



125

YEARS

Kissel + Wolf

At home everywhere

KIWO • ARC • ULANO

Innovative solutions since 1893



DIVERSE SOLUTIONS

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Welcome!

Kissel + Wolf GmbH proudly celebrates its 125th anniversary – an occasion that we embrace with pleasure and gratitude. We attribute this milestone solely to the support and trust of our staff, customers and business associates.

Special thanks, therefore, go to our loyal and dedicated staff, who have enabled us to notch up great achievements and steady growth over the decades.

Since the company was founded in 1893 and acquired by the Eisenbeiss family in 1956, tradition and innovation have gone hand in hand. We place great importance in a long term and global outlook and in continuous investment in people and infrastructure. As a medium-sized company we are nimble and combined with the highest level of technical competence we are able to be close to our customers, which in turn allows us to recognize and tap into new market opportunities at an early stage.

We remain committed to highest performance in all that we do. In this, our past success motivates us to continue to excel in the future.

David R. Eisenbeiss
Shareholder

Gerhard Spies
Managing Director

Tammo Hess
Director of Sales
and Marketing

Jürgen Schwarz
Director of Production

Dr. Wolfgang Seffrin
Director of Research
& Development

AT HOME – WORLDWIDE

As a medium-sized family owned business based in Wiesloch near Heidelberg, Kissel + Wolf GmbH supplies chemical products worldwide for screen and textile printing; industrial, flock and special adhesives; cleaning agents; resists & coatings. We also offer services for product development and contract manufacturing.

In order to give the best support to our customers, we provide worldwide service and local liaison staff wherever possible. Distribution partners and end-users can therefore always rely on our know-how – across all borders and tailored to individual, local needs.



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The opening of the Kissel + Wolf Administration Building in 1973. From left to right:
Ilsegret Eisenbeiss, Thekla Eisenbeiss, Annabelle Eisenbeiss, Mr. Kerku, Ehrenhard Riedel, Richard F. Eisenbeiss

Rub the beans with your finger to enjoy the coffee flavour.

125 DYNAMIC YEARS

INDUSTRIAL REVOLUTION

Kissel + Wolf GmbH, founded in Mannheim in 1893 as a trading company for animal glues, developed into a regionally important specialist wholesaler until the company was destroyed at the end of World War II. In the post-war years, recovery was halting until 1956, when Geschwister Eisenbeiss GmbH took over the operation and relocated production to Wiesloch.

Geschwister Eisenbeiss, had been making brewer's pitch since 1876 (clear, resins for sealing wooden beer barrels) and preservatives for malt and coffee beans. The company relocated from Neustadt an der Weinstrasse, first to Heidelberg in 1902 and then to the present factory in Wiesloch. The period up until the Second World War saw the company prosper and grow, but preparations for the impending war finally killed the consumption of imported coffee. However, with caramel-based coatings for malted coffee, the company had a strong foothold, which ensured continuing sales.

GESCHWISTER EISENBEISS IN TRANSITION

With the outbreak of war in 1939, coffee imports were impossible and instead of malt coffee there was *ersatz* coffee. However, so that production could continue, plasticisers were manufactured under licence from Rhein Chemie AG and carried on until the spring of 1945. The Allied bombing of the railway station in Wiesloch-Walldorf also saw the complete destruction of our factory.

Reconstruction gradually started again after the war. Geschwister Eisenbeiss GmbH, however, never really got back on its feet. As additives for malted coffee and coffee glaze were no longer required, it was decided to manufacture products for the building industry and roofing-felt in bombed out Germany. But even this business did not materialise as expected. So the search for alternatives continued until finally a partnership was formed with Kissel + Wolf GmbH in Mannheim, then an independent manufacturer of animal and starch glues for paper processing.

DEVELOPMENT OF KISSEL + WOLF GMBH IN WIESLOCH

Ultimately Geschwister Eisenbeiss GmbH acquired the shares of Kissel + Wolf GmbH in 1956 and production was relocated in Wiesloch. With a few employees, a manufacturing plant was built. The focus was then on the production of adhesives.

