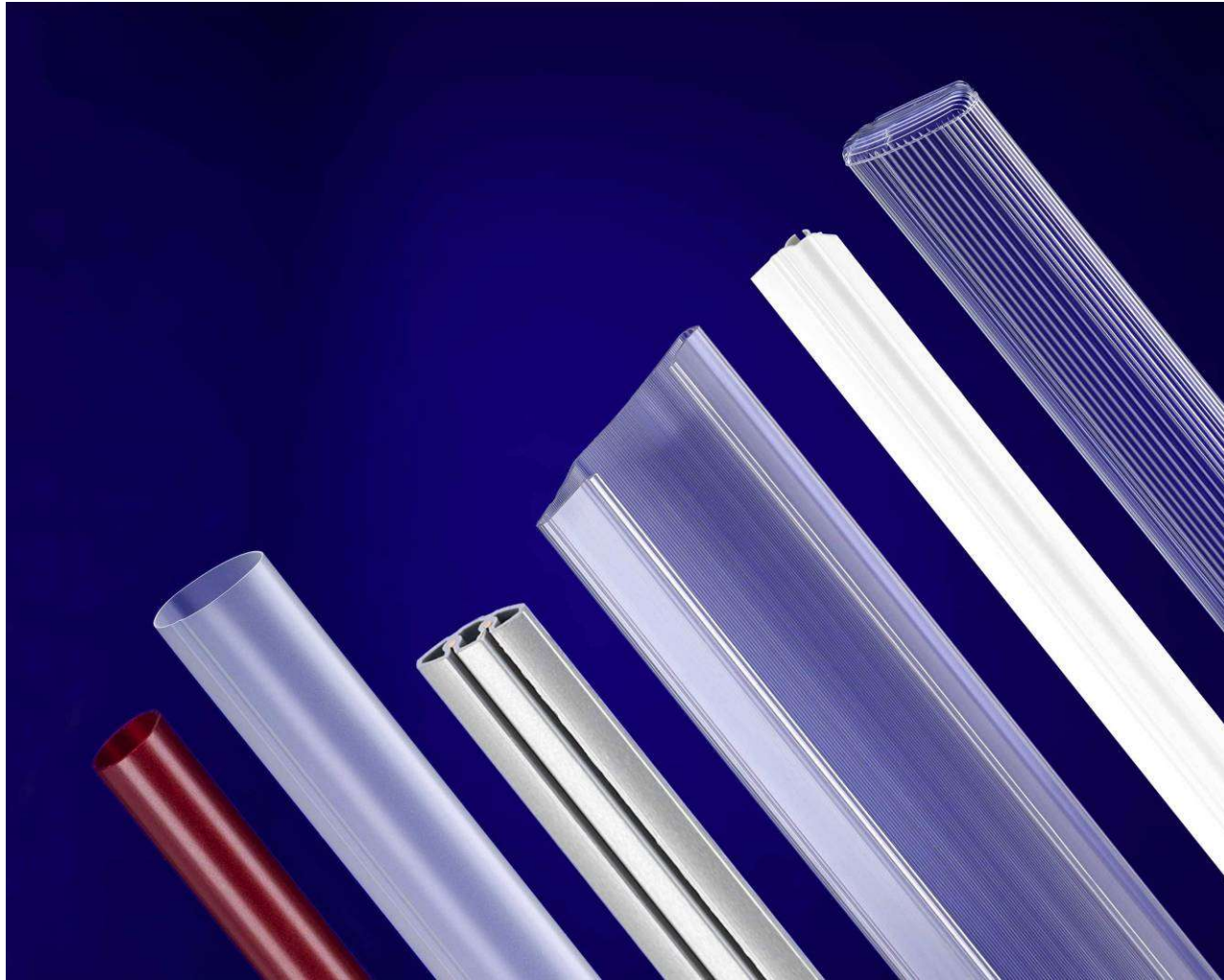
Technology: Extrusion, Co-Extrusion, Tri-Extrusion and manufacture

