



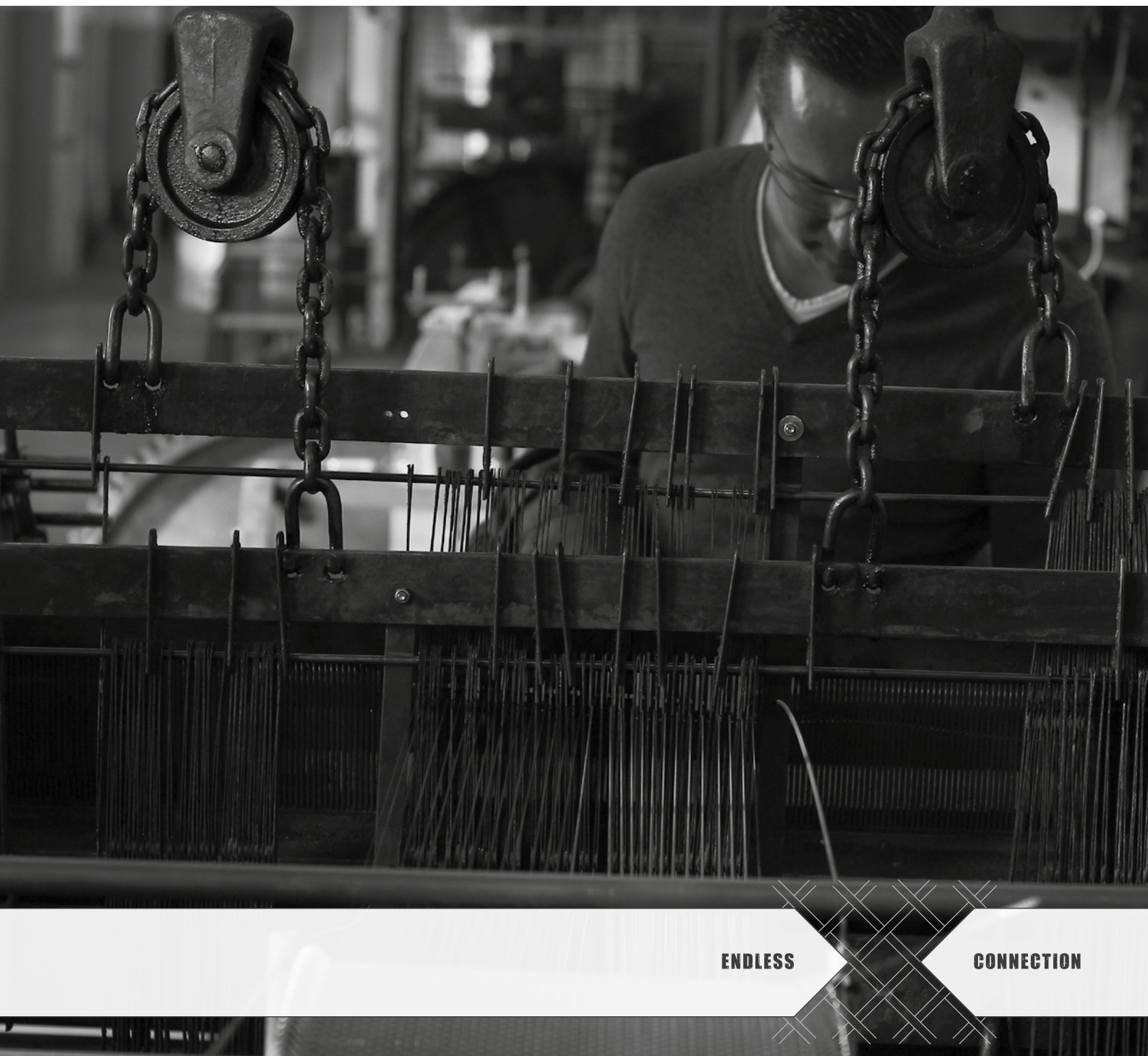
WIRE WEAVING
DINXPERLO

03

April 2017

CONNECT

MAGAZINE



ENDLESS

CONNECTION

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Set-up, pre-forming,
weaving, monitoring
and de-beaming