Thanks to the entrepreneurial initiative of Richard F. Eisenbeiss, chemical products for screen and textile printing opened up new, promising business fields. At the beginning of the 1960s, the lacquer factory Albert Rose GmbH in Kaldenkirchen was acquired. As a result, sales in the textile printing industry expanded rapidly and the well-established international sales network of Albert Rose also jump-started Kissel + Wolf GmbH to become an export-oriented brand.

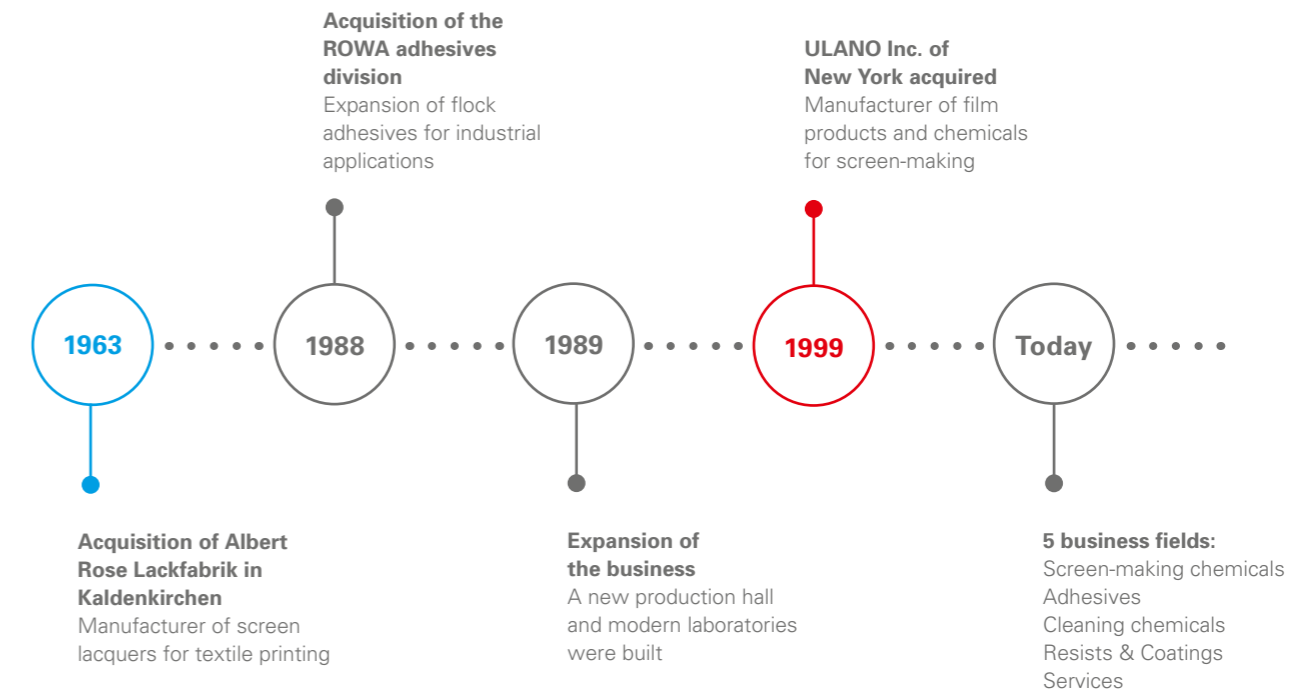
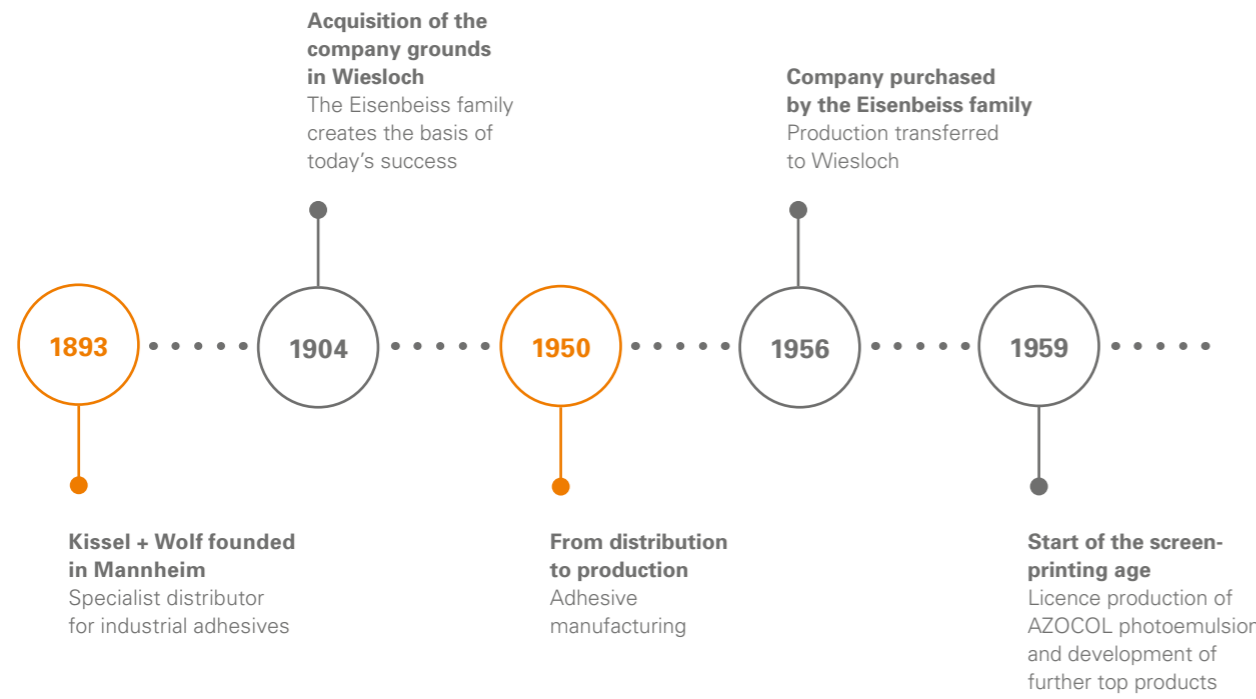
BUSINESS FIELD EXPANSION

