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Dutch print leader Koninklijke Van der Most achieves optimized envelope production with BW Converting retrofit

Drive System NT upgrade future-proofs legacy W+D 341 for top-tier efficiency and energy savings



Ralf Doherr, BW Converting Product Manager, Aftermarket (left), and Wicher Wichers, Koninklijke Van der Most Technical Manager (right), commemorate the Drive System NT retrofit for a new era of optimized envelope production.

GREEN BAY, Wis. — Dec. 10, 2024 — [BW Converting](#) recently completed a high-impact retrofit for [Koninklijke Van der Most](#), a leading print and graphics manufacturer based in Heerde, Netherlands, that significantly boosted the productivity and energy efficiency of its W+D 341 envelope production system.

Powered by BW Converting's advanced Drive System NT technology, the retrofit reflects Koninklijke Van der Most's commitment to staying at the forefront of technology to enhance the performance and sustainability of its legacy machinery for continued growth.

exceptional precision, processing the most challenging paper types with the help of its unique EasyCut® magnetic cylinder technology.

BW Converting's W+D 341 machine, with high-speed capability of up to 600 large-format envelopes per minute, delivers

BW Converting's modernization team, in close coordination with Koninklijke Van der Most's technicians, replaced the outdated drive and control systems of the W+D 341, equipping the machine with state-of-the-art components designed to increase energy efficiency and minimize downtime. The results were immediate upon completion of the August installation, including a 6% reduction in energy usage during production and an impressive 60% savings in standby mode, highlighting the drive system's capability to deliver substantial cost and energy efficiencies.

The machine's new Drive System NT further enhances productivity by supporting modern industry standards, reducing future failure risks associated with outdated parts and enabling Industry 4.0 integration.

"From the start, we didn't just create a retrofit plan; we developed a partnership," said Ralf Doherr, BW Converting Product Manager, Aftermarket. "Together, we outlined a detailed roadmap for the Drive System NT retrofit, which allowed Koninklijke Van der Most's team to perform critical tasks ahead of time. This foresight and shared ownership cut our installation time by a full week and ensured seamless integration with zero major disruptions."

For Koninklijke Van der Most, a pioneer in full-service graphics production since 1904, celebrating its 120th birthday this year, the upgraded W+D 341 represents a commitment to operational efficiency and quality in both its traditional printing and modern direct-mail production services. Koninklijke Van der Most creates high-quality communications in-house,

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from design to product and from concept to delivery. Koninklijke Van der Most's team works closely with its suppliers to ensure it stays on the forefront of emerging trends and technology to deliver its customers exceptional products.

"This project reinforces our belief that well-planned retrofits not only optimize productivity but also future-proof operations," said Doherr. "By putting customers first, we ensure that our solutions align with their evolving needs, helping them stay competitive in an ever-changing market."

For Koninklijke Van der Most, the retrofit was important not only to complete crucial customer orders on time and cost-effectively but also to minimize production disruptions.

Looking ahead, continuity remains Koninklijke Van der Most's number one priority: to carry on the family business's longstanding reputation of serving its customers with superior craftsmanship and to continue to build a legacy for its future generations.

BW Converting's team, with expertise in software engineering, electronics and motion control, continues to support clients worldwide with advanced aftermarket solutions and services that set new benchmarks for industry excellence.

ABOUT BW CONVERTING

From paper to plastic, ink to textile, products to packaging, BW Converting changes things for the better. We innovate, design, manufacture and service precision machinery that unlocks manufacturing opportunities in tissue, hygiene, print, packaging, mailing, textiles and other high-performance industrial applications. By unifying our product brands — Paper Converting Machine Company (PCMC), Winkler + Dünnebieer (W+D), Baldwin Technology Co., Hudson-Sharp, STAX Technologies and Northern Engraving and Machine — under one global organization as part of the \$3.6 billion Barry-Wehmiller organization, we help maximize global industry potential today and tomorrow. To learn more, go to bwconverting.com.

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