



**Doeke Holtrop, Bram Linders and Jasper Kruizinga.**

From “two men and a tool box” to a fully fledged engineering, service and training organisation, JDengineers of Holland have hit the ground running – especially with their collaboration in the Turbox speciality gluer.

**B**ased in the north of Holland, JDengineers was established in June 1999 by Doeke Holtrop and Jasper Kruizinga. Both had previously worked for Matech, a manufacturer of

ancillary equipment for the corrugated industry. Mr Holtrop had been a mechanical engineer for the company, as well as supervising installation of equipment and training of operators. Mr Kruizinga had been their chief electrical engineer. Having worked together on so many projects over many years, the two gentlemen had become close friends and in late 1998, they sat down one evening and decided to venture out on their own. The result was JDengineers, a partnership that provided dedicated service and installation for folder gluer equipment. The first 12 months was quite literally ‘two men and a tool box.’ Both worked from the back of their cars - but today, almost a decade after they set-up, the company employs over 20 people and generates a turnover in excess of €2.5 million.

#### Company evolution

The company has grown significantly over the last few years. Probably the single most important development was the

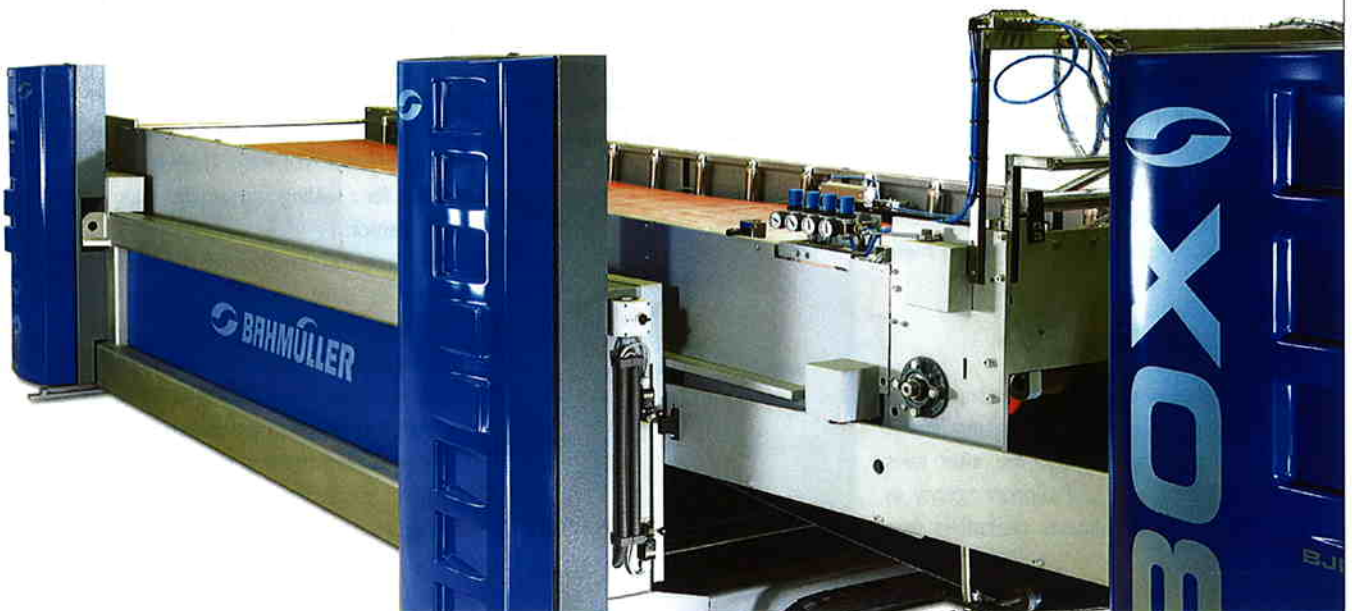
partnership with Bahmüller GmbH in developing the Turbox speciality gluer. “We have grown really fast over the last few years,” comments Mr Holtrop. “This has put a lot of pressure on Jasper and I, so we made the decision in November 2006 to appoint a Plant Manager – Bram Linders – to ensure that the factory runs smoothly while we are out in the field.”