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...Hotels and catering,
industry and
the medical sector

10 WARP & WEFT BY...

...Luuk Hoopman,
International
Account Manager



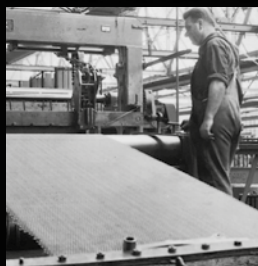
WIRE WEAVING
DINXPERLO

ONE HUNDRED YEARS OF WIRE MESH EXPERTISE

In Dinxperlo, we have been producing versatile wire mesh solutions for customers since 1917. With our years of experience, we can meet any challenge and offer our customers the right solutions!

ENDLESS CONNECTION

We love to make connections: connections with people, connections with customers, connections with metal wire. For us, a connection is always long-term: something that everyone can work with and build on!



We're already well connected in the following sectors:

- Automotive
- Chemicals
- EMI / RFI shielding
- Machine construction
- Packaging
- Construction
- Design
- Filtration
- Oil and gas
- Food industry
- Burners
- Aviaries
- Horticulture
- Shipbuilding
- Screen printing

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CONNECTION



WIRE WEAVING
DINXPERLO

CONNECTMAGAZINE

FOREWORD

Respect for the past, focus on the future



2017. A special year for us, full of contrasts. A year in which we look back on a century of quality craftsmanship at our production facility. But 2017 is also a year for looking to the future. A future in which modern technologies become increasingly interwoven with traditional craftsmanship.

While our various innovation programmes help us focus on opportunities that the Smart Industry offers our organisation, our master craftsmen continue to perform their mesh weaving work in the ways passed down by their predecessors. The production process has unquestionably become increasingly more efficient, safer and more reliable in recent decades. And innovation has certainly contributed with advances in production technology and further integration. But our quality craftsmanship will remain.

We are eager to collaborate with new partners that share our love for our craft. Breviline, for example, is a unique organisation with the same passion and concern for quality when incorporating our carefully woven mesh into products for hotels and catering, the medical sector and industry. Superb! Details on this and much more can be found in the current issue of Connect.

We hope this magazine will lead you into our world and provide enjoyable reading!

Kind regards,

Puck van Holsteijn
COO
Wire Weaving Dinxperlo

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LIVE WIRE!

100 years of wire mesh

In the whirlwind of innovation, inspiration, pioneering explorations, efficiency, new machines, new markets and Smart Industry, we are taking a moment to reflect a little. And to ponder the milestones that we have reached. The quality workmanship that we still cherish in our factory. Everything we have accomplished together over the past 100 years. It may not have escaped you that 2017 is our centenary. In 1917, the first meter of Dinxperlo wire mesh was developed in our founder's shed. This was our start, something we are especially proud of, and something we do not wish to go unmarked. Our Facebook, LinkedIn and website pages will keep you informed about our centenary activities!



Efficient and precise press brakes

Our filtration department acquired a shiny new press brake in January. A Durma CNC press brake from Winterwijkse Tuwi, a specialist in metalwork machinery. It is capable of bending large volumes of metal. The ultramodern brake will provide greater efficiency and precision during the production of such items as voltage screens and ventilation grates. This new addition constitutes yet another step forward in innovation for our production capabilities!

Faraday cage

"Teylers large electrostatic generator". It sounds like something from the future. And that is what it was when the machine was built in 1784. It consists of a large rotating glass disc that generates a large amount of crackling static electricity by friction. The machine was part of the Teylers Museum, where Nobel Prize winner Hendrik Antoon Lorentz was later to have his laboratory. For the scientist, famous for his research into electromagnetism, the lab was a theatre in which to stage numerous studies, experiments and demonstrations. And Lorentz' work at the Teylers Museum was shared with such influential minds as Einstein. In May 2017, the original laboratory will be brought back to life by the opening of a new Lorentz Laboratory in the Teylers Museum.