Materials: PMMA, PC, elkaLED, elkaFLEX, PS, ABS, PP, CAB

Customers: Invertec, Iveco, MAN, Osram, Philips, Pracht, Regent, Regiolux,
Ridi, RZB, Siemens, Siteco, Schuch, Teknoware, Thorn, Zumtobel

Applications

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Applications

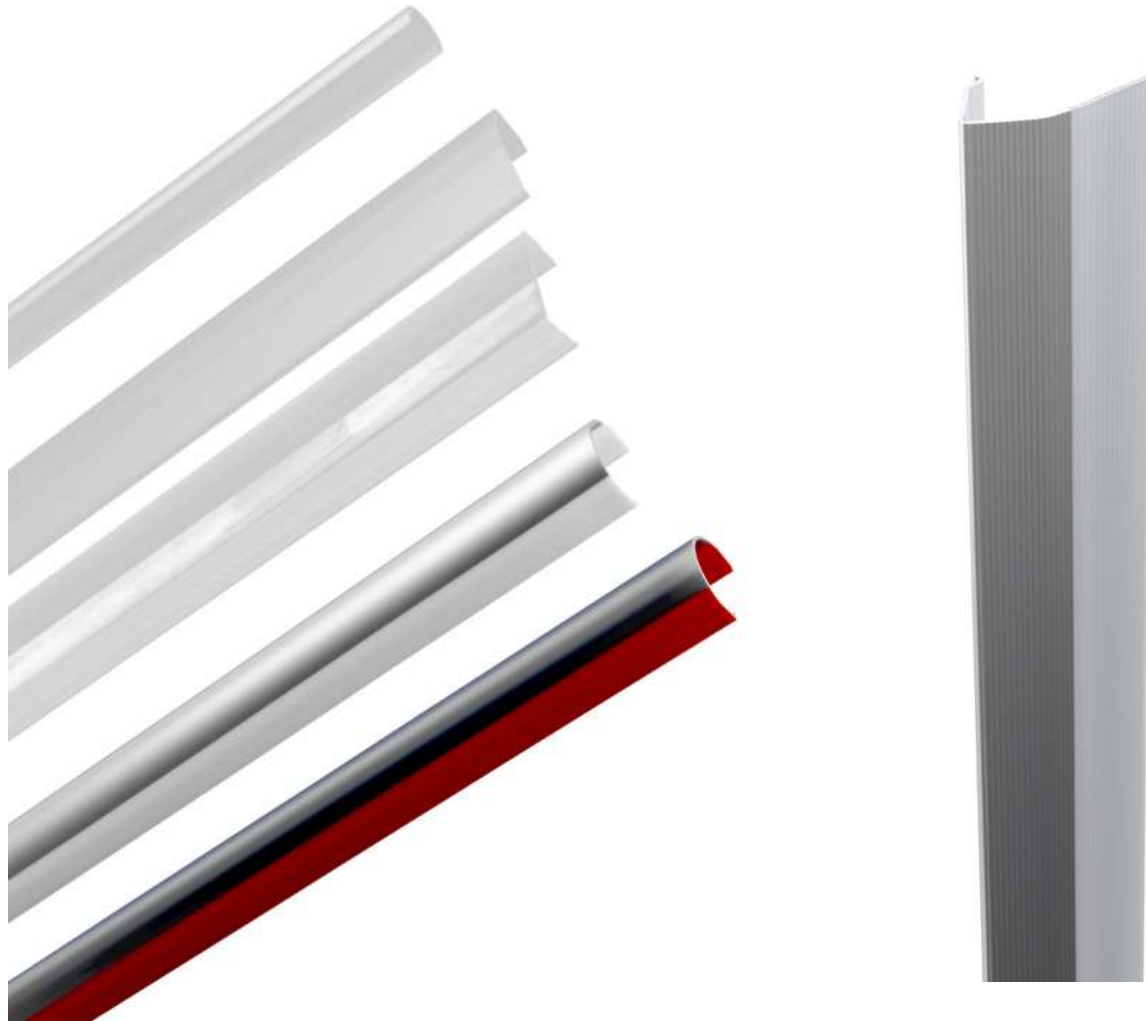
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THORN
LIGHTING PEOPLE



