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Family business celebrates generations of corona innovation

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A new arrival is always a reason to celebrate and is a cause for a double celebration when the newcomer finally completes the family. With a name that is recognised across the wide world of converting, kalwar is a family business and values the longstanding relationships it has with customers and the market in general. In the same way as big family parties include the family elders, so the roots of innovation must never be forgotten. Which is why, when kalwar's latest calvasol corona technology hit the market, the company decided also to showcase the key basic component that made the whole range possible and successful.

To penetrate world markets the kalwar group has honed its expertise in helping film manufacturers and converters produce a final product with the best possible surface, ready for the next production stage. Perfected and improved over almost half a century, kalwar's enabling technology is deployed around the globe and widely considered critical to the successful results that users of films expect in their downstream processes.

The German corona systems specialist acknowledges

calvatron shouldn't be hiding away from the market», says MARKUS KALWAR. The sales numbers speak for themselves, continues the company's Chief Sales Officer: »More than 4900 installations worldwide add up to an impressive level of industry reliance on calvatron technology.« The company's geographic reach goes beyond Europe. »We are focused on the USA, Canada, Brazil, Mexico and South Africa. But, in addition, a lot of kalwar machinery has been sent out with OEM lines which are spread all around the world, and we don't even know where«, he says.

MARKUS KALWAR explains that calvatron was conceived as a landmark technology; it made a significant impact on the market when it first appeared and many of the original machines remain in service.

»kalwar became the first supplier of corona systems for 6000 mm (19.7 ft) wide BOPP films and the quality has been proved many times over. As for the longevity of our technology, a lot of machines are still in production after 25 years. The same applies to the mid-size calvatron corona treaters such as the E and KD versions as well as the SGA-5 generator series. The number of sales of these systems alone has reached around 2000 units worldwide.«

With the passing of time, these successful corona treaters have been superseded by the latest kalwar technology. »The development of the semi-conductive controlled

generators and the calvatron H, X and CX corona treater series is marking the next step by the company towards still greater levels of efficiency and even better quality.«

These more sophisticated corona systems have been developed with know-how built up during kalwar's lifetime of more than 48 years. They are specially designed for the surface pre-treatment of highly technical and high-quality materials such as physical and chemical meshed foams, Thermoplastic Polyolefin (TPO), Polyvinyl Chloride (PVC) and ultra-thin films. Notable is that foams can be treated inline with thicknesses from 15 mm (0.59") without destroying the structure and thin films of less than 10 micron without the risk of reverse-side treatment.

Finally the calvasmart ML series has been introduced, which by catering for the commodity market is said to complete the product programme. It gives budget-conscious customers the choice to be served by a technology supplier that knows their market. »New calvasmart is an ingenious solution especially for mid-sized companies that don't want to look outside Germany for a high-quality corona treater but do need to keep a closer look on the size of their investment. Especially calvasmart is very interesting for the OEMs because this series is based on kalwar's platform technology and is extremely compact, which makes the systems easy to integrate into their main lines.«

All primary components of the calvatron corona treater are produced within the group at Halle/Westphalia. These include the Silicone-covered electrode rolls, which are manufactured at the kalwar plant using new technology that was also developed in-house. »This attention to detail, I believe, ensures the highest quality in the market of these important parts«, says MARKUS KALWAR.

The company's founder KLAUS KALWAR retains a strong interest in the present and future of kalwar and he acts as a consultant to the second generation now running the family business. Son MARKUS says that one of his father's great passions is and always has been to help kalwar technology customers opti-



The SX series with calvatron embedded design. Generator and controls are directly installed in the corona treater.

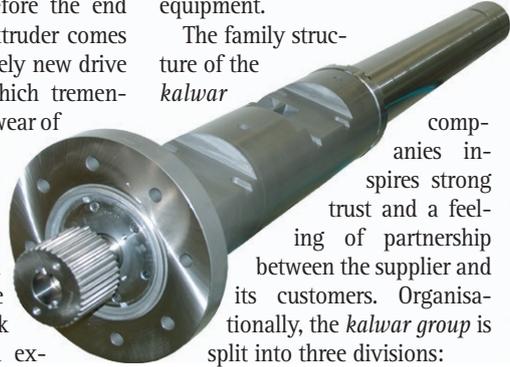
that in recent years one of its major developments, calvasol technology-based functionality, has claimed centre-stage in marketing terms and has tended to overshadow what the company thinks of as its core business.

kalwar's basic calvatron corona technology is critical to each successive iteration of the company's process equipment and is now getting the attention it deserves. »One of the most important components for calvasol to function,

mise the use and recycling of energy and resources. »We are equally passionate about this and we've done all we can to ensure the brand name *calvamat* in our marketplace stands for economical return-feed extrusion lines and energy-saving installations within blown film and cast film lines.«

»Already the *calvamat* return-feed extruders are very successfully integrated into the market, and the newest generation with some new, breakthrough developments will be presented before the end of 2013. This new extruder comes along with a completely new drive and screw design which tremendously decreases the wear of screws and bearings.«

In addition, due to the completely optimised feeder and non-return valve system the edge trim can be easily recycled back inline into the main extruder. There is also the option of equipping the *calvamat* extruder with a hot-cut system to repelletise.



»Generally speaking *kalwar* is, more than ever, starting a product offensive that is focused on film and surface functionalisation, of which we believe the *calvasol* technology is the best proof. Although *calvasol* is already established, the multifunctional possibilities of its features show the large variety of applications.«

To provide customers the best possible R&D and service provision, *kalwar* recently opened a new technical centre with serial production equipment.

The family structure of the *kalwar*

companies inspires strong trust and a feeling of partnership between the supplier and its customers. Organisationally, the *kalwar group* is split into three divisions:

- *kalwar CFT Fusions-Technik* is in charge of manufacturing, sales and service of the *calvatron* corona



The new and ultra-compact calvasmart ML-series.

treater and *calvasol*, *calvamat* and *calvasmart* systems.

- *kalwar CIV Innoserv* is responsible for international sales, patenting, licensing and marketing
- *kalwar CSP Spezial-Produkte* undertakes research and development

The units work closely together and are all based in Halle/Westphalia. »Our physically close proximity, our family structure and the enthusiasm of a loyal team of skilled employees lie behind *kalwar's* genuine drive to excel and our commitment to future-looking innovation – while never forgetting but celebrating our technological roots.«

→ www.kalwar.com

The calvamat cylinder with integrated screw.