

## Massimiliano Giuliotto, 21 years of growth!

My working relationship with WPR began 21 years ago and continues to grow and strengthen. To be able to serve a demanding and dynamic markets you can never let your guard down.

I can proudly say that I was the first WPR employee! That's why my job has evolved over the years in a dynamic, sometimes hectic, but increasingly structured, way. The rapid growth of WPR has required, along with high-level technical skills, the introduction of specific roles and professionalism WPR-TAKA is undoubtedly the most customer-oriented company I have ever encountered and I am sure that this has been the secret weapon, the element that has allowed us to advance very quickly in the market, making us true market leaders.

We have followed our customers beyond

the simple supply of equipment or adhesives. We have become their partner in solving problems and creating solutions. We have done this by creating working groups such as the Academy and deploying our well-stocked team of technicians, whose sole purpose is to solve the problems of customers.

Over all these years I have had the honor and fortune to experience all the roles in the company, acquiring the awareness of the operation of each department and understanding the individual needs.

This has been invaluable both in understanding the challenges of each production phase as well as the challenges of each person involved in that specific task.

It has given me the tools and knowledge to be able to follow in a more dynamic

and prepared way the inevitable and rapid changes in our industry and the world in general.

My current role is a bit like the icing on the cake. I share the technical knowledge I've acquired with our sales team and I bring it to the customer on a silver platter while making sure that it is beneficial to them.

I believe that a commercial/technical combination is a winning strategy not only to face the market but also to lead the company in the technical direction necessary to meet market needs.

Improved technical communication between the market and the company definitely brings clarity on the objectives to be pursued in order to be more innovative and effective.



**MASSIMILIANO GIULIOTTO**  
TECHNICAL DIRECTOR

 ABOUT US

## Teamwork makes the difference!



Behind every machine, every melter, every primer system, and every single part produced at WPR-TAKA is the work of entire teams working together to meet the needs of our customers.

Today we want to show you one of those, the PRODUCTION team! These guys are the spirit that keeps us young. Their work ethic, collaboration and sensitivity

towards the customer make them one of the key tools to our success.

Always on the forefront, they witness the evolution of the market and they really understand the way each company works, so they quickly grasp the needs of each reality, transferring valuable information that allows us to adapt and create solutions.

The assemblers, technicians, installers, warehousemen and computer scientists work in close contact with each other with the common goal of delivering increasingly advanced wrapping solutions.

We are proud to have this great strength on our side, a team where each component puts every customer first and

makes every task a priority.

We would like to take this opportunity to say THANK YOU for your dedication and ask you to continue working with the freshness, optimism and availability that distinguishes you. We look forward to continuing to grow together, we are sure that with you by our side, success is assured!

# LOOKING AROUND

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**WE CARE!**  
THIS IS WHY WE ONLY USE  
PEFC CERTIFIED PAPER

## The planet we live on is the only one we have got.

This is becoming more apparent every day as we face increasingly extreme weather calamities around the globe, calamities for which we and our choices are partly to blame.

Most people tend to avoid addressing problems until they become difficult to solve; looking for easy and cheap ways to achieve their goals. Luckily, some people have a different approach and pragmatically look to a sustainable future for the generations to come.

There are many contributions we can make towards sustainability, from the small gesture of turning off the water while brushing our teeth, to being a company that adopts sustainable consu-

mption habits. WPR-TAKA is sensitive to what is happening to our planet and has been creating and following guidelines for years to make its economy circular and sustainable.

Our actions have an impact on the environment. We try our best to take paths that have the least impact on our ecosystem. First on the list is the supply of electricity. At TAKA energy is 100% generated by RECS certified renewable sources and a photovoltaic system that covers 50% of the plant's daily consumption.

Beyond the power supply, we evaluated our raw materials for packaging and chose only to use those that are recycled or that can be recycled.

As for the management of waste, we have chosen to only use waste-to-energy plants that transform waste back into energy. We do this without compromising quality in order to guarantee the durability of the finished product.

It is with this spirit of awareness that we have extended our ecological consciousness to all our business choices. One example is this latest issue of "Looking Around". It is now printed on recycled paper and delivered in envelopes from sustainable forests.

With everyone's effort, our children may inherit a better planet.

An important concept in ancient Greek philosophy stated, "no new element can come into existence where there was nothing before". This holds true today. It is important to consciously use the resources we have to make processes more and more efficient causing the least possible impact on our ecosystem.

"Nothing is created, nothing is destroyed, everything is transformed."

Law of Conservation of Mass, Lavoisier, 1789



GIACOMO COSTENARO  
PLANT MANAGER

Giacomo

## ACADEMY TIPS Green & PVC

Discussions of PVC and HMPUR seem counterintuitive to green and sustainability...

However, PVC laminated windows are among the "greenest" options available. They increase energy efficiency and can be recycled up to 7 times.

The quality of the window frame and its durability are directly related with energy savings. Even before getting to the window itself, many choices can be made to make the finished product as "green" as possible.

In order to make PVC lamination as green as possible there are several aspects of the operation that can be addressed resulting in maximum efficiency.

The PVC profile, primer, adhesive and decorative foil application all play a role in the ultimate efficiency of the operation. Beginning with the foil; it is usually supplied in reels that then need to be cut to size, which is where the slitters come into play.

The use of an automatic cutter, instead of a classic manual one, is a choice of

sustainability; an automatic cutter optimizes the cutting of the reels, saving up to 2mm on each side resulting in optimization of waste and less material consumption

A "green" approach to the priming phase involves using an automatic dosing system that reduces waste to the minimum. In these systems, the dosage is controlled by software that precisely manages the weight and is synchronised with the draft. A manual dosing of the primer leads to inevitable waste of material.