Applications

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Plastics for Lighting Applications

- Decorative and design orientated fixtures for interior lighting
- Technical and decorative lighting fixtures for exterior lighting
- System development of lighting elements

Technology: injection moulding, blow moulding and finishing operations
surface refinements: flock, vacuum metallising, painting

Materialien: PMMA, PC

Kunden: Tom Dixon, Zumtobel, Philips, Selux, Bega, Grupo B.lux, Ansorg

Exterior lighting

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Rooster Lighting Co. Ltd., Taiwan
Product: „Elkamet Basic Konus“
www.roosterlighting.com

© Elkamet, Inc.

Exterior lighting

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Rooster Lighting Co. Ltd., Taiwan
Product: „Elkamet Basic Tulpe“
www.roosterlightig.com

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Interior lighting

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B.Lux, Spanien
Product: „Globo“
www.grupoblux.com

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Interior lighting

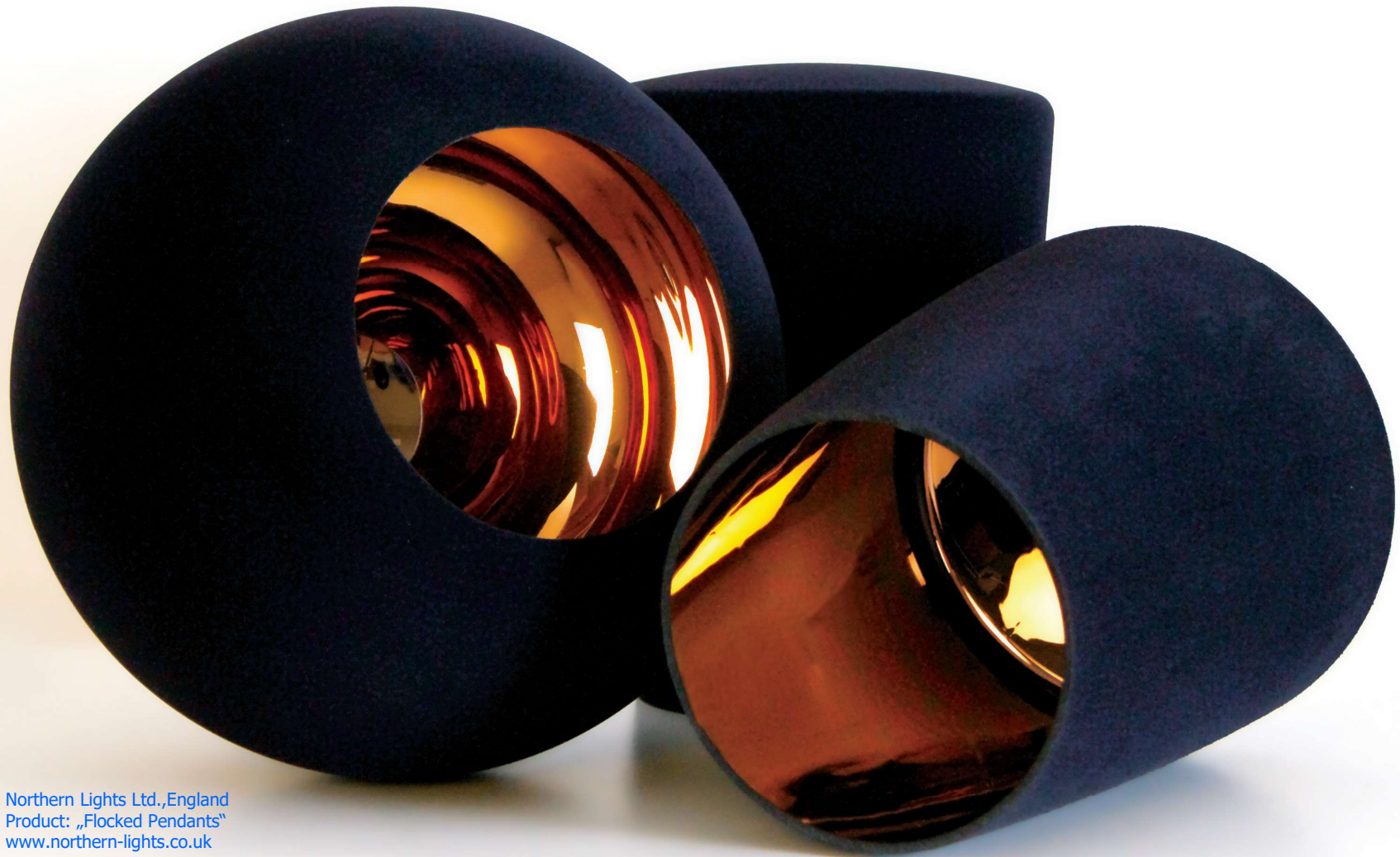
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production / finishing works
Elkamet Kunststofftechnik GmbH

