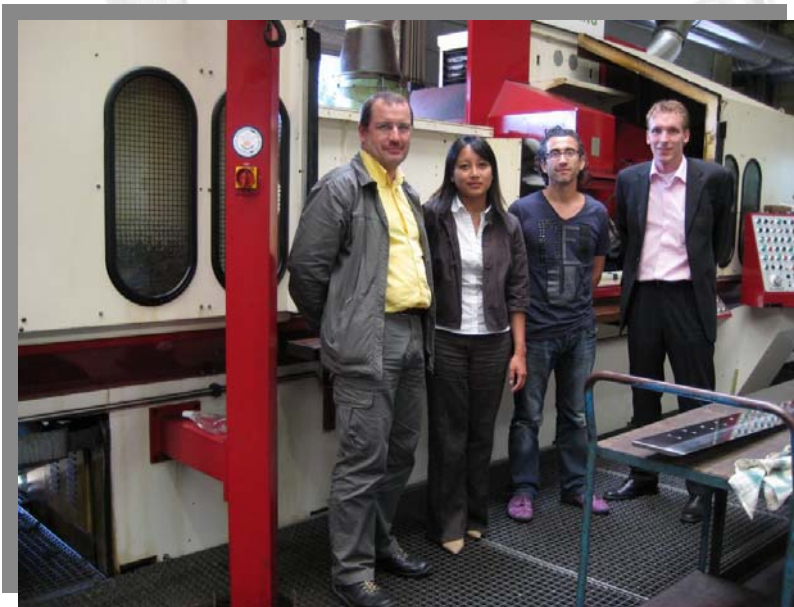


Due to the good cooperation between Diacarb  & TKM France  we found a perfect technical solution to cut banknote paper.

A few weeks ago the technical management, Mister Michel Antony and the responsible person at the purchase department, Mister Alain Vedrine from “Banque de France” visited Diacarb and TKM France.

This visit was organised by Pieter Dewaele, Lyda Sok from TKM France and Casper Van Luick from Diacarb.



“Banque de France” is working since a few months with a type of knife **developed by Diacarb and TKM France.**

The people from “Banque de France” are extremely satisfied about the performance of this knife and the regrinding that they visited the two IKS Klingelberg GmbH companies in France (TKM France) and in The Netherlands (Diacarb).

At the visit by Diacarb we had the chance to make an interview with the two people from Banque de France.

Hereby you'll find the outcome of the interview:

Question:

Diacarb is famous by the big printers in the Benelux. Could you please describe your activities?

Bas Boender, Sales Manager by Diacarb:

Diacarb and TKM France are both belonging to the IKS Klingelberg Group. Since a long time we are the specialists in delivering and regrinding industrial knives. As market leader in the Benelux we are looking continuously to improve the production process by our customers. These customers are not only in the graphic art business but also in the f.e. the metal industry, paper industry, packaging industry etc.

The result is that the customer can work more efficient and due to that he will achieve a higher output with lower costs. A good example for this, is the development of the New Wave ® regrinding technology for the paper cutting. By this regrinding technology we added a radius at the cutting edge. With this knife we can cut very accurate and we have less dust at the cutting zone. A further development is the Hyperwave ® cutting technology, specially for circular knives. Both technologies can be used as “problem solvers”.

In every industry the service is a very important topic. Because of this reason, Diacarb and TKM France are working with their own transport service.

Question:

What is the connection between Diacarb and TKM France?

Bas Boender:

As mentioned before; Diacarb and TKM France are both belonging to the IKS Klingelberg Group. TKM France is a very young and ambitious team of +/- 10 people who are more than ever customer focussed in France. They are the best partner in the printing, paper processing and packaging industry

Since several years the sister company Diacarb is the partner for TKM France for high quality regrinding. On a weekly base and with own vans there is a transport between France (Bondues / TKM France) and The Netherlands (Capelle aan de IJssel / Diacarb). The out-side sales from TKM France are working very close together with the technical and commercial people from Diacarb (Mister Casper Van Luijk). This with a good ratio of success where the results by Banque de France are one of the best examples



TKM France

Question:

What is the origin from the connection between Banque de France and TKM France?

Alain Vedrine, technical manager for the finishing department by Banque de France:

The production output is one of the most important topics by the production and printing of bank notes. For your info: 2,2 Billions of euro notes are printed; 100.% is printed and produced at the plant in Chamalieres by Banque de France. Banque de France did a lot of investments to increase the output. One of the bottle necks in the production of bank notes is the finishing and cutting department. At the finishing department we have 9 Polar Guillotines machines to cut the paper to the correct dimensions.

Next to the output, also the cost reduction is very important.

Higher output at a lower cost was the target!

TKM France & Diacarb did a lot of efforts to achieve this goal. In the past nobody at my department was thinking that regrinding of knives could bring us such a high performance.

Question:

Did Diacarb and TKM France reach their target?

Alain Vedrine:

Yes they did!

In the beginning we tested hard metal knives from another supplier and we needed to change the knives every 20.000 cuts. At that moment the packets height was +/- 30 sheets.

The first improvement was after the test with Diamond Cut® from Diacarb with a special regrind angle on it. This special angle has been developed by Diacarb especially for the cutting of bank note paper.

In the meanwhile, these knives are changed after 50.000 cuts with a packet height of +/- 500 sheets. Due to this changing we achieved a higher production capacity with less machine stops and also lower costs!

For the moment we are also testing a complete new quality of guillotine knife, TC Extreme. These results are also looking very promising (changing after more as 100.000 cuts!).

Question:

Is the distance between The Netherlands and France a big problem?

Alain Vedrine:

No, not at all. The daily contact is between us and TKM France and this is running very well. Due to the good service and fast reaction time from Diacarb and TKM France we get the regrind knives back in one week.

Remark: Due to the higher lifetime and the better quality of the regrinding the delivery time is less important.

Question:

What is important for Banque de France by choosing a new supplier?

Michel Antony, Purchase department from Banque de France:

What is written on paper is not always the truth! Figures are not saying everything. What is more important is that the production capacity is enough and that there is a good logistical system. Also the global atmosphere and radiation at a company is very important for me. This is also the reason why we try to visit our suppliers in order to see with our own eyes the companies and the way of working.

Question:

How are the impressions from the visit by TKM France and Diacarb?

Michel Antony: *We have already seen that the communication with TKM France is very good. There are very good advices that are given. These advices were always confirmed by technical tests. At Diacarb we have seen the same professional impression in the production. Also the large-scale of the company and the product portfolio in cutting products is phenomenal. We have a very positive impression of both companies.*

The professionalism of both companies (TKM France & Diacarb) assured us that we took the correct decision of working with them and we are convinced that we are working with the best possible partner for our knives.