



WIRE WEAVING  
DINXPERLO

04

February 2018

# CONNECT

M A G A Z I N E



ENDLESS

CONNECTION

## 06 OUR PROFESSION

Winding, configuring,  
threading, setting  
and monitoring

## 08 OUR CONNECTION WITH...

...the seed industry

## 10 WARP & WEFT BY...

...Rogier Besselink,  
Logistic Manager





**WIRE WEAVING  
DINXPERLO**

## ONE HUNDRED YEARS OF WIRE MESH EXPERTISE

Wire Weaving Dinxperlo is your partner for high-grade wire mesh products - whether you need a fine-meshed wire filter for an industrial application, welded flower mesh for horticultural industry or woven designer mesh for an exclusive building façade. We've been producing a wide range of wire mesh solutions for customers around the world since 1917.

## ENDLESS CONNECTION

We love to connect. Whether it concerns connecting with people, connecting with customers or simply connecting wire! We seek long-lasting connections that our customers can rely on!

### We're already well connected in the following sectors:

- horticulture
- design
- construction
- burners
- aviaries
- EMI/RFI shielding
- filtration
- machine construction
- oil and gas
- screen printing
- Shipbuilding
- packaging
- automotive
- food industry
- chemicals

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**ENDLESS**

**CONNECTION**

# FOREWORD

## Focus makes the difference



Following a festive anniversary year, in which we made an unforgettable journey with our professionals, celebrated our intense collaboration with you, and respectfully looked back on our eventful history, it is now time to seriously focus on the future.

As you can read later in this magazine, our management team has been reinforced with Frank te Hennepe, Chief Operating Officer. With his extensive experience in logistics, engineering and production management, he will be a strong addition to the Wire Weaving Dinxperlo team, assisting us to even further professionalise our wonderful company.

Frank's arrival provides me with some space. Space to focus. Focus on new markets, new applications. Focus on our people, on our craftsmanship. And especially... focus on you, on what you as a buyer demand from us. By listening to you, we are able to make the products that allow you to make a difference. To meet your objectives.

Are there any challenges, ideas or ambitions to which we can make the difference with our product? Please inspire us! After all, together we can achieve more.

From Dinxperlo, I hope you enjoy reading this magazine!

Kind regards,

Puck van Holsteijn  
CFO  
Wire Weaving Dinxperlo

# CONTENT

## 04 **LIVE WIRE!**

## 06 **OUR PROFESSION**

Winding, configuring, threading, setting up and monitoring

## 08 **OUR CONNECTION WITH...**

...the seed industry

## 10 **WARP & WEFT BY...**

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## LIVE WIRE!

### 13 - 15 March: Filtech in Cologne

At Filtech in Cologne, Germany, more than 380 exhibitors from various industries will present their ultimate filtration solutions. Naturally, we will be present to demonstrate the possibilities of woven and welded mesh, filters and sieves to the visiting professionals. We will present our high-grade solutions to visitors from all over the world and show them what Dutch quality means. See you in Cologne at stand D20 in Hall 11.1! [www.filtech.de](http://www.filtech.de)



### 11 - 15 June: Achema in Frankfurt

Will you note it in your diary? From 11 through 15 June 2018, Messe Frankfurt will focus on chemical engineering and the process industry during Achema. In 2015, no less than 3849 exhibitors presented themselves at this large, tri-annual international trade fair. Focusing on 'encounters', this year's theme of our stand is... you! As such, you are cordially invited to drop by for an informal chat. [www.achema.de](http://www.achema.de)



# FILTECH

### 20 - 23 March: ESEF in Utrecht

ESEF is the second trade fair this year. It will be held from 20 through 23 March in Utrecht, the Netherlands. More than 425 suppliers from the manufacturing industry will inspire you with their state-of-the-art materials, components, techniques and strategies for your company. You will find our diverse range of wire mesh products at stand 01.E134, where our professionals will be happy to inform you about our numerous options. Please send an e-mail to [s.heusinkveld@wireweaving.com](mailto:s.heusinkveld@wireweaving.com) for free tickets! [www.esef.nl](http://www.esef.nl)



ACHEMA2018

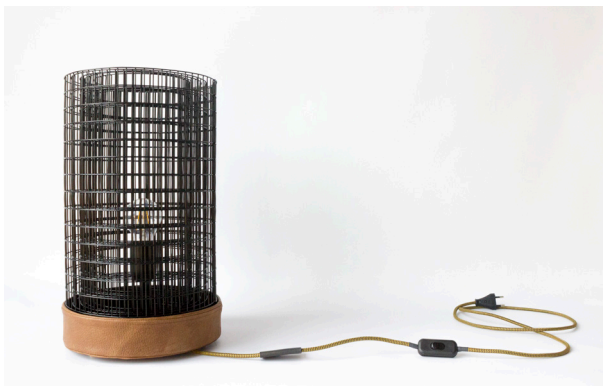
### New to our team: COO Frank te Hennepe

