

Visit report

Kunde/Customer: RELINEEUROPE Liner GmbH & Co KG, 76865 Rohrbach

Date: 13.09.2012

Participants: Gregor Schleicher, Dr. Stark, BUEGO.FOL;
Anke Masek, Ludwig Allmann, Stefan Reichel, RELINE Europe cc:

Gregor Schleicher, Dr. FS, Dr. Boutrid

Topic/Topics	Responsibility	Zu erledigt bis/ to be completed before									
1. outdoor films (new business) We have delivered so far (in week 30): <table> <tr> <td>Article:</td><td>Flat film, silver colored</td><td></td></tr> <tr> <td>Quality:</td><td>T632 (PE/PA/PE)</td><td>T632PAGR (PA/PA/PE)</td></tr> <tr> <td>Thickness:</td><td>230 my</td><td>230 my</td></tr> </table> We then delivered on 31.08.2012: T632PAGR (PA/PA/PE) BLUE, 230 µ Compared to the film previously used by RELINE, our film welds very well, but at approx. 10°C higher than the WB film (130°C instead of 120°C). However, this is not a problem for Reline. ALL exterior films supplied so far have been ok and have been qualified by RELINE. Ms. Masek would like to see a lower price or bonus as well as sample discounts. Mr. Reichel would technically like the colors to be "reversed": It can be slightly darker on the outside. On the inside, however, the film should be light! In principle, we would like to have a light blue color on the outside (we had on the inside of the sample) as well as on the inside of the film. However, the inside should be even lighter than the outside (light blue, light purple, white or light gray). Because of the risk of confusion if everything is called T632, Reline would like to have a different product designation for the outer films so that the products can be distinguished.	Article:	Flat film, silver colored		Quality:	T632 (PE/PA/PE)	T632PAGR (PA/PA/PE)	Thickness:	230 my	230 my		
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Quality:	T632 (PE/PA/PE)	T632PAGR (PA/PA/PE)									
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This is followed by a new order from RELINE for 5,000 running meters in width 1870 mm. Ms. Masek would like a (provisional) product data sheet for each of the exterior films. Also for the new formulations. ACTIONS: - Dr. Boutrid creates new recipe regarding colors - Set NEW product designation T.... or BFCR... so that the outer foils can be differentiated! - Send (preliminary) data sheets to RELINE	Everything: Dr. Boutrid, QM	ASAP Late. unt il the end of 10/2012
2. price, stock Exterior films will become a standard product for us at RELINE next year. Ms. Masek would like clarification on: Conditions, quantities, prices. We receive orders per year from RELINE (approx. every 3-4 months). Furthermore, RELINE currently has a warehouse available. This is to be used as a consignment warehouse for our products. GS considers this possible if there is also a purchase obligation on the part of RELINE. RELINE would then pay according to consumption. ACTION: - Ms. Masek sends us a list of the flat widths plus quantity for interior and exterior foils - Later price agreement, bonuses; GS and T. Waste	Ms. Masek GS, T. Waste	Till late. October longer term
3. Other for outer film - Printing desired with RELINE Europe lettering. Color yellow. ACTION: Ms. Masek sends us the data, i.e. BMP or GIF of the lettering, Pantone color tone, print data - No connection with fleece! - The outer film should become thinner later. RELINE's target would be up to 120 µ.	Mrs. Masek Dr. Boutrid	ASAP longer term

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4. Quality agreement/specs The quality agreement from our side was not yet available at the time of the visit. As further test criteria for our WPZ, RELINE would like to include measurement results for tear propagation resistance (here we have the trapezoid method), transparency (UV permeability Specord 200) as well as tests for tightness (here we have no test, as it is very difficult to realize). ACTIONS: • Update and release of the specification. • • Check for leaks? Yes/No?	GS RELINE QM	ASAP If required
5TH GHV L. Allmann notes that the GHV is very one-sided in favor of BUERGOFOL. In particular, point 3 vs. point 7, whereby BF is to buy and BF can sell the film freely to everyone. RELINE will only consider signing if we also offer RELINE something, such as e.g. 2 years exclusivity for products from the joint cooperation. The projects were described in too much detail. The general sentence: "Valid for all joint development projects" is sufficient ACTION: - Clarification of whether we grant RELINE exclusivity for 2 years. Otherwise deletion of point 3 of our GHV version - - Change project description to GHV	Dr. FS, GS KS	ASAP ASAP
6. inner foil RELINE is satisfied with our inner tube film (except for sticking in cold temperatures, "winter problem" with small diameters, less than 600 mm flat width), but they are always open to improvements. We mentioned our better separating inner films and that we will probably be sampling them in Nov. 2012. However, the film must not separate too well because it could fall onto the very hot UV lamp after the compressed air is released and catch fire. GS asked whether it is possible to visit a construction site yes. RELINE will let us know.		

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We received 1 kg of resin from RELINE for adhesion tests. ACTIONS: • Sampling with separating inner foils (silicone and wax) • • Reduction of COF on the PE side of our film (coefficients of friction static/dynamic against steel) • • Possibly include COF in Spec? (requested by Reline) • • Longitudinal welding unit GS still outstanding!	Dr. Boutrid/KS " GS	After patent application 11/12 " ASAP
7. new inner tube foil As is satisfied with our product, has RELINE currently no interest in the new inner tube film with better stretchability.		
8. combination foil/fleece Was no longer an issue.		
9. Sliding film RELINE was informed about our new development (AK 2000). The sample shown by KS was very interesting for Mr. Reichel. KS took the sample back with him. Ms. Masek once again pointed out the desired price on the part of RELINE. KS said that this is not yet an issue, as it is still undergoing technical testing. The film can also be made thinner later (e.g. 350 µ). Good sliding friction against the PA or PE side of the outer film used is important. ACTIONS: • Sample roll for DN 300 in width 500 mm on 76 mm plastic sleeve (water-resistant) • Production of sliding film AK 2000 in 350 µ and surface modifications! • Sampling of sliding film in 350 µ and 500 µ thickness. Variants of the film in 350 µ to improve the coefficients of friction: additives, spacers, structured roller, foaming • Measure the COF of the sliding foils with the outer foils!	Everything: Dr. Boutrid	october 2012
8. adhesive films Not an issue.		
9. other Ms. Masek is pregnant and will be in		

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maternity leave.		
10. next date: Ahead. January 2013.		

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