TechTextil 2017: connecting the future

Thinking outside the box leads to new opportunities! A thought we will certainly hold when presenting our woven wire mesh at TechTextil in Frankfurt from 9 to 12 May. The trade fair will be visited by professionals involved in technical textile innovations. There will be many such innovations in the booth we are sharing with technical textile specialists DWI, DIT and Lankhorst Yarns. By introducing our product to the public at this event, we hope to instigate a dialogue about the possibilities of our wire mesh in this market segment. With our expertise, are we not able to offer something of value? Will woven wire mesh fill a gap in the technical textile market? We will find out in Frankfurt!

www.techtextil.messefrankfurt.com



techtextil

Pioneering in India

The same pioneering quest for innovation and inspiration that will soon lead us to Frankfurt also recently took us to India! On 14, 15, 16 and 17 February, Product Manager Sil and International Account Manager Luuk discovered what "100 years of Dutch quality" meant in Mumbai. Dutch quality stood out against the mass-produced product of local mesh suppliers and led to many inquiries. After critically evaluating these, we will decide if we want to place our high-quality products on the Indian market, in notable contrast to the normal import/export flow.

The new lab includes a working replica of the Large Electrostatic Generator. This machine is a high-voltage generator that produces electrical discharges and emits electromagnetic radiation. To protect the public, employees and building infrastructure, we designed, built and installed a Faraday cage. The charged parts of the machine are located inside it. The design of the cage is fully in keeping with a hundred-year-old lab. Despite several openings (such as that of the driveshaft shaped like a tuning fork, as shown in the photo on the left page), it is completely sealed. It therefore provides a safe radiation shield while allowing visitors a good view. We are proud to be part of this historical project. The Grand Opening, by invitation only, is scheduled for May 17th, after which the Lorentz Lab will be open to the public. www.teylersmuseum.nl



OUR PROFESSION

SET-UP, PRE-FORMING, WEAVING, MONITORING AND DE-BEAMING

Sjaak and Heinz: Colleagues through thick and thin for 38 years. Literally. Sjaak weaves heavy wire mesh; Heinz looks after the fine weaving process on the other side of the factory. In 1979, the two then very young men came to the Dinxperlo factory to learn the trade from their predecessors. The profession in which they have now become grandmasters is mesh weaving.

Grandmasters in weaving

The two men laugh proudly at our words: "Grandmasters in mesh weaving... that sounds really nice," Heinz observes thoughtfully. They learned the profession from their predecessors, who had in turn learned it from those who had gone before them. As Heinz remarks, "I find it remarkable that we have now been nurturing a highly respected craft for 100 years." When we asked the two of them what the profession will look like in another 100 years, Sjaak answered resolutely: "A mesh weaver will always remain a mesh weaver. Our profession has changed little over the last 38 years. The machinery has improved, of course, and things are automated where possible. The process has therefore become more efficient, safer, easier and more reliable. I expect that the innovation that the whole company focuses on will continue into the future." Heinz takes us to see two machines in the corner of the hall, where he explains: "These are shuttle weaving looms left over from the time when the process was still being done by hand. We still use them for very specific tasks. It is great that we still possess this skill!"



Heavy and fine

Sjaak is a heavy wire mesh weaver, while Heinz is a fine wire mesh weaver. Does that make so much difference? Pointing to the two impressive tamping machines in the corner of the hall, Sjaak answers: "These heavy-duty weaving machines are among the heaviest in the world. The wire coils each weigh between 20 and 25 kilos. After we have loaded them onto a beam, it weighs around 2500 kilos. We make this into rolls weighing 600 kilos each." In the heavy process, the manual beaming and threading that we described in the previous issue of the magazine is done by the machines themselves. Prior to weaving, the rigid thick weft wire is mechanically pre-formed so that it can easily be properly drawn through the mesh. Heinz takes us to his department, where we stand in the aisle between smaller weaving machines. Around us, we see different types of mesh on each machine. As Heinz remarks, "I work with up to fourteen machines, each with different settings, such as wire and mesh size. The finest mesh that I have ever woven was filter mesh, with 500 wires to the inch and a wire thickness of 0.025 mm. This is so fine that it resembles the material of a T-shirt. We regularly produce tress mesh with about 400 wires per inch, which is also super fine."