Many of you have already met Frank te Hennepe, our new Chief Operating Officer. He has a great deal of experience in managing large and medium-sized manufacturing companies, and as from August 2017, he will carry final responsibility for logistics, engineering and production at Wire Weaving Dinxperlo. Side-by-side with Chief Financial Officer Puck van Holsteijn, who will now be able to fully focus on the commercial and financial aspects of the business, he will make sure that we are able to serve you even better with our Lean Manufacturing and client-oriented improvement & innovation. Frank aims to realise continuous improvement in the area of quality, delivery reliability, productivity and stock levels. You will experience this further professionalisation in terms of optimal communication, service provision, delivery time and price-quality ratio.



### Thijs Pothoff, pleased to meet you

After almost a year of internal (product) training, Thijs is ready to get cracking. As of 2018, our brand-new account manager will visit you to introduce himself. Thijs, who was born and bred in the Dutch Achterhoek region, can't wait to get started and find the ultimate mesh solutions for your applications together with you. As a result of his background as Operational Key Account Manager in the logistics field, he is used to focusing on the efficiency of processes. Do you have a question for Thijs? Don't hesitate and get in touch with him on **+31 (0)315 - 65 98 18** or at **t.pothoff@wireweaving.com**.

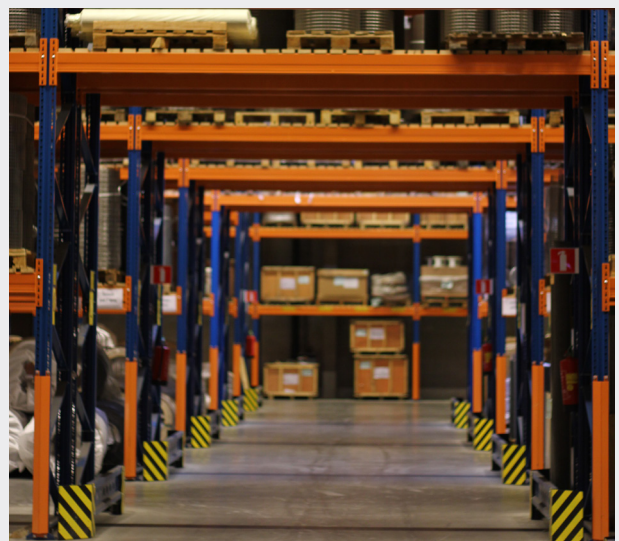


### The beauty of wire mesh

To us, wire mesh is so much more than just a functional high-quality product. In order to present the beauty of woven and welded wire mesh to the world, we launched the Wired People brand in 2016. In addition to the mesh wall decoration containing your own image, two traditionally-developed lamp series will soon be available. Crazy about mesh too? Follow us on Facebook and Instagram, or visit [www.wiredpeople.nl](http://www.wiredpeople.nl) to introduce this industrial design to your living room or company.

### A strong entity

Together with Christian Ostermeier, who is greatly experienced in Lean practices, we will try to find ways to improve our processes within Wire Weaving Dinxperlo over the coming years. COO Frank te Hennepe: "Here at Dinxperlo, we have terrific professionals working for us. With Christian's help, we will step-by-step become acquainted with the power of Lean. With our professional knowledge and Christian's experience in change processes using Lean tools, we will together examine whether processes can be made more efficient, safer, more reliable, or simply easier. I expect it to be an exciting process, in which the various departments will become increasingly intertwined. By allowing the professionals to become familiar with each other's methods and by improving the fine tuning of our planning, an even stronger entity will emerge."





## OUR PROFESSION

# WINDING, CONFIGURING, PULLING

After the drawing, beaming and weaving department, it is time to talk to our welders in this fourth edition of "Our profession". Jan, Dennis, Asmerom, Andre and Roman are the newcomers to the team. Frank, Johnny and Georg, with a combined total of 117 years of experience, can safely be called old hands. In the canteen, they talk about their profession: mesh welding.

### Can you weld?

Georg: "When I applied here 37 years ago I was asked whether I could weld. Well, I certainly could, because I'd been trained as a machine construction worker. But when I entered the factory for the first time, I saw those enormous spot welding machines. Machine welding was a different kettle of fish," he remembers fondly.

### Under control

Frank is the jack-of-all-trades within the team. Setting up, installing, cutting and the final check: he has it all under control. How do you go about transferring that knowledge to the younger generation? Frank: "Simply by showing them. A lot of people think that it's a piece of cake. Chuck the wires in, push a few buttons, and the machine will do the rest. But that's not the way it is. It takes at least three years before you are familiar with the entire process."