In addition to production focussing on chemical products for screen and textile printing, the tradition of adhesive manufacturing was further developed and expanded. When Kissel + Wolf GmbH took over the ROWA adhesives production in 1988, it enlarged the flock adhesive range for industrial applications.

Another ground-breaking step, this time initiated by the next generation in the person of David R. Eisenbeiss, was the acquisition of the New York-based Ulano Corporation in 1999. With Ulano's comprehensive range of screenprinting films, the acquisition enabled further manufacturing expansion of stencil making products. A valuable additional brand was assimilated into the company group.

THE COMPANY TODAY

Today Kissel + Wolf GmbH is the mother company of the KIWO, ARC (Albert Rose Chemicals) and ULANO brands. The company's five business fields include chemical products for screen and textile printing, adhesives, cleaning agents, resists & coatings, as well as services. With competent distribution partners, Kissel + Wolf GmbH is active in more than 120 countries and is well positioned for future challenges.





Kissel + Wolf celebrates its 100th anniversary 1993. From left to right: Gerhard Spies, David R. Eisenbeiss, State Minister Gerhard Weiser, Richard F. Eisenbeiss, Mayor Gustav Bylow of Wiesloch



Beachten Sie die Kaffee-Verordnung

An unsere werten Abnehmer!

Am 1. Oktober 1930 trat die als Ausführungsbestimmung zum Lebensmittelgesetz erlassene Verordnung über Kaffee in Kraft.

