

Outlook

Magazine #4

2020

Interflex
in motion

EpsoX

Now on the Run

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& approval at Interflex

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■ EPSO X Production line

Select the best alternative Choose EPSO

Benefit from choosing Epso X

A Semi Open Cell Brand complementary to our existing EPSO range, available stock in Europe, competitive prices and short lead time.



■ Roll of EPSO XS

Now on the run

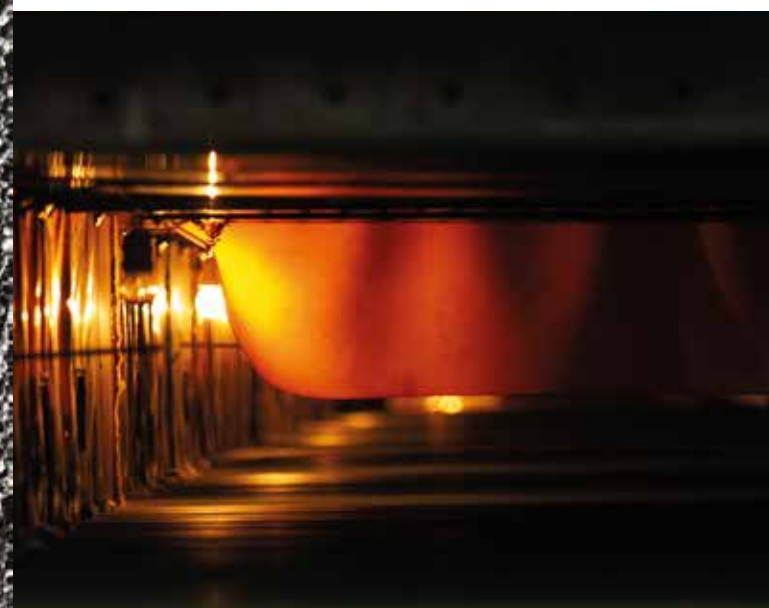
It is now more than a year that we officially launched our EPSO X Range at FOAM EXPO EUROPE Show. You have been many to meet us there. Thank you for your continuous support

All the teams at either the China Unit or in Europe offices have been extremely busy to finalize all possible latest adjustments with the production process - trials and laboratory tests so that to 100% fit any market requirement and at the same time launching the promotion in Europe and beyond of these new foam sealing solutions.

We are all really proud of what has been achieved in this short period of time. Our materials have already found their place on the market. Homologations - approvals with various tier or OEM and of course happiness of customers and converters who have suffered for so long for not finding the reliable alternative when talking about EPDM foamed extruded in continuous rolls ; with or without adhesive backed.



■ Interflex and production team



■ Inside the curing line

Our continuous foaming process of Semi closed EPDM allows converters to die cut gaskets or kiss cut gaskets without having to face a joint every two meter which generates a hard point caused by the glue, even soft and causes less usage of the material and finally reduce customer margin.

Even if 2020 is not so far an easy year with the global sanitary crisis which has affected the entire industry, this has forced us to think about the best strategies to adopt with this new range.

Since the beginning of this year, we have on permanent stock in Europe various strategic thicknesses of our EPSO XS and EPSO XH Qualities. EPSO X Semi Closed EPDM comply with any highest standard for water sealability - leakage - dust or noise reduction, under compression ...

This is our New Generation of Semi Closed Cell EPDM ■

What's new ?

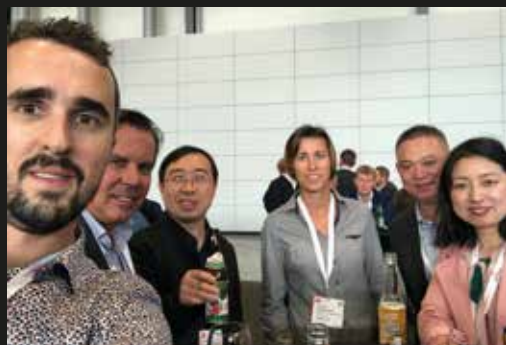
MEET US

2019 was our second participation at FOAM EXPO Europe show. You were also many to visit us and have live discussion on our booth. For the second time we also had the opportunity to showcase part of our range complemented this year with a TV interview where we described INTERFLEX objectives of today and tomorrow. Find the

entire TV Interview on our website at www.interflex-foams.com section news !

The show was the opportunity for us to also display our latest developments in Sulfur free EPDM or to introduce the EPSO X Range of semi closed Cell EPDM. Although it was obvious for us to

participate again in 2020, Covid 19 Pandemia has somehow rocked many plans so for sure, we will meet again in 2021. INTERFLEX hope that you are all safe and in good company conditions too.