### From start to finish

Johnny has worked at almost every Wire Weaving Dinxperlo department over the past 50 years, just as his father and grandfather did. He has been the flower mesh specialist of the welder's team for 12 years now.



### 1. Winding

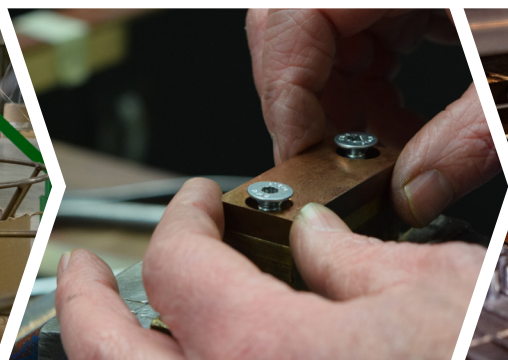
First, the large wire spools are divided across the smaller spools. The smaller spools are placed in the rack or arranged in a row.

### 2. Configuring

After the electrodes have been prepared, the upper and lower electrodes are arranged in the welding machine and the shaft is set.

### 3 Threading

The metal wires are pulled into the slots of the shaft one at a time. This is a precise job.





# IN, SETTING UP AND MONITORING



What attracts him to the work in this department? Johnny: "I like the fact that you can make the whole product yourself here. Now that I've been doing this for a while, I can basically do the whole process myself from start to finish: winding, configuring and setting up. Then, you make sure the machine delivers quality."

## Just acting normal

The welders are not fans of trouble and fuss. "Here, you have to behave like a normal person," says Georg. He continues: "The atmosphere is good, but it is a serious profession and you have to remain sharp." Both his colleagues nod in approval and Frank adds: "What is important here is that you listen, accept what you're being told and really want to learn the profession." Asmerom, the welder, is cited as an example. He came to the Netherlands from Eritrea four years ago. Johnny: "In Eritrea, he pushed a plough behind a cow. Although he has no technical background, he is doing well here. He really wants to do the job. We always walk up the stairs. He runs. That mentality will take you far here."

## Five machines

The Dinxperlo plant is equipped with five welding machines of four different types. Depending on the desired wire gauges, mesh widths and types of material, the right machine is selected. The diversity in machines is what makes this department so challenging, according to the men.

### 4. Setting mesh specifications

The weft and warp meshes are set digitally in order to achieve the desired mesh specifications.

### 5. Setting the welding current

The number of impulses, the flow time and the contact time of the welding machine is set as well.

### 6. Monitoring

The cutting die for cutting the mesh is set and the machine is started. The team will monitor the process as well as the result.





# OUR CONNECTION WITH... ...THE SEED INDUSTRY

You will encounter our mesh all over the world. In cars, ships, buildings, zoos, flower greenhouses, even in sports. In the section 'OUR CONNECTION WITH...' we spotlight a different mesh application every edition. In this, the fourth edition, you can learn more about mesh in sowing seed processing machines.

## The rotary fluid bed dryer

Wire Weaving Dinxperlo's mesh plays an important role in moving seeds around. Where other machine builders use vibration to transport the bulk goods from A to B during the drying process, Hoopman equipment & engineering has created a continuous flow using a mesh-covered auger. In a closed drum made of wire mesh, a fluidized bed is created with specially perforated synthetic canvas, ensuring that the product is dried well, controlled and efficiently. Hoopman Key Account Manager & Project Engineer Mark Bretveld: "Vibration on an open bed results in loss of control of retention time of seeds during the process. Also, the product is damaged by the grinding effect of the so-called auger in trough. This is not what our clients want. In our rotary fluid bed dryer, the seed hovers continuously inside the drum, and the material is homogeneously dried and dedusted without damage or losses."

## Processing plant

The drum with the wire mesh is the heart of the entire coating installation. Mark describes the machine as a mini factory - a processing plant where valuable seeds are treated: "In addition to the rotary fluid bed dryer, the machine also contains a platform, a coater - where the seeds receive their coating - controls and an exhaust mechanism. Because it's a closed system, we can accurately influence the duration and air temperature. Using the various compartments, we ensure

that every seed is handled homogeneously. That accuracy makes our product extremely unique and valuable to the seed industry."