The choice of the primer itself can be "green" by moving towards LOW VOC primers that have a lower environmental impact and are used in smaller quantities [6-8 g/m2 instead of the 25-30 g/m2 of traditional solvent-based primers].

The use of the new LED UV lamps for primer inspection also helps to reduce waste and improve the final quality of the product.

During the wrapping phase, temperature is the key element. Heat is required to melt the adhesive, dry the primer, and apply the decorative foil. Heat means



energy, but how much heat is needed? Is it being wasted? Can it be regulated?

The use of pyrometers that automatically thermo-regulate the temperature of the heaters and lamps in the wrapping machine optimizes the amount of heat by minimizing energy expenditure.

By using the economy mode during the setup of the machine the melter enters a maintenance phase and uses a lower operating temperature resulting in energy savings as well.

Proper cleaning of the melter, the slot and the machine overall are also actions that, if done regularly, help the machine to function correctly and save energy, time and resources.

By embracing new generation technologies and sustainable chemistry, it is no longer contradictory to place "green" alongside PVC, the choice is up to us.

Lorenzo Munaro and Stefano Dissegna

## MICRO EMISSION ADHESIVES

### New regulations for POLYURETHANE ADHESIVES

Maurizio Carrer, TAKA's Technical Director, explains the key points of the new European regulations involving HMPUR adhesives:

For many years the adhesives industry has been using products subject to labelling due to their degree of hazard. POLYURETHANE ADHESIVES are one of these types. Because they contain isocyanates, they require specific labelling based on the European CLP regulation.

In 2020 a law was signed restricting and regulating products containing isocyanates.

The hygro-reactive polyurethane thermoforming agents (HMPUR) that TAKA produces for both the window sector (exterior) and the wood and furniture sector (interior) are involved in this new EU regulation EU 1140 of 2020. The current classification of HMPUR according to the percentage of free isocyanate in the products is as follows:

As shown in the table, according to current classification, the majority of products are in the first line (blue arrow). These adhesives must be labelled with a pictogram indicating its danger.

The guidelines for the use and handling of isocyanate products that will come into force on 24.08.2023 does not prohibit the use of products with free isocyanate above 0.1%, but allows companies two possible ways to follow:

1. Adhesives with a percentage of free isocyanate > 0.1% can be used after appropriate training of personnel. Training will be valid for 5 years, renewable on expiration.

2. The second possibility is to use products with a free isocyanate percentage lower than 0.1%, called Micro Emission (without hazard labelling), which do not require any training.

In accordance with its mission of environmental awareness and sustainability Taka has developed products with free isocyanate lower than 0.1% for the wrapping of both interior and exterior elements.

The application characteristics and the final performance of the products

remains unchanged from TAKA's standard products.

Maurizio Carrer



FOR MORE INFORMATION ON THE RANGE OF TAKA'S MICRO EMISSION PRODUCTS CONTACT US AT: [ACADEMY@WPRTAKA.IT](mailto:ACADEMY@WPRTAKA.IT)

## THE CUSTOMER'S VOICE

### CORTIZO: finding success in new generation technologies



ESTANISLAO SUÁREZ  
HEAD OF CORTIZO PVC



Cortizo, a leading company in the design and manufacturing of aluminium and PVC systems for architecture, is a European standard bearer in the sector.

They have more than 3200 employees and 9 production centres in Spain, France, Poland and Slovakia, as well as 31 distribution and logistics centres.

Last year their products were sold in 60 countries with sales of 701 million euros and production of 81,178 tons of aluminium and almost 2 million PVC bars.

With only 6 years in the PVC industry, Cortizo have positioned themselves as a market leader in the Iberian Peninsula by applying the expertise acquired over several decades of aluminium system production.

The key to Cortizo's success is innovation. Their Technological Centre houses an R+D+I team of a hundred architects and engineers. In the various geographical areas in which they operate they develop ad-hoc solutions in line with local requirements.

With this perspective, investment in new generation technologies is necessary and the choice to increase the already substantial WPR machine range with the new generation STRATO-L and LUNA was inevitable. Estanislao Suárez, Head of Cortizo PVC, says the choice is motivated by the design of the machines, "we see that they are made for the application of window profiles and are designed for optimal quality and efficiency".

Cortizo began working with WPR-TAKA in 2015, and currently their WPR machine park is very diverse: consisting of double, automatic, online wrapping systems and automatic slitters.

Suárez explains that WPR's ability to develop machines that can adapt to its high demands motivated them to strengthen this cooperation. "We see that WPR-TAKA are very focused on the window profile wrapping process, which is what we are interested in. They have been at the forefront of developing technologies and it's clear that they want to continue to progress and improve, it's a philosophy that is in line with ours", he added.

Speaking of adhesives, Estanislao Suárez regards TAKA as a reliable partner, with quality products and offering good service, specifying, "We are satisfied with the good service, and delivery but the most important thing for us is that they are reliable adhesives and primers that allow us to work with peace of mind and offer together with our profile and our production process, the highest quality."

We asked Estanislao Suárez, what brought them through 2020 and what new products Cortizo will launch in 2021: "As a

result of confinement, people have become aware of the importance of windows as an element of comfort in their homes, key to thermal and acoustic insulation. We believe that this aspect will drive the renovation market suggesting an immediate future with relative optimism."

For this reason during 2021, Cortizo will launch the "Passivhaus" window range, one of the most extensive on the market, with 4 PVC systems certified for the warm-temperate and cold-temperate categories with a Uw transmittance index of only 0.66 W/m²K.

Cortizo and Estanislao Suárez's vision of the future is clear: "New technologies must lead us to produce faster, more environmentally friendly and with fully automated quality control.

We at WPR-TAKA are confident that we are on the right track!