1. Beaming

During the fine-mesh weaving process, winding chain wires from the spools onto the beam is a preparatory task performed by "beamers". In the heavy process, beaming occurs in the weaving machine.

2. Threading

In the heavy process, the threading of the wires in the healdings of the reed occurs in the machine. In the fine process, this is done by threading employees during preparation.

3. Machine setting

The heavy and fine weaving machines are configured by mesh weavers in accordance with the specifications on the order form.

4. Pre-forming of wire

Depending on specifications, weft wires may be preformed by machine prior to the weaving process. This enables rigid wires to be properly incorporated in the mesh.

5. Weaving and monitoring

The actual weaving process in which the horizontal warp and vertical weft wires come together is performed by the weaving machines, while the mesh weavers closely monitor the process.

6. De-beaming

During the weaving process, the mesh is wound around the beam. Once it is completed, the mesh is removed for further processing or transport.



OUR CONNECTION WITH... ...HOTELS AND CATERING, INDUSTRY AND THE MEDICAL SECTOR

You will find our mesh all over the world - in cars, ships, buildings, machines, zoos, greenhouses and even sports settings. In each edition of 'Our Connection with...', we'll be putting a particular wire-mesh application in the spotlight. Following horticulture and the filter industry, we now focus on Breviline, a broad all-rounder. The company develops mesh products for hotels and catering, industry and even the medical sector!

Craftsmanship

Resembling the small, younger brother of Wire Weaving Dinxperlo, Breviline is located in Mijdrecht. While talking with owner Rik Sauerbreij, we heard in the background the stamping sound of metalworking machines that we immediately recognised from our own factory. The businessman passionately told us: "I like the atmosphere of a traditional production company like this one. I find it extremely attractive. It is wonderful to see the weaving process in Dinxperlo with all those wires and reels!" In this production hall, modern bending machines stand neatly alongside welding robots and press brakes. Rik continues: "We have marvellous machines that yield very high efficiency and precision with consistent quality, but ultimately it is still the people who make the products! Should our computer-controlled bending machine break down tomorrow, there are people ready to bend and shape the wire and mesh by hand. That's proof of real craftsmanship."



In Use

Mesh from Dinxperlo is processed in Mijdrecht into stainless steel baskets, grates and filters used in hotels, catering, industry and the medical world. The largest market is filters for the cleaning industry. As Rik notes, "Our quality is what distinguishes us. Dutch quality means that products are simply better built than the Chinese stuff and, in this way, we have earned our right to exist for nearly 70 years. For example, hospitals impose sky-high requirements. But we are easily able to meet them. This is not just because our customer requires it but because we want to do it. The market can expect top quality from us. That's what we stand for."

The specifications

Mesh is a prominent element in Breviline's products. As Rik explains: "Your final product is literally the starting point for our solutions. We use your mesh samples during sales meetings to demonstrate the many possibilities for our products. We then make them into exactly what the customer wants, no matter if it involves a single mesh basket or 500 filter baskets. We have been using only Dinxperlo mesh for a long time now. Our growth has been substantial in recent years, in terms of both sales and diversity. We are producing more and more products that require more types of mesh. It is important to us that Wire Weaving Dinxperlo can provide the diversity within its company. Together, we always determine the best possible mesh for any specific task. We mainly use woven stainless-steel mesh with a mesh size of 6mm. This is a good material to work with."

Our Co-operation

Rik regards his partners at Wire Weaving Dinxperlo more as colleagues than suppliers. "Wim, Luuk and Sil are simply fantastic people, easy to get along with," he explains. "If I want to know something, I just call and we work together on the best solution. We may, of course, also have discussions, but such exchanges should always be possible. Mutual respect allows us to arrive at a great solution, and that is a very important factor. People make a company. That's what it is all about: the fact that you feel at home somewhere. If that feeling is right, then doing business is something that is fun and you win twice over!"