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Interior lighting

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Northern Lights Ltd., England
Product: „Flocked Pendants“
www.northern-lights.co.uk

Interior lighting

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Zumtobel Lighting GmbH, Deutschland
Product: „Sconfine Sfera“
www.zumtobel.com



**Tanks and Molded Parts made of PA, PE, PP, X-PE
for Vehicles and Technical Applications**

Business Unit D in Detail



Rotomolding for Vehicles

Technologies: Rotomolding, Blow Molding

Materials: PA 6 (in-mold polymerization process), PE, X-PE, PP, Multi-layer Systems

Products: **Tanks** - Hydraulic oil, Diesel, Gasoline, DEF, Water
Other molded parts - Covers, Fenders, Ducts, Electrical Housings, etc.
Liners - Type IV Pressure Tanks for CNG, Hydrogen

Customers: **Building Construction Equipment** (extract) - Caterpillar, JCB, JLG, Kramer, Kubota, Liebherr, Terex, Volvo, Wacker Neuson, Yanmar, CNH, ASV
Agricultural Equipment (extract) - AGCO (Fendt, Massey Ferguson), John Deere, CNHi (Steyr, New Holland, Case), SDF Group (Same Deutz)
Motorcycles - BMW, Ducati, KTM, Horex
Material handling Equipment - Raymond (Toyota), MCFA (Mitsubishi Caterpillar Forklift America, Linde)
Typ IV Liners – Xperion, Plastic Omnium, Magna
Others – Viessman, Bals

Building/Construction Equipment

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CONSTRUCTION

AGRICULTURE

MOTORCYCLE

TRUCK & BUS

FURTHER APPLICATIONS



Hydraulic Tank, PA6
(rotational molded)



Fender, PE
(rotational molded)



Urea Tank, PE
(rotational molded)



Fuel Tank, PA6
(rotational molded)

Agricultural Equipment

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CONSTRUCTION

AGRICULTURE

MOTORCYCLE

TRUCK & BUS

FURTHER APPLICATIONS



Urea and Diesel Tank Assembly, PE
Cover foamed PE
(rotational molded)



Fuel Tank, PA6
painted
(rotational molded)



Urea and Diesel Tank Assembly, XPE
(rotational molded)

Agricultural Equipment

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CONSTRUCTION

AGRICULTURE

MOTORCYCLE

TRUCK & BUS

FURTHER APPLICATIONS



Urea and Diesel Tank, PE
(rotational molded)



Hydraulic Oil Tank, PA6 painted
(rotational molded)