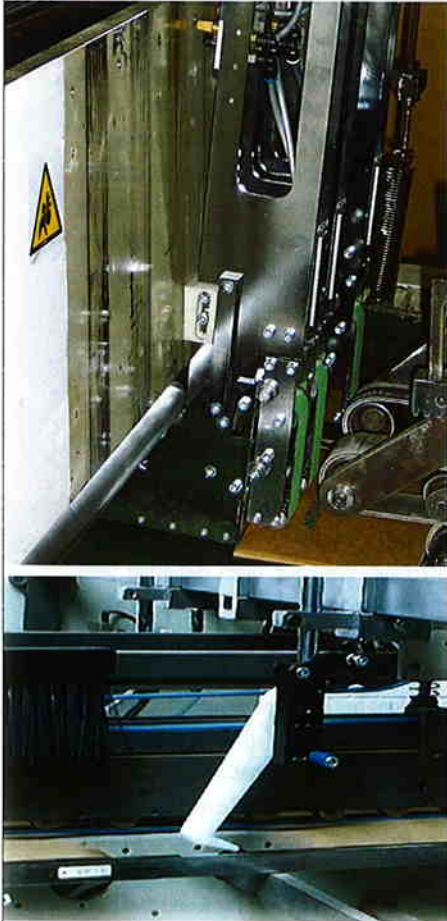
When the Turbox was brought to market, JDengineers and Bahmüller conservatively set a sales target of 10 machines by 2010. “As of February 2008, no fewer than nine machines have been sold,” confirms Mr Holtrop. “There is little doubt that the growth of Shelf Ready Packaging has driven the need for this new machine. We have been delighted with the market’s reaction to it. The excellent position in the market held by Bahmüller and our reputation for good engineering solutions has been the reason.”

“In designing the Turbox with Bahmüller, we enhanced and even developed complete systems that allowed us to grow the retrofit side of the business,” continues Mr Kruizinga. “There are many plants all over the world that have an old gluer sitting under a dust sheet. With time and some investment, we can get these machines back into main line production, enabling companies to benefit from this booming sector. While they may not end up as the fastest or most sophisticated machines running, we can get many years of additional life out these old gluers.”

## The **gluing** specialists

A report by Daniel Brunton





### Company investment

But it is not just personnel that the company has invested in. A streamlining of operations has been achieved with the implementation of a complete software management system (similar to SAP) that controls accounts, stock, work in progress and all aspects of the business. Additional factory space has also been developed and the factory has almost doubled in size in just under three years. "We have so many machines coming back to us for refurbishing that we needed to expand," says Mr Kruizinga. "Additionally, we are doing a lot more machining of parts for our extensive range of retrofit and upgrade packages, so we needed more room for growth.

### A complete service

As well as offering service and support for a wide range of converting machinery, the company are also the after sales service, training and support agency in Europe for Marumatsu die-cutters (not

UK, Eire or southern Europe) and Umetani printing machines. Holding over €400,000 of spare parts in stock for immediate despatch, the company also has milling and manufacturing facilities to make parts to OEM specification, again for immediate despatch to customers, 24 hours per day, 7 days per week. The final part of the company's portfolio is the production of a range of retrofit solutions to everyday problems encountered with converting machines.

### Not just service and spares

In addition to the sales and service role, JDengineers also offer dedicated training for operators on many types of converting machines. "The training aspect of our business is very important," explains Mr Linders. "It is during the training sessions that we get a good feel for the equipment in our customer's plant and this allows us to offer sales and spare parts advice when the time is right."

### Retrofits in detail

"With so many years experience with gluing equipment, we decided to develop solutions for some of the technical problems we encountered on almost a daily basis with older equipment," explains Mr Kruizinga. "Having developed these retrofit solutions, it became clear that we could market these products as complete units as opposed to just offering them as a quick fix." These retrofit solutions include:

**Box straighteners for folder gluers** – a straightening system for the conveyor section of the gluer. It fits most gluers and is designed for smaller boxes that are difficult to stack. It can straighten crash lock and RSC boxes at up to 15,000



pieces per hour. The system is easy to set up and is controlled by the glue control system, which means that jobs can be saved in the memory to reduce future set-ups. The company has also developed a straightening device for the final folding section of the gluer. Again, it can be fitted to most types of gluers and can be left in situ at all times.

**Servo drives for back folding** – a servo drive retro fit for older gluers that offers jam detection, batch counter, conveyor flow control and multiple operator panels. In addition, the system can control the glue system and has a modem for direct link trouble shooting from JD.

**Front folding hooks** – a high speed folding hook that is simple to use and easy to maintain.

**Lower glue applicator** – can be added to most gluers and has been developed to replace an old glue wheel system with a glue gun applicator.

**Top carrier** – a reliable, rigid solution to ensure perfect sheet transport. These top carriers can be delivered in many sizes.

**Speed controller** – a complete solution for variable belt speed. This unit can be installed to control either one belt or the entire machine speed. A touch screen interface with modem support ensures accurate control of the gluer at all times.

**Glue controller** – can independently control 32 glueheads over 16 sensors. The system is expandable up to 64 glueheads with 32 sensors. One bonus is that it can control all brands and types of glueheads. For each gluehead, 5 lines can be programmed. Stitching can be adjusted for each separate glue line, with a precision of 1 mm at a line speed of 300m per min. The system can be integrated with the backfold system. There is also an option for a folding and jam detection on each sensor.

"The secret of our success has been our ability to serve customers quickly and efficiently," concludes Mr Holtrop. "We try to stay as flexible as possible in the services that we offer boxmakers and strive to ensure that operators are trained well and machines keep running. In today's tough market conditions, this is increasingly appreciated by our customers."