Da die Bestimmungen der Verordnung noch nicht allen, die es angeht, genau bekannt sind, überdies auch in letzter Zeit »Aufklärungsrundschreiben« mit zum Teil irreführenden Angaben verbreitet wurden, gestatten wir uns, nachstehend auf eine Reihe wichtiger Bestimmungen besonders hinzuweisen.

1 Kandierter Kaffee (§ 5, Ziffer 9, 10 und 11)

Zum Kandieren von Kaffee darf benützt werden: Rüben-, Rohr- und Stärkezucker. Auf 100 Teile Kaffee dürfen in keinem Falle mehr als 8 Teile Zucker verwendet werden. Auch darf kandierter Kaffee nicht mehr als 4 Hundertteile abwaschbare Stoffe enthalten. Im Verkehr muß kandierter Kaffee stets als solcher gekennzeichnet werden.

2 Glasierter Kaffee (§ 5, Ziffer 10 und 12) 9, 12 und 13

Als Mittel zum Glasieren von Kaffee sind zugelassen: arsenfreier Schellack sowie andere gesundheitsunschädliche Harze und Wachse oder Gemische von solchen. Auf 100 Teile rohen Kaffee dürfen bis zu 0,5 Teile (½ v. H.) Glasurmittel verwendet werden.

Einer Kennzeichnung von glasiertem Kaffee bedarf es im Verkehr nicht.

3 Kandierter und glasierter Kaffee

In den unter 1 und 2 angegebenen Grenzen darf Kaffee sowohl kandiert als auch glasiert werden. Dergestalt behandelter Kaffee muß im Verkehr als kandierter Kaffee gekennzeichnet werden. **Eines Hinweises auf die Behandlung mit Glasur bedarf es außerdem nicht.**

4 Verfälschter Kaffee (§ 5, Ziffer 1, 2, 4, 5, 7 und 8)

Als verfälscht sind u. a. anzusehen:

- Roher Kaffee, der mehr als 5 Hundertteile fremde Bestandteile enthält, ausgenommen Ausschußkaffee und unverlesener Kaffee.
- Gerösteter Kaffee, der mehr als 3 Hundertteile fremde Bestandteile enthält, ausgenommen Ausschußkaffee und unverlesener Kaffee.
- Gerösteter Kaffee, der mehr als 5 Hundertteile Wasser enthält.
- Kaffee, der zur Erhöhung des Gewichts unmittelbar oder mittelbar mit Wasser beschwert worden, auch wenn die in c) angegebene Grenze nicht erreicht ist.
- Kaffee, dessen minderwertige Beschaffenheit durch Farb- oder Überzugstoffe verdeckt worden ist.
- Gerösteter Kaffee, der künstlich gefärbt worden ist.

Die oben bezeichneten verfälschten Kaffees sind auch bei Kenntlichmachung vom Verkehr ausgeschlossen.

Mit vorzüglicher Hochachtung

Geschw. Eisenbeiss, Heidelberg

Spezialfabrik für Kaffee-Konservierung

KIWO PRODUCTS

KIWO offers a variety of solutions in the fields of screen printing chemistry, cleaning chemistry, adhesives and resists & coatings.

CHEMICAL PRODUCTS FOR SCREENMAKING

From a printed T-shirt that we pull out of the closet in the morning, to the decoration of bathroom tiles, to solar panels on our roofs that transform sunlight into electricity and in a great many more applications – screen printing is to be found everywhere. Equally diverse is the KIWO screen printing chemistry for stencil production. For example, there are adhesives for screen production, photoemulsions for various applications, products for post treatment and much more.



CLEANING CHEMICALS

The field of cleaning chemistry includes industrial and special cleaning agents. On the one hand, stencil cleaning chemistry is used in the field of screen printing. On the other, this field also includes electronic cleaners used for cleaning electronic components such as printed circuit boards and assemblies.



ADHESIVES

A central core competence remains the development, production and distribution of adhesives (industrial, flock and special adhesives). This range of products maintains the original company tradition and includes adhesives for trade, DIY and industry. In particular, flock adhesives have become indispensable in the automotive, textile and plastics processing industry.



