



President / Chip's Corner
Chip.Hartzog@Oerlikon.com

Hello and welcome to the second edition of the Oerlikon Textile, Inc. newsletter, *Threads*. While 'business as usual' has certainly been interrupted by the effects of COVID-19, we hope you have recognized our commitment and resolve during these trying times. Some of our staff has been able to transition to remote work, while others that support you for Electrical and Mechanical Repairs, Field Services, and Spare Parts Supply have remained on-site to continue serving and supporting critical needs, repairs, and installations. Please keep us in mind as you recommission machines that have been idled or throttled back due to reduced demand. In many cases, we can offer tips and guidance that will help minimize the headache of re-starts!

I'd like to give you a brief update on our business, as some areas have been more impacted than others. While automotive activity and consumer demand has hampered certain parts of our new product offerings, we have seen a tremendous level of new interest in nonwovens equipment for filtration and face-covering media. Growth in nonwovens capacity is now needed worldwide, and Oerlikon Nonwovens will help meet these rising demands. Additionally, our local Field Service and Repair staff has been in high demand in recent weeks due to ongoing installations, troubleshooting, and plant re-starts.

Finally, we are relieved to have received consistent communication from you regarding plant operational status, health and well-being of your coworkers, and business outlooks to help shape the way we can best support. We look forward to the opportunity to again sit down with you in person and share some of the exciting things that we are working on within Oerlikon. For the time being, please continue to reach out to us electronically and we will do the same. Stay safe and healthy!



Important note: Our Charlotte phone numbers have all changed. The old numbers are being forwarded for the time being, but that will end soon. Our new main number is 980-465-6262

For emergency support call our HOTLINE:
<NEW Hotline Number>Tel: 980-465-6299



Operations / Kevin Pierce
Kevin.Pierce@Oerlikon.com

Our focus is to be your partner of choice by providing high quality engineering services, parts, repairs, and upgrades. As you all know things can change and over the past several months OTI has worked hard to maintain business continuity while navigating the uncharted waters of the COVID-19 pandemic. We started 2020 with a solid plan to continue our path forward with Oerlikon Operational Excellence (OOE) and although we have not been able to accomplish all that we set out for, we have taken steps to better support you. OTI has continued to support our essential customers by making changes in our processes to protect you, as well as our employees. We have also changed our logistics, supply chain and purchasing to ensure that we continue meeting your expectations.

We hope that you and your families remain safe during these unprecedented times. OTI is here to support you by continuing our focus on OOE and becoming your partner of choice. Please let me know what we can improve on in the future.



Oerlikon Textile Inc / Newsletter

Edition No. 2 / Summer 2020

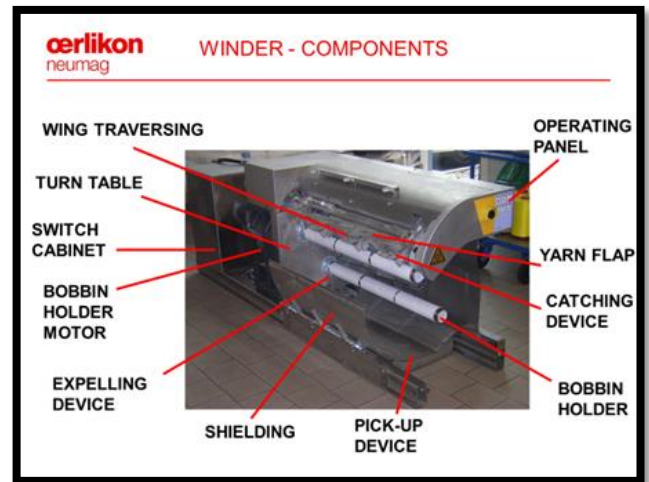
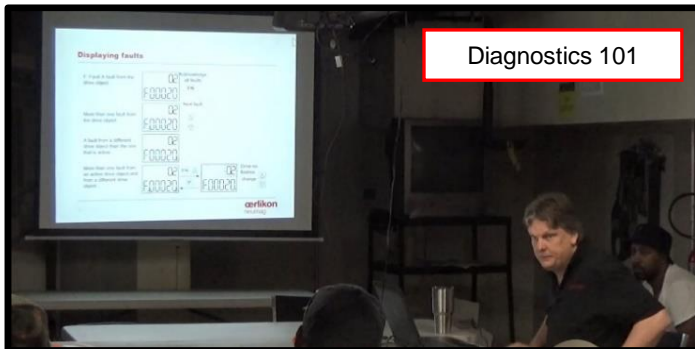


