



SAFETY FIRST WITH KASIGLAS®

Market leading manufacturer of plastic safety glazing and plastic finish coating KRD company group is proud to offer a range of customised products under the brand name KASIGLAS® that 'combine safety with a clear view'. Emma-Jane Batey spoke to director of quality management Juergen Schmitz to find out how this is being achieved.



KRD puts safety first. The European market leader in plastic safety glazing and plastic finish coating provides added security for many of Europe's police forces, important buildings and constructions and large-scale forestry operations by offering the functional coating of transparent plastics under the KASIGLAS® brand, delivering protection from harmful influences. KRD's dedication to safety is at the heart of both

its day-to-day activities and its on-going development of new products.

Industry Europe spoke to Juergen Schmitz, director of quality management for KRD, to learn more about how the company delivers its promise of 'safety first'. He said, "Everything we do is dedicated to safety, it's what we do. KRD sells safety to our customers with KASIGLAS® products. We make sure we understand exactly the types of challenges and dangers our customers face when they are at work, or the requirements they have for their end users when it comes to construction projects. We work together to develop safety-first solutions that draw on our unrivalled experience in manufacturing plastic safety glazing and coated plastics."

Promising protection

The safety-first solutions produced by KRD are primarily functional coated plastic glazing for applications where advanced safety and protection is required. Many European police forces use KASIGLAS® products in their vehicles and harvesters used in agriculture also use KASIGLAS®. Mr Schmitz continued, "Riot police gear often uses KASIGLAS® for added protection in the visors, and agricultural machinery uses KASIGLAS® safety glazing, including windscreens for protection from

falling debris. We're also increasingly working alongside high performance sports car manufacturers such as Lamborghini, Bugatti and Porsche as our lightweight polycarbonate offers incredible safety yet is half the weight of traditional glass side, rear and roof windows."

An up-coming change in regulations concerning the automotive sector may serve as a boost to plastic glazing. Current regulations state that coated plastics are not allowed to be used for windscreens, so the potential addition of plastic material that can be used for the windscreen is very interesting. Mr Schmitz added, "If a police car that is fitted with KASIGLAS® in all positions, including windscreens (specially permitted by state authorities for police cars) is sold on the open market it has to be changed to standard glass. While this discussion has been ongoing for some time, we are actively involved in the possible change of UN regulation ECE43 and we hope to see it in force by 2014."

KRD products can be found in applications beyond its core automotive sector, including road construction where it is used for noise protection purposes, in helicopter windscreens, architecture and urban development projects, antistatic-coated machine protection glazing and the increasingly-popular electric vehicle sector.

Customised as standard

In all its active sectors, KRD's teams enjoy working directly with its customers to develop tailor-made solutions that perfectly meet the demand. Mr Schmitz continued, "We don't have a standard product that we try to sell. We develop safety-first solutions and we work closely with our customers to ensure that the final product we offer is in perfect tune with their requirements. We can do whatever the customer wants and we work with their designers to guarantee the plastic safety glazing fits in with their goal for the product or project. We're very much a niche company, even though we are growing steadily, and high volume production is not our goal. We prefer to work with customers that need and want high quality products that have safety at their heart. KRD lets our customers keep their customers safe."

Innovation is key to KRD's ongoing success, with the company investing continually to maintain its market leading position. It has recently invested more than €10million in state-of-the-art production facilities just 16km away from its current site, with production here expected to commence in 2014. Mr Schmitz pointed out that this development was made following careful assessment of the market. He said, "We are always analys- ▷



ing market potential and making sure that our solutions are right for today and for tomorrow. As we work so closely with our customers it is not just a case of developing new products, but rather working on innovative solutions that we can offer our customers during the customisation process. For example, we have recently launched a very exciting bullet-proof compound that 'holds on' to a bullet without shattering the glazing; this has been fantastically well-received by the European police community."

Established in Geesthacht, Germany, KRD is most active in Europe and Scandinavia, with a particularly strong performance in Germany, Sweden and France. The company is also keen to raise awareness of its brand in other European countries. Mr Schmitz continued, "We want to build relationships and further boost our profile within Europe. We have great relationships with the European police community and our KASIGLAS® safety glazing is installed in a huge number of police cars across Europe." □

