



A Primer double HS lacquer dryer at Alcan Packaging (USA)

## A phoenix arises from its ashes

Since its foundation in 1995, Drytec has been producing drying and moisturising lines for the converting industry. In the wake of the 20th anniversary of the company, C2 asked managing director sales Bernward Kurpisch to talk about the company's development since its inception

**C2:** Mr Kurpisch, 20 years ago you and your partners founded Drytec. What was your main motivation for that?

**Bernward Kurpisch:** In 1995 both I and 14 other former employees of Pagendarm were unexpectedly faced with the company's decision to file for insolvency. This is why we decided to take matters into our own hands.

We knew how to construct good dryers and, thanks to our close ties with the industry, we already had our first order before the company was officially founded. When the customer – the Buhlsche Papierfabrik in Ettlingen, Germany – wanted to pay the first instalment, we didn't even have a company bank account.

**C2:** What happened after you had opened a bank account?

**B. Kurpisch:** From day one until today we managed to avoid the usage of any

foreign capital. I think our success can be put down to good timing. Investment into new machines was quite common in the aftermath of the economy crisis of 1992-93 so, in economic terms, it was a good time to start a business.

**C2:** Have you been able to reach your goals?

**B. Kurpisch:** After two years we had generated the turnover we had planned for after five years. Moreover, we had aimed at installing between 15 and 30 sections per year. In the fifth year, however, we had delivered more than 130 sections overall. We have kept this high level to this day.

Our portfolio comprises everything that is demanded on the drying market. Depending upon requirements, we construct flotation, roller or suction thermal dryers plus radiation-cross linked UV or IR dryers, and obviously our well-known moisturising lines.



A double silicone coater at Huhtamaki (Germany, now Infiana Group)

**C2:** How would you describe your customer structure?

**B. Kurpisch:** At first we mainly had orders from Europe and North America. Now Asia and, especially China, play an important role as well. Our customer structure is quite diverse. Many purchasers are single entrepreneurs that run their lines themselves but, in the last 10 years, we have increasingly supplied international corporations that are active globally.



Bernward Kurpisch (l.) and Jürgen Wahrmond from the Drytec management

This way we could expand into those countries in which these firms run production sites. Our dryers are

mainly used for the coating of web-type materials. The spectrum ranges from aluminium foils and plastic films to papers.

One can say that we can be found in all places where coating matters.

**C2:** Drytec is part of the Kroenert Group. How would you describe your role there?

**B. Kurpisch:** We are perfectly satisfied with our role inside the Kroenert Group, which has been a shareholder from the beginning and will keep 100% of our shares from 1 May 2015. We are the competence centre for drying, moisturising, and UV curing of web materials. All Kroenert lines are equipped with Drytec dryers. On average we generate 50% of our turnover with Kroenert. The other half is acquired on the market by our sales team.

**C2:** What is your turnover?

**B. Kurpisch:** Our annual turnover ranges between €15-20M/yr. This makes us the clear European number one in the construction of drying lines for the coating of web-type materials. ■

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