## Pioneering together

Wire Weaving Dinxperlo and Hoopman have been located close to each other for more than a century. As such, it comes as no surprise that Wire Weaving Dinxperlo has been producing sieves for Hoopman equipment & engineering for many decades now. Mark: "Wire Weaving Dinxperlo has a wide assortment and short lines of communication, allowing them to respond quickly and provide input. They always respond promptly to a problem or a question. If one of our clients' casings breaks, Dinxperlo is capable of acting instantly. That degree of reliability is important. So, if we need wire mesh in or around something, there's only one party we call: Wire Weaving Dinxperlo." When Hoopman equipment & engineering developed the rotary fluid bed dryer in 2006, Wire Weaving Dinxperlo again proved to be the logical partner. Mark: "Together with the engineers of Wire Weaving Dinxperlo, we have pioneered quite extensively with a fixed mesh sleeve that perfectly fits the auger blades. Any space would be disastrous for our installation, you see. It was an intense process. Together, we have looked for wear-resistant material and a good process, which we have further developed through practical application in recent years."



*A large dryer with the  
mesh drum visible under the open hood*



### The mesh product

Today, our collaboration runs without a hitch. Hoopman produces the mechanical part of the auger and takes it to Dinxperlo. There, the wear-resistant duplex stainless steel mesh that was woven especially for Hoopman is in stock, in two mesh widths. Using a template, the Wire Weaving team welds the mesh sleeve to fit the auger. In Aalten, the Hoopman team carefully hangs the auger in the sleeve and tensions it. The sleeve that is produced is registered in Dinxperlo, allowing the company to act quickly if replacement is needed.



Key Account Manager & Project Engineer Mark Bretveld

*The commissioning of a large installation in New Zealand*



### Our connection with...

#### Hoopman Equipment & Engineering <=> Wire Weaving Dinxperlo

In Aalten, near to Dinxperlo, Hoopman equipment & engineering constructs a range of machines for the sowing seed sector. For many years, the majority of the team stood in the shoes of their target group while working as process technologists themselves. As such, they are capable of providing expert advice to clients. Being client-oriented, and providing quick service and good after sales together ensure that the machines made by Hoopman equipment & engineering are used all over the world for disinfecting, drying, (film) coating, priming, sorting, dedusting and transporting sowing seeds. All mesh applications in its machines, such as the rotary fluid bed dryer, have been produced by Dinxperlo for years. The Hoopman Group and its five subsidiaries, including Hoopman equipment & engineering, are ready to serve companies throughout the food industry chain.





# WARP & WEFT BY... ...ROGIER BESSELINK, LO

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 Logistic Manager Rogier Besselink.

## What does the Wire Weaving Dinxperlo Logistic team look like?

"It consists of seven men and one woman, Anita. Most of them were already working here when I was born. Their years of experience make sure that everyone knows exactly what has to happen and that they throw their weight behind their work. That typical down-to-earth Dinxperlo get-the-job-done mentality - I'm proud of that. No matter how busy it is, together, we always get things done."

## What tasks does your team have?

"Everyone has their own specialties and responsibilities. We take care of receiving, checking and storing the incoming goods, and then take them to the right location within the company. Then there are of course the outgoing mesh products, which we cut to length and package carefully. We package products using greaseproof paper, shrink film or wooden crates. Wijnand tailor-makes our pallets and wooden packaging in our own sawmill. Once you have seen how squeaky clean his department is, you will understand how serious he is about his profession. It's wonderful."





# GISTIC MANAGER



**Previously, you did the same work for another company. What is different here?**

"Everything. Previously, I was employee number 5139 within a large American concern. At Wire Weaving Dinxperlo, I am Rogier and I'm valued as a colleague. You wouldn't believe how different the mentality here is. I entered the company as a temporary replacement for Suzanne two years ago. We were both pleased with the work I delivered. Suzanne wanted to grow towards a position in the office and she got the opportunity to do so. I was then offered a permanent contract. I am very satisfied. If it was up to me, I would continue to work here for many years to come!"

*"Just like you want any package you receive yourself to look. That is our standard."*

**What is your department's contribution to the end product?**

"With our checks and proper packaging, we contribute to the quality of the wire mesh. It must be properly packaged and look tidy. Just like you want any package you receive yourself to look. That is our standard. That is how we send off our products. Because everyone is very committed to the product, the quality of the end product is guaranteed in a natural way. We are all really proud of our mesh. If there's anything wrong with it, we will not ship it. Simple as that."

**Do you manage a stock?**

"Yes we do. We have quite a bit of mesh in stock, which allows us to deliver the right mesh products to our customers quickly. The preparatory work for producing mesh for screen masks, for example, is extremely labour-intensive. The material is therefore expensive and has a long lead time. For that reason, we produce this type of mesh in larger quantities, which we store safely and deliver to our clients when ordered."

**What do you like about your profession?**

"I love to pull the strings to get the product to the customer in time; being the spider in the web. Often, things happen all at once here in the department. Trucks and containers with wire are unloading, other trucks are picking up mesh, there are people requiring information quickly, brief e-mail consultations, contacting other departments and suppliers - it's all part of the job. All that activity - I love it!"





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