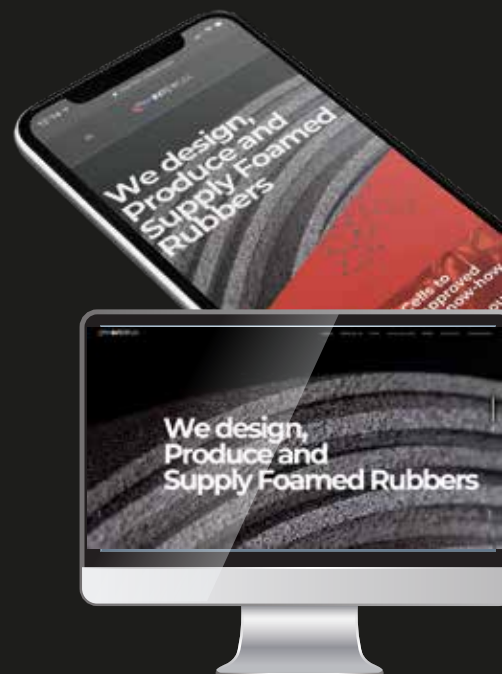


NEW WEBSITE

In June 2020 was the complete renewal and launch of our New Website after 6 years of good service of our previous one ! As usual, this was done in collaboration with REDTHINK Communication Agency who follows us since so many years. The website reflects our new image and is only focused on essential matters, being The PRODUCT itself. For sure it is not easy to make something esthetical with a black piece of rubber but as ever, we tried to be inventive and hope that you will enjoy visiting it if you haven't yet done it already !

You can also follow us on LinkedIn or Youtube as we regularly post news, videos or articles whenever necessary for the sake or development of our business. As always, INTERFLEX stay closer to you than anybody else .

www.interflex-foams.com



NEW HOMOLOGATIONS & APPROVALS AT INTERFLEX

At INTERFLEX, the in place policy is to always test – test and test again our materials to latest available standards so to stay up to date at any time. Of late, our SFK 20 grade has now obtained approval for the latest version of EN 45 545 fire & smoke test with excellent results for either smoke emission or toxic gas release. Customers using our materials in the railway industry do now have one more new option with one of the purest grade of our range since SFK 20 is Sulfur free – Halogen free – Bromine and Chlorine Free too.

Also, new Technical guidelines compiling latest test results are now available upon request. They will help our clients for all our EPSO Range or our Global sulfur free range.

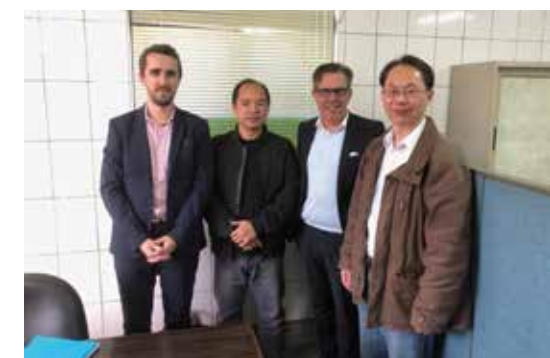
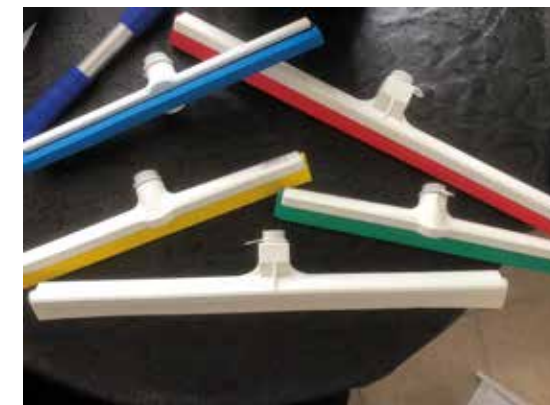
As INTERFLEX and its partners intend to become N°1 Manufacturer of sulfur free cellular rubbers new grades are again forthcoming. Please check on page 6-7 to get the latest news and grades which have become available. Additionally we daily enlarge our stock level in Europe to respond to tomorrows' challenges. More than 200 pallets of various foam grades are on permanent stock at our Belgium warehouse so to allow us to react very promptly to your Inquiries, reduce MOQ and be more flexible !

As we received our new dedicated Van in January 2020, it also allows the team to come and visit you with full blocs – full rolls so to enable our existing or potential new clients to view on « live » our grades or novelties before you bulk order wherever you are in Europe !

Product Focus : T20

T20 grades are one if the oldest ones belonging to Interflex Range. One main strength and attract of this materials is that we can decline it as in any color as we wish to do ! The only limit is your imagination and just from only 80 blocs for your own color. Most of our clients have however adopted our basics such as standard black or white but already existing popular colors are also blue – green – brick red or yellow

One interesting technical edge of T20 is that its ingredients belong to the FDA published authorized list of ingredients, so not Harmful in any shape or form. This polymeric sponge blend can do many jobs due to its excellent physical properties such as tear strength – compression resistance – and is today used in many fields of application, from sanitary goods to automotive. T20 is also sulphur free and price competitive ! So call ourTeam as we're sure, it can make many of your jobs at an attractive price !



Production Focus: Technical Issue: How to decrease Linear Shrinkage ?

One important thing when you use a rubber foam for any kind of application is that you do not want your rubber shrink ! It is true that sometimes severe conditions are required such as high temperatures or important humidity level or chemicals. Most OEM are by then these days requiring low values when speaking of « Linear Shrinkage ».

So how to reduce it ?
At INTERFLEX we have a few key solutions. First

of all, a good formulation ... High class Pure EPDM combined with high class fillers and not too much oil. Our EPK series are the purest grades of the actual market by level of EPDM which is almost twice to the competition in our original recipe. Compare our MDS Sheets with what is available and you will see by yourselves. Secondly, stabilization. A foam which is well stabilized will last