

# “The KMD Smart Series has become incredibly popular due to its exceptional features and performance”

INTERVIEW WITH ARMIN DIETRICH, GLOBAL DIRECTOR OF THE POLYMER PACKAGING DIVISION AT KIEFEL, ABOUT THEIR INNOVATIVE SOLUTIONS



Armin Dietrich, Global Director of the Polymer Packaging Division at Kiefel  
© KIEFEL GmbH

## **What are the benefits of working with KMD Smart mirror machines (R2L) instead of with only one normal machine (L2R)?**

The design of a mirror machine (R2L) offers an efficient solution for packaging production. It enables customers to install two machines facing each other (L2R&R2L), ensuring convenient access to all operative areas. At the same time, this innovative approach allows them to maintain their end-of-line workflow.

By incorporating a mirror machine in their production, customers can save valuable space and increase their output per square meter. Additionally, labor costs can be reduced as only one person is required to run two

**KIEFEL**  
**TECHNOLOGIES**



A Member of Brückner Group

machines. Finally, customers can also save on tool costs as the same tool design fits into both machines, no matter the orientation. Only the base plate of the top forming tool needs to be changed in all the existing tools. Essentially, productivity and performance are improved while customers save time and money for many years into the future.

## **What is special about the production of the KMD Smart Series?**

I must highlight the culmination of German and Chinese strengths, resulting in a success story.

The Speedformer KMD Smart series is engineered in Germany and assembled in the Brueckner Group top-notch factory in Suzhou, China, where we ensure that Kiefel's worldwide engineering standards and quality processes are applied, guaranteeing a high level of customer satisfaction.

The Brueckner Group, to which Kiefel belongs, has always placed great importance on improving relationships with customers, to offer them better support, better aftersales services and shorter delivery times of our machines. For this reason, Brueckner Group China was founded as a business platform in 2014, to be closer to our customers in Asia. On top of that, Brueckner has recently opened a new service platform in Thailand. We keep growing!

## **What makes the KMD Smart Series so popular?**

The KMD Smart Series has become incredibly popular due to its exceptional features and performance. These machines are available in all Asian countries, including China, India, Malaysia, Indonesia and Thailand, and Latin America, where many of our machines have already entered productive operation. Now we are expanding our market to African countries.

The key factors that make the KMD series so popular are its great performance and high-quality of the packaging produced. It offers a wide range of products that cater to different customers' needs. Moreover, the customer is always provided with an overview of the project timelines and we accompany them professionally and personally during the entire process. Our team is always available to answer any questions or concerns customers may have. This level of commitment to customer satisfaction has helped build trust with our customers in the Asian market.