

Klaus GRIEBEL

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Klaus Griebel date birth 13.02.1959
in Mittenwald, married
2 Kinder 20/23 years old

Manager/Consultant for Plasticpackaging industry

SUMMARY

I am an experienced Manager with soundproof knowledge in the PET injection and the blow-moulding industry as well as in all aspects of sales of PET with in this market field. I am a great believer in partnership with customers and suppliers.

Strong and sound proofed knowledge in New Business Development EBM and PET Preform , Setup of new Factories, Packaging Development

Established short and long term purchasing agreements for HDPE, PS and PET with multinational suppliers like Dow, E- polymer (former DOW), Sabic, Total, Ineos.

WORK HISTORY

May/2011 - Today **Blomocon Consulting**

Customer references: International Procter & Gamble , Wella, Coty, , Axiom, Kautex, Italy, IMP EBM, Taplast, Serioplast, Seriomac , Bolton Manitoba, Matissar Franc

P&G/Coty 2011-ongoing

- Working since 6 years with them in different BU's, like Baby Care, Home Care, Beauty care, and Prestige
- Multiple Projects with Suppliers from P&G to qualify (CQV) factories, Machine and Molds Qualification
- Taplast, Italien pump producer 12 month assignment from P&G
- CQV work on 6 injection molds for P&G
- Ramp up of new assembly line for P&G
- Taplast 2012/13, after finishing my assignment for P&G i did a 12 month assignment with Taplas directly, to continue with Lean line manufacture and optimization of the factory set up.
- Serioplast/Seriomac, 2014, an italien Bottle convertor as well machine builder for EBM
- 12 months assignment to to troubleshooting in on of his factories in Hungary and then start to develop together his new generation of EB.machine
- Kautex Maschinenbau 2011/12
- 12 months assignment to work in his technikum to do development work.

July/2006-July/2011 ***Plastipak International*** (www.plastipak.com)

Detailed: July 2010 – July 2011 Global Technical Manager Shuttle

Developed strong relationships with Global suppliers, the development of shuttle machines for the European market to supply key customers like P&G and L'Oreal.

January 2009 – June 2010 Director Bottle Operations in Europe

Implementation of 2 new factories within 2 years. was in charge of 3 factories in Europe (France, Romania, and Czech Republic) in all aspects of the factory, budgeting, liaison with customers, planning of production capacity, purchase of all materials with a total Sales revenue of 35 Million €. We supplied key customers like P&G and Unilever. Developed new business from € 13 million to € 35 mill p.a. within 3 years

July 2006 –December 2008 Sales & Marketing Manager Europe

Developed customer contacts and sales strategie for European Bottle business. Established first sales contract on Extrusion Blowmolding Business with P&G. Signed in 12 month a second contract for a new factory in Romania.

03/2003-01/2006 **Optipack**

GmbH (Theo Müller Group (TMG))

Head of Injection & Blow-Moulding Technology
Generally

Provide demand of the cooperation's plastic packaging supply (bottles caps, performs) by means of external purchase and/or domestic manufacturing. Improve of existing/planned technologies concerning bottle/PET production. Involved in assessment of new raw-material markets/suppliers for plastic packaging.

Strategic Purchase

Secure total demand of plastic raw materials (PS, PP, PET) prepare, actualize and realize purchase strategy to ensure most competitive price levels. (€ 30 mill. p.a.)

Project Management

PET Pre-form Production In-House

Conception, planning, realization and implementation, handover after technical approval, personnel planning and training.

03/2000-03/2003 ***Logoplaste Germany***
Managing Director

Assigned a 3-year contract, responsible to explore the market and develop in-house (wall to wall) operations for the plastic business in the German speaking countries (Germany, Austria, Switzerland)

11/1998-02/2000

Ideas in Motion
Managing Director

This company designed and built packaging machines for the plastic dairy business. Parent company was based in Pittsburgh U.S. Got involved in creating a new portfolio for the UK Company, exploring the continent for new business opportunities.

05/1983-10/1998

Alpla Werke

Detailed:

1993 – 1998 Managing Director Alpla UK Ltd.

Built strong relationships with our customers (P &G, Lever Brothers, J & J, ect.) Explored new business opportunities and got involved in Pan-European purchasing strategies. Due to expansion of the UK business I was appointed to set up an additional factory in Milton Keynes. After 8 years Alpla UK produced more than 350 mill. containers with a turnover of £ 35 mill. p.a.

1990 – 1992 Plant Manager Alpla UK Ltd. Golborne

Initiated and involved in the take over of the factory with 32 Bekum machines from all ranges, started with H111 to 503D. Had to rebuild and restructure the factory within 6 month to replace all Bekum- with Alpla machines including complete new tooling or existing customers.

Developed the business from £ 6 mill to £ 13 mill p.a. within 3 years.

1989 -1990 Promotion to Plant Manager Alpla Nederland BV

In charge in all aspects of the factory, budgeting, liaison with customers, planning of production capacity, purchase of all materials.

1988 -1989 Promotion to Technical Manager Alpla Nederland BV

1986 -1988 Production Manager Alpla Nederland B.V.

This was my first experience in a green field operation. Responsible for the set up of the complete production facilities, employment of staff, training and organisation.

1983 -1986 Machine Operator Alpla Werke Germany

Started as a machine operator, specialized quickly in set up of blow-moulding machines. I hereby gained good skills in the development of new products. As a result of commitment and experience I got promoted to be involved in the set up of a new factory as production manager in Holland.

Core competence

Strategic Purchase

- **Assets development and negotiations done successfully, spend the last 3 years more than 21 million € and achieved savings of 12%**
- **Secure total demand of plastic raw materials (PS, PP, PET) prepare, actualize and realize purchase strategy to ensure most competitive price levels. (€ 30 mill. p.a.)**
- **Open book**
- **Create competitiveness Global and regional with key suppliers**
- **Partnership**
- **Sustainability**
- **Soft tolling?! depends with whom and where**
- **Vertical integration**
 - **I did that 7 times successfully**
 - **Able to analyses it with outsourcing and self-manufacturing**

Operation

- **Implemented 7 factories**
- **Board first HyPet 400 for Europe**
- **Developed with Kortec first Multilayer on Hypet 400 platform**

PPK

- **New In Romania**
- **Europe key supplier from Luxpet**
- **.**
- **I am out of PET since 2 year**
- **Could back on track in 4 weeks**
 - **Closure**
 - **Preform weights**
 - **Leighweight projects**

3) Projects;

- P&G
- 2012- 2018
- Working for P&G, Wella, Coty to qualify Global Molds and Fillings lines to there standards
- 2012-2014
- CQV injection molds at Taplast
- 2012-2013
- Working parallel for Taplast to reorganize shop floor and production flow
- 2013-2014,
- Working for Serioplast to develop and improve EBM, process, setup and reliability
- 2016-2017
- Wella Global project for saloon Professional , Mexico, Europe and last one was Asia (Thailand)
- 2016-2017
- CQV and mold Development on behalf of Bolton Manitoba with Serioplast, Seriomold:
- Developed new molds together with Seriomold 1 I, 1,5 I, 2 I and 2,5 I.
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- **4) Location:**
- Flexible to travel and supervise projects abroad. Am based in South Germany and hence best located to support programs across Europe.
 - **Recycling**