Diesel Tank with storage
compartment, PE (rotational molded)

Motorcycles

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CONSTRUCTION

AGRICULTURE

MOTORCYCLE

TRUCK & BUS

FURTHER APPLICATIONS



Fuel Tank, PA6 painted
(rotational molded)



Fuel Tank, PA6 painted
(rotational molded)



Fuel Tank, XPE
(rotational molded)

Truck & Bus

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CONSTRUCTION

AGRICULTURE

MOTORCYCLE

TRUCK & BUS

FURTHER APPLICATIONS



Urea Tank, PE
(rotational molded)



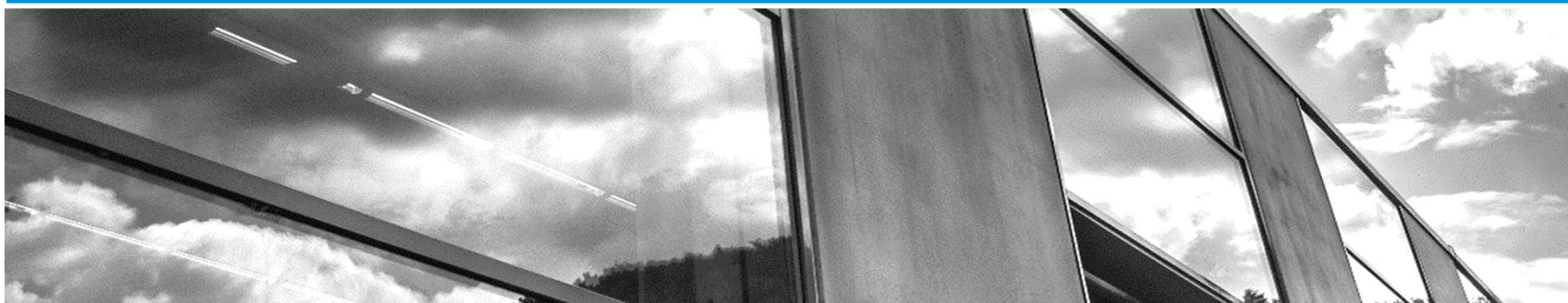
Air Duct, PE
(rotational molded)



Urea Tank, PE
(rotational molded)

Further Applications

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CONSTRUCTION

AGRICULTURE

MOTORCYCLE

TRUCK & BUS

FURTHER APPLICATIONS



Flue Gas Chamber, PP
(rotational molded)



Distribution Housing, PE
(rotational molded)



Liner, PA6
(blow molded)

Benefits of doing business globally



- Access to otherwise difficult to serve markets
- Expansion opportunities with existing customers
- Benefit from only locally available technology and knowledge
- Extended supply chain options
- Cultural diversity
 - Different problem solving approaches in different cultures
 - Benefit from local strength on a global scale (e.g. extended hours due to different time zones, engineering, R&D)

How we make sure we get the benefits



- Bi-weekly MS Teams online meetings with global team leaders
 - Exchange of best practices to solve problems (e.g. process issues, quality problems, supply chain interruptions, personal shortages)
 - Streamlining of global training initiatives, sighting talents for expat positions
 - Preparation of QM-Audits
 - Discuss global customer initiatives and the interaction between company sites
- Bi-annually global company leadership stirring committee meetings
 - Align strategy
 - Strengthen global cooperation between site and company leadership
- Company goal is to have 5% of the employees come from a different Elkamet plant, to spread company culture throughout the company
- Company wide policy is to have at least 10% of workforce enrolled in training initiatives (e.g. apprenticeship programs, bachelor & master programs)
- Staying on top of global, trade zone, and local rules and regulations (e.g. Import & Export documentation, Air freight certifications, emission rules)
- Patenting inventions globally

Final thought



Elkamet is not using it's global footprint to make money by shipping white powder from one location to the other – like our German competitor supposedly did until the police closed their doors!

Questions anyone?

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