RESISTS & COATINGS

Before its final finishing, processing or transport, a product surface can be protected from external influences by using a resist to partially mask it with a design or cover it completely. Applications such as etching, sandblasting, sputtering and selective brushing of metal surfaces are the focus of this new product programme.



The ARC (Albert Rose Chemicals) brand products comprise a broad product portfolio for flat and rotary textile printing. The late 1970s saw ARC operating worldwide as one of the divisions of Kissel + Wolf GmbH. Development, application technology, production and sales have now been completely integrated in Wiesloch.

INDUSTRIAL TEXTILE PRINTING – ROTARY SCREENS

This is a continuous, high-performance, roll-to-roll screen printing process for textile and wallpaper printing. Rotary screens are fine-meshed, seamless, perforated nickel cylinders, the non-printing areas of which are blocked with emulsion or lacquer. The printing paste is transferred to the fabric using a fixed squeegee blade on the inside of the fast rotating screen.

INDUSTRIAL TEXTILE PRINTING – FLAT SCREENS

The printing paste is transferred to the fabric with a squeegee through the open areas of the flat screen. This is similar to conventional screen printing. After the paste has been printed, the screen is raised, allowing the printed substrate underneath to be transported to the next printing station.

ADHESIVES FOR PRINTING BLANKETS

In industrial textile printing, the fabric to be printed must remain flat and level on the printing blanket (a kind of conveyor belt) of the printing machine. This fabric is lightly fixed by a temporary adhesive as it is transported between printing stations. If the fabric is not thus fixed or not properly fixed, accurate print registration is not possible. Kissel + Wolf GmbH pioneered such adhesives and also supplies them today for digital printing machines.



ARC PRODUCTS

ULANO PRODUCTS

ULANO specialises in the production of stencil making chemicals for screen printing. Major milestones were the introduction of cutting, masking and later capillary films into the world markets. These remain an integral part of the brand's product programme.

CAPILLARY FILMS

Capillary films consist of a photosensitive emulsion pre-coated on a polyester support film. The main advantage over liquid emulsions lies in the very high reproducibility of the stencil parameters and a significant reduction in variables. In addition, stencil making with capillary film requires significantly less time than with liquid photoemulsions.



PHOTOEMULSIONS

ULANO produces a wide range of photoemulsions for every type of printing application and for all types of printing inks. High quality standards guarantee consistent and reliable quality.

INDIRECT FILMS

Indirect films are a distinctly old but still the fastest stencil system on the market. The film is first exposed, chemically developed and transferred to the screen before being transferred to the mesh. In addition to time saving, indirect films are characterised by a particularly high level of detail reproduction. For a long time, they were widely used in the electronics industry.



MASKING AND CUTTING FILMS

Using a scalpel or cutting plotter, the image to be printed is removed from the cutting film and transferred to a screen. The transfer agent used is either water or a solvent mixture.

As a **future-oriented company**, **research and development** as well as expertise in application technology are of utmost importance to us. Around 15 % of our employees work in these areas, which means we remain globally competitive and innovative. We not only supply products to our customers, but also provide **comprehensive solutions**.



CHALLENGES

With our research and development department, we ensure that the innovation motor is firing on all cylinders. We strive to develop even more advanced products, enter new market segments and work on the continuous improvement of existing products.



**EXPERIENCE MEETS
INVENTIVE SPIRIT**

SYMBIOSIS OF KNOWLEDGE AND TECHNOLOGY

Our application technology forms an **important interface** in **cooperation** with our customers. New or enhanced products are tested and released for sale only after passing thorough tests. Users' problems can also be investigated, analysed and solved under practice-orientated conditions.



CUSTOMER SEMINARS

Our interactive workshops are primarily conducted by our application technicians and engineers. They convey valuable knowledge and give participants the opportunity to exchange ideas and network. Both for beginners and experts, we have the solutions for all needs!

We ensure **perfect interaction**: from customers' order, to obtaining raw materials, to timely production, right through to final goods despatch. **Optimised processes** allow us to deliver the **highest quality** on time.



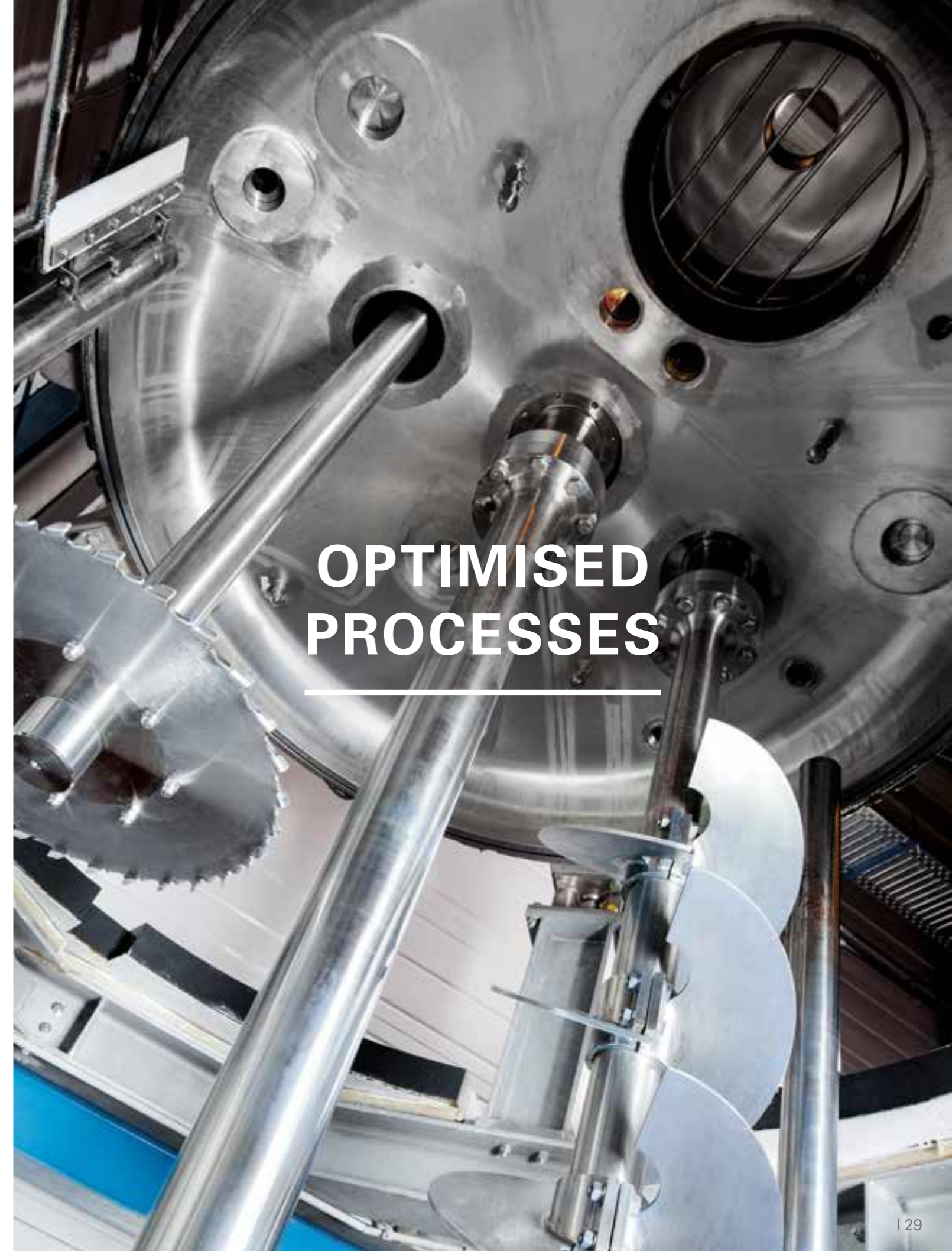
PRODUCTION

Our advanced technical know-how is combined with high quality raw materials. State of the art production facilitates reliable and efficient production. Great care is exercised to ensure consistent quality.



STORAGE

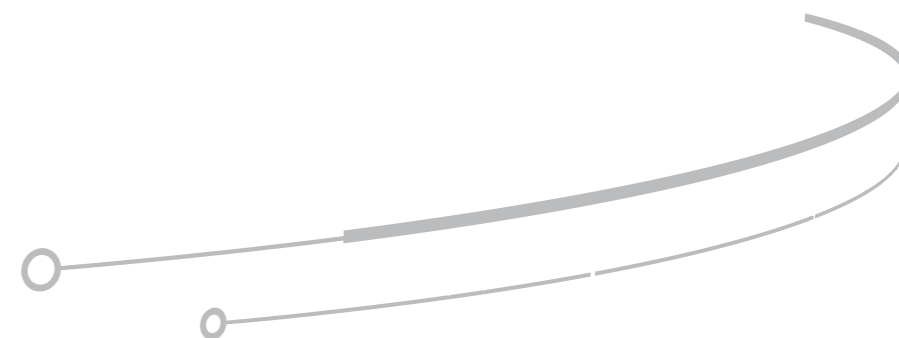
Our warehousing systems allow on-time shipping. Adequate storage capacities guarantee pre-planned production and good delivery availability.



OPTIMISED PROCESSES

FOCUSSED ON DIVERSITY

Our name stands for **performance, competence** and **reliability** – ever since 1893. We know our industries, markets and current technologies. Our strengths are cemented in our experience, future vision and staying in touch.



CONSULTING AND SERVICE

A good product alone is often not enough. We pride ourselves in being able to offer assistance in product and process optimisation. We listen and act as advisers – no matter where you are or when you need us.

ALWAYS IN TOUCH

Personal contact forms the vital bridge to our customers. We always strive to be in the right place at the right time, close to customers and their needs around the world, actively cultivating relationships and being in constant touch.

CUSTOM ORDER PROCESSING

We work out appropriate individual solutions. We note all special requirements regarding your production. That makes us stand out. Confidential exchange is the key. This is how we meet your needs and special requirements.

INNOVATION

We can think outside the box to come up with innovative solutions and concepts. Many years of experience and modern technology go hand in hand. We face new challenges every day, improve and create solutions for our customers. Our goal is to stay one step ahead.

Our **corporate responsibility** embodies sustainable development. Sustainability means **thinking in the long-term**, for mankind, the environment and our business success.

PEOPLE

Our corporate management focuses on customers, employees as well as distribution and business partners. Our employees form the backbone of the company, are its key success factor and its creative force. Without them, we would be unable to meet customer requirements for high technological standards, quality, on-time delivery and reliability.

ENVIRONMENT

Being in business also means taking responsibility. Thus for years we have placed great importance on environmentally friendly production processes. We practice the correct technical methods for recycling hazardous and non-hazardous waste and thus operate the perfect material cycle.

QUALITY

Quality is an important component of our corporate philosophy. It forms the basis of all business activities and relies on our well-trained and experienced staff. Our quality management is continuously developed and confirmed by regular audits and certification.

OCCUPATIONAL SAFETY

A safe working environment is a top priority. Thanks to high investments in safety precaution improvement, our accident statistics are almost zero. Being awarded the seal of approval "Safe with System" confirms our systematic and effective occupational safety measures.



EQUIPPED FOR THE FUTURE

With our motivated and qualified staff led by an experienced management team, we can embrace a **successful future**. This we will achieve by continuing to establish ourselves as a producer of **high-quality chemical products** in our markets and concentrating on our **core competencies**.



INVESTING IN FUTURISTIC SOLUTIONS

Our investments in research and development as well as the steady expansion of our business enable us to make ground-breaking innovations and guarantee our continuous success.

1893
2018
