



Extruder and Material Handling Design: Basis & Application

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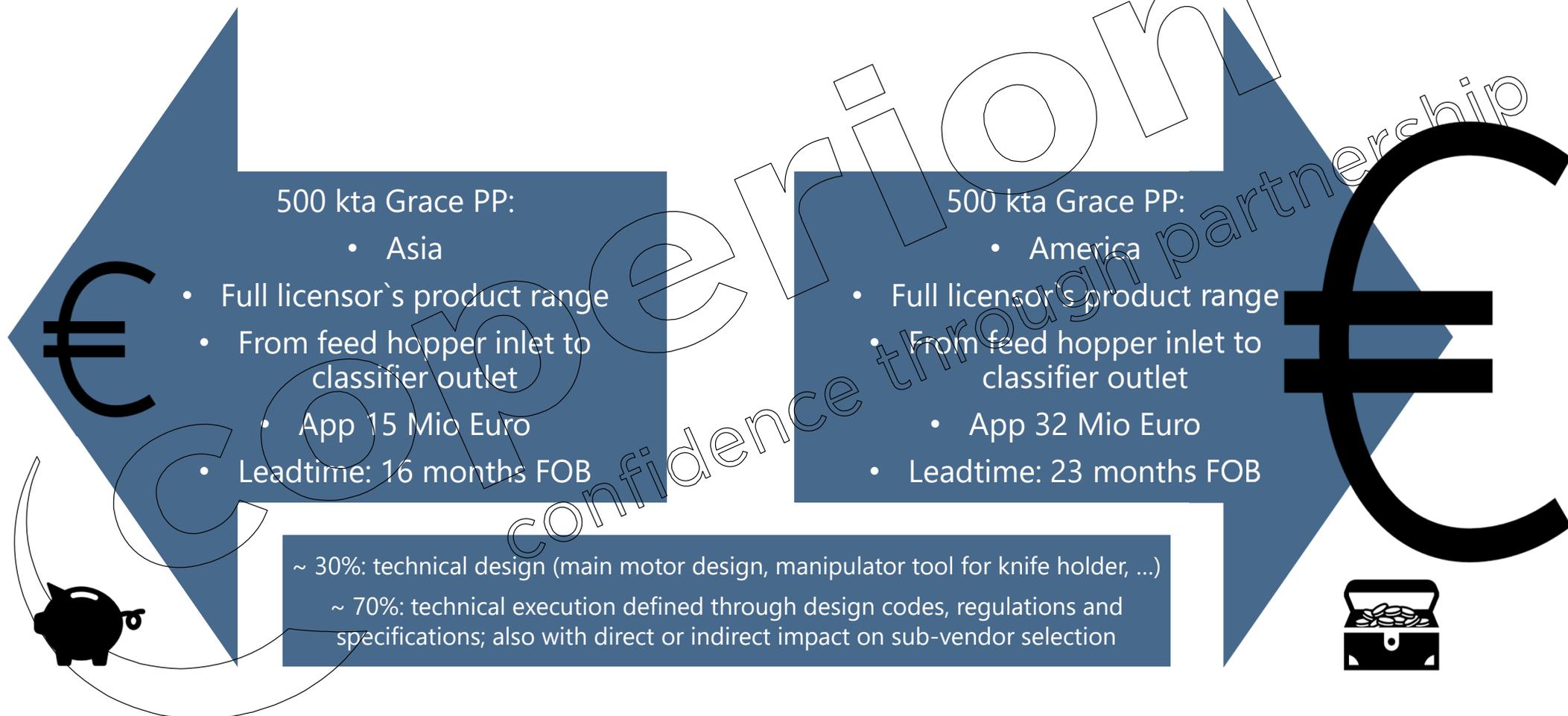
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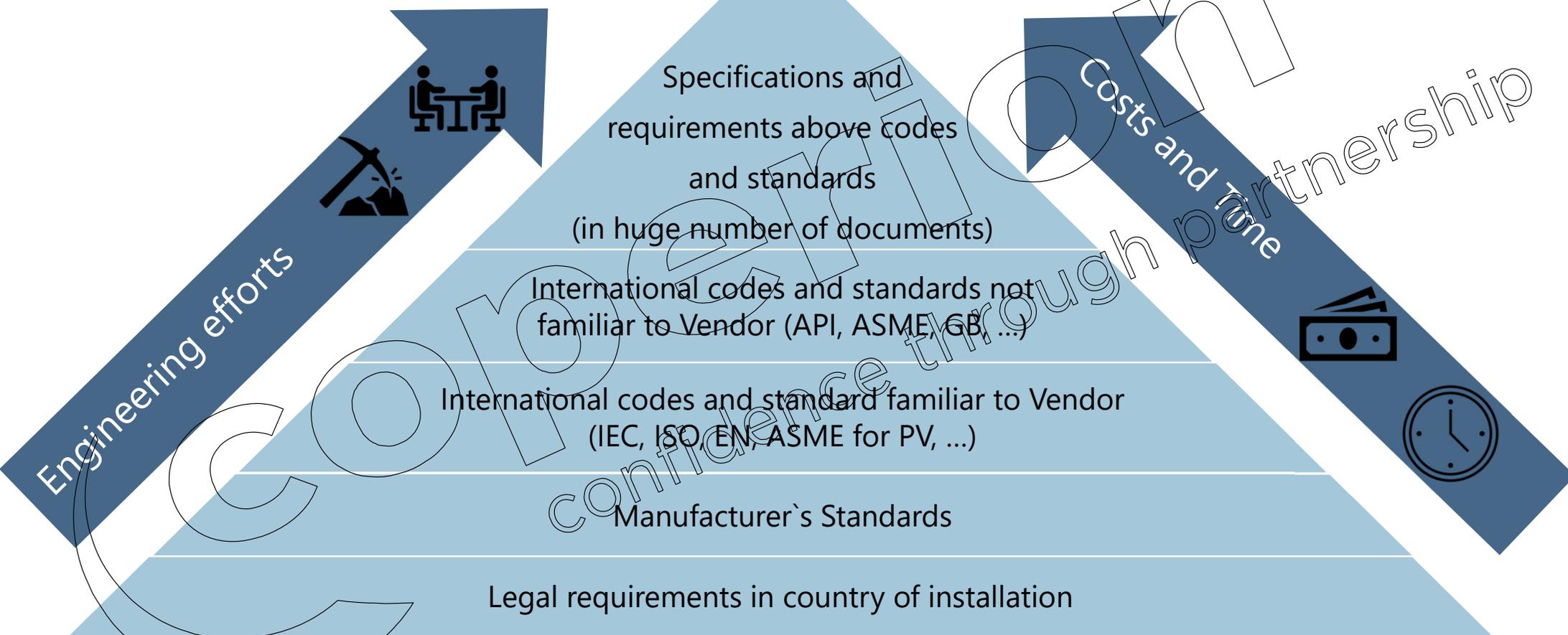
Extreme Example from 2019 for Extruder System