Team Breviline with Rik Sauerbreij on the left



Our Connection with...

Breviline ↔ Wire Weaving Dinxperlo

Breviline, which was called "Verboom's Draadwarenbedrijf" until 2015, specialises in the manufacture of stainless-steel wire products and wire mesh for hotels and catering, industry and medical applications. The organisation is a European market leader in deep-fry baskets, chip scoops, pasta baskets and gastronomy grids. All products are custom manufactured by experienced professionals in the modern manufacturing facility in Mijdrecht. Breviline is able to produce custom solutions in large and small numbers.

WARP & WEFT BY...

...LUUK HOOPMAN, INTERNATIONAL ACCOUNT MANAGER

Customers, suppliers, employees, directors... everyone has his or her own perspective on Wire Weaving Dinxperlo. In each edition of 'Warp & Weft by...', we'll be taking a closer look at our company and product through the eyes of someone different. This time we will be examining the warp and weft of our company through the eyes of International Account Manager Luuk Hoopman.

What does the commercial team of Wire Weaving Dinxperlo look like?

"The team, five men and one woman, serves all Wire Weaving Dinxperlo customers. Our Product Managers Wim, Sil and Linda work on customer promotion from their home base in Dinxperlo. Back office employee Björn supports them in practical areas such as order confirmations and the monitoring of delivery times. As International Account Managers, Theo and I are primarily concerned with visiting customers and partners, attending trade fairs and organising network sessions. As market monitors, we find out what is going on and can get involved with our products and services at the appropriate time. We acquire knowledge from our customers and partners that we can re-apply elsewhere. That's what I like about the work here. We are mainly involved in the exchange of knowledge."

Wire Weaving is active in more than thirty sectors. Doesn't this make things difficult?

"I am very curious by nature. I love to talk with an architect at a zoo about the best possible mesh for cockatoo cages in the morning, and meet with a process technician from a chemical company in the afternoon to discuss reactor tank screens while being called en route by a construction customer about reinforcement mesh."

The diversity is great! Although the broad focus makes it hard to be properly informed about any given area. This means our department is to be reorganised. Everyone will be given his or her specialisation, so that we can become more familiar with particular markets. Our customer will certainly notice the difference!"

Will this change many things for your customers?

"I am convinced that the greater expertise will result in a knowledge gain for our customers. Not just because a specialised focus will enable us to provide more concrete assistance but also because it will give us the freedom to collaborate more intensively. When you can understand each other better, you can make greater use of each other's knowledge. This is important. For some partners, specialisation will be associated with new faces. For example, Theo Nijenhuis is now responsible for everything to do with our epoxy coated mesh, enabling us to provide a higher level of service for our epoxy coated steel mesh customers. With specialisation being taken very seriously in Dinxperlo during this transition phase, we will benefit from each other's growing specialisations."

Will there be other changes?

"We live in a fast moving, innovative world in which we wish to play a leading role. We do not want to wait for our customers to request something from us but like to be proactive with improvements. We are working with smart selling, a perspective that will structurally stimulate our innovation processes. I am actively involved and see it as an exciting and inspiring development. We will start a phased roll-out in May but, because everyone is involved, I have already noticed it within our company."

Are you entirely at home here?

"Absolutely! I came here in 2001 as a junior salesman in the field. I was placed in a car and sent on the road to be thrown to the wolves. After seven years, I took my experience to another company, since hardly anyone works for 10 years for the same employer. I quickly discovered that I was not happy with selling products from a catalogue and went back to Dinxperlo. I have now been back at my old nest for another eight years, and it feels great. Wire Weaving Dinxperlo gives employees plenty of opportunity to develop themselves. If you have ambition, anything is possible here! That is, I believe, why many people have been employed here for so long."





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