Field Services / Gary LaFleur
Gary.LaFleur@Oerlikon.com

Field Service is often thought of as your “Go-To” resource for helping you troubleshoot your machine when things don’t go as expected; And this is absolutely true! However, I want you to know that as your primary technical resource, our team can provide you with much more. Don’t wait until you have a problem... check out these options!

Machine Check-Up: In this offering, your machine will be inspected by one of our professionals from top to bottom to evaluate general machine conditions, identify potential risks to future run-ability, and provide recommendations to improve maintenance, process, product quality, and reliability. A final report is provided outlining all observations and recommendations including critical parts to be considered for immediate replacement or what you should have on hand.

Customer Training: In order for your technicians to properly maintain your machines and quickly diagnose runnability issues, training is essential. We can provide your team with a variety of training options such as machine maintenance and troubleshooting or how to interface Siemens drives and diagnose Profibus problems. From hands-on to classroom, just let me know how we can tailor a training course to fit your needs.



Please do not hesitate to call me (Gary LaFleur) at 980-465-6271 to discuss your needs or contact any one of our team members in Field Service or Services Sales.





Services Sales / Manuel Wray
Manuel.Wray@Oerlikon.com

In our inaugural OTI newsletter, I spoke about change being the one constant and how it is everywhere.

Oh, how things have changed for all of us due to the COVID-19 pandemic! We all have been impacted both on a personal level and business level. Who knows exactly what the landscape will look like as we begin a post-COVID phase. However, all of our customers can rest assured that OTI and the Services Sales team continues to be there for them for all their needs, just as we were during the pandemic. As you continue reading, you will hear about some new and exciting repair and spare parts offerings as well as a recent addition to the OTI Services Sales team.

New Repair Offering! Crimper Roll Repair

We have expanded our existing After-Sales Service portfolio to include the reconditioning of crimper rolls and are forming a crimper focused team consisting of Shawn Walter, Clay Thomas, and Jason Grubbs. The roll resurfacing is entirely handled through Oerlikon Charlotte!

Now might be the best time to send your spare rolls out for resurfacing. If you need a new sleeve installed, we can do that too out of our facility in Neumunster. We are working on identifying and acquiring the machinery necessary to install new crimper sleeves so that work can also be performed domestically for faster return. See what a difference our high-quality steel and workmanship can do for your organization's life expectancy on crimper rolls!

Pack screens

OTI continues to promote and provide pack screens and seals for our spinning, staple fiber, and nonwovens customers. We are supplying these screens and seals already to some customers, with a positive feedback from a performance and pricing perspective. We ideally would need a drawing; however, we can work from a sample as well. If you have interest in this offering or have other needs or questions, please don't hesitate to contact Norbert, Daniel, Jason, or myself. Our contact information is to the right:

Service Sales, continued



Fig 1: Oerlikon pack screens and seals

New Addition to OTI Services Sales!

I am pleased to announce that Jason Grubbs has joined the OTI Services Sales team. Jason brings with him, 20 years of experience working for a manufacturer of staple fiber, mono/tape extrusion yarns, woven and nonwoven textiles for the geosynthetic, industrial, agricultural, and military markets.

Jason's primary focus will be in supporting the staple fiber and nonwovens market. As you will read in this newsletter, we are expanding our repair portfolio. Jason is eager to join you at your site to better understand and serve the needs of your facility and become your partner in performance.



Jason Grubbs
Oerlikon Neumag, Technical Sales
Staple Fiber / Nonwovens
Jason.Grubbs@Oerlikon.com



Daniel Page
Oerlikon Barmag, Technical Sales
SPI / DTY
Daniel.Page@Oerlikon.com



Norbert Osterholz
Oerlikon Neumag, Technical Sales
BCF
Norbert.Osterholz@Oerlikon.com



Spare Parts / Trent Troxel
Trent.Troxel@Oerlikon.com

With the recent world crisis of COVID-19, we pray that you and your family members have been well during these trying times. We thank you for your

business and ask for your understanding of any delivery delays.

Blanket Purchase Agreements (BPA)

Oerlikon Textile Spare Parts (OTI) can offer Blanket Purchase Agreements (BPA) to our Customers. OTI BPA's can be applied to any machine that OTI services in the USA and abroad. The BPA can be done any time after equipment installations.

The main benefit of a BPA is to streamline parts availability with planned release (shipping) dates. Also, having a BPA means the price will be held at the agreed terms and will help the MRP process for both the customer and OTI to achieve a smooth completion in a timely manner. Another benefit is simplifying the ordering process to reduce administrative costs for repetitive purchases.

The planning will be set up by the OTI Spare Parts Representative with an Authorized Planning Team from the customer. The scope of each BPA will vary, but the main planning outline would consist of the following:

- a) Type of equipment (machine numbers)
- b) Forecast of quantities
- c) Parts availability (to be provided by OTI)

Once the basic outline of the BPA is complete, the remaining process will consist of pricing and release dates to be confirmed by both the customer and OTI. The release dates can also vary, such as monthly or quarterly. When the planning stage is complete, the BPA can start as soon as a purchase order is received and confirmed by OTI.

Spare Parts, continued

If you are interested or need additional information, our OTI Spare Parts Representatives are here to help.

Oerlikon Barmag Spare Part Team

OTI.Barmag@Oerlikon.com

Oerlikon Neumag Spare Part Team

OTI.Neumag@Oerlikon.com



Repairs / Dave Arone
Dave.Arone@Oerlikon.com

Have you visited either our Charlotte or Dalton workshops? You may be surprised to see our capabilities! We have a very experienced staff of repair specialists. In fact eight team members have over 20 years of service with Oerlikon. Did you know that we repair:

- Chucks / Bobbin holders
- Godets
- Recoat shells
- Touch / scan rolls
- Pumps of all types
- Gearboxes
- Pack Lifts
- Barmag electronics
- Siemens drives and components
- Motors
- PC boards and power supplies
- Winder rebuilds
- Air cylinders of all types
- Rotac components
-and many other items.....just ask

We also offer lapping service (Charlotte) and high speed balancing service (Charlotte and Dalton).

Please contact us to arrange a shop tour or to see what repair solutions we can provide!

The reads

oerlikon
barmag

oerlikon
neumag

oerlikon
nonwoven

Oerlikon Textile Inc / Newsletter

Edition No. 2 / Summer 2020



Health and Safety

The safety of our people and those around us is our top priority. We've been closely monitoring COVID-19 and we all know that this isn't business as usual. In this time of great stress and uncertainty, it is pertinent to focus on the health and safety of our employees and customers.

We are proud of the early actions we took to protect our employees and customers. OTI introduced working from home for all nonessential employees while creating hygiene and sanitation guidelines to protect our essential employees and visitors. We have started a staggered return to work schedule and implemented new norms for how we perform our daily work with things like social distancing, face mask, no contact delivery, etc.

Hidden in this newsletter is an email link to register for a very special prize. Hover your mouse over the link and then click to email us. You will then be registered for our prize drawing! Registration ends August 31, 2020



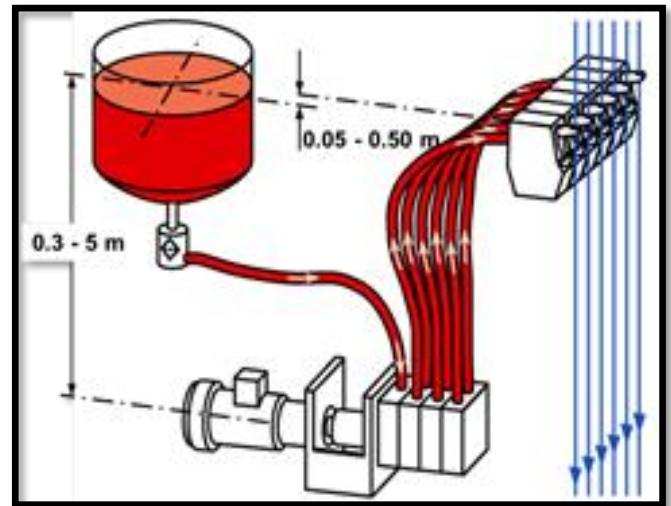
Our Grand Prize drawing winner from last fall was Roy Green (at left). He is the Maintenance Manager at Mohawk's Oak River North Extrusion Site. Also pictured is Norbert Osterholz (Oerlikon) and Brandon Faulkenberry (Mohawk). Thanks for reading and entering!



Pump Service



Spin-finish is an essential part in the production of man-made fibers. It is applied during production to primarily reduce static electricity and friction as well as enhance other physical characteristics. The amount of spin-finish applied to the yarn is also critical. Due to the design of the spin-finish pumps and the properties of the spin-finish, it is important to have your spin finish system set up properly (see drawing) to ensure that you are putting the correct amount of finish on your product.



Having your spin-finish pumps regularly inspected, measured, and tested ensures that you will get a consistent output every time. Our Pump Repair Department has the necessary equipment to keep your spin-finish pump within factory tolerances. When dealing with these pumps, 1 micron (0.001 mm) can make all the difference.





Digital Tech / Industrial Solutions
Lateshia Locklear-Theroux
Lateshia.Locklear@Oerlikon.com

Oerlikon's vision to create innovative industrial solutions for a better life does not stop at our customers. This vision applies to all aspects of our business and here at OTI we strive to make that vision a reality. In order to achieve this vision, we look toward new technologies and business solutions. In 2016, we began using SAP for most of the administrative aspects of our business. This was done in order to bring all the Oerlikon business units onto the same ERP (Enterprise Resource Planning) software and a small step onto the road toward the Oerlikon ONE initiative.

Soon there will be more advances that will help our customers streamline their requests for Spare Parts, starting with MyOerlikon. The question that comes to mind is "What's next for OTI"? With innovations such as Data Matrix and Smart Workshop in the testing phase, very soon the repair workshops in Charlotte and Dalton will undergo a change that will streamline the work on the shop floor and data entered into SAP. The hope is that these systems will eliminate the need for paper and will allow for the parts used during a repair to go directly into the order.

As always, OTI will support our customers with all their needs; be it new machines, spare parts, training, or repairs - OTI will be here for you.



Oerlikon Neumag
staple fiber spinning



Community Engagement

With the onset of COVID-19, we are reconsidering our approach to community service. In past years, we have conducted coat drives, stuffed backpacks for The Boy's and Girl's Club, and made sandwiches for the Urban Ministry. Our plan is to continue to give back in ways that are safe for our associates and the community.



Oerlikon Textile Inc - Service Center Locations :

Charlotte

Oerlikon Textile Inc.
8801 South Boulevard
Charlotte, NC 28273
Tel: 980-465-6262

Dalton

Oerlikon Textile Inc.
3012 N. Dug Gap Road SW
Dalton, GA 30720
Tel: 706-259-9970