How is that possible for same capacity, same process guarantee and very similar scope of supply?



Pyramid of Technical Requirements and Their Effect

Some can be influenced, some not



Relevance of Supplier List and Country of Origin

Supplier flexibility and their impact



Various project supplier lists are existing. Suppliers which are listed differ depending on stakeholder interest & experience.

- Coperion supplier list evolved over decades of work in global Polyolefin markets and thus reflects specific suitability

Use of Best Cost Countries and global manufacturing network
 Globalization also in the supplier's own shopfloor and supply chains
 Local content considerations to be aligned with accountability
 → avoid boycott declarations (restricting foreign trade)

Contractor supplier list	
Licensor supplier list	
Owner supplier list	
Coperion supplier list	
Equipment	Vendor
Compressor	XXX
	XXX
	XXX
Heat Exchanger	XXX
	XXX
	XXX

GOODS from Israel, Spain or Romania will not be used. ❌

GOODS from Germany, USA, Austria...will be used. ✅

Project Approach *fit for purpose*



One holistic Coperion approach

Inquiry phase

Quotation phase

Order and order execution phase

Inquiry received with multiple Specifications → Evaluation phase starts

Quotation will be prepared based on Coperion standards

Order will be realized with Coperion standards and engineering documents

- Essential specification (e.g. process requirements) will be taken into consideration to meet customer's **core needs** (reliability, warranties, etc.)

Coperion developed standards for key equipment's which cover typical polyolefin industry requirements

- Engineering scope & document templates based on Coperion's standards



coperion confidence through partnership		Specification Tubular heat exchanger	> compounding & extrusion > materials handling > service	
coperion confidence through partnership		Specification Screw compressor	> compounding & extrusion > materials handling > service	2
		Specification Tubular heat exchanger		2
		Specification Screw compressor		2
1	Introduction			2
2	Validity			2
3	List of referenced codes and standards			2
3.1	Codes and standards			2
3.2	Further applicable documents and references			2

Pos.	Description	Doc. for Review (4)	Doc. for Information	Due Date (5)
Mechanical, Process, General				
D020	Process flow diagram (PFD)		x	
D030	Piping and instrument diagram (PID)	x		
D050	Utility consumption list		x	
D080	Equipment list		x	
D185	General arrangement drawing of equipment	x		
D220	Spare parts catalogue		x	
Piping & Plant Layout				
E050	Plant layout drawings incl. loads and Foundation Details	x		
F010	Piping specification		x	

- **This approach will lead to considerable reduction in lead time and costs – Country specific requirements are always covered**

Countermeasures

What does this mean for you?

Check what customer really needs;
also when signing EPC-contracts

Consult COPERION for reduction
potentials concerning time, efforts
and costs

Coperion Korea is trained to
consult in this regard





Thank you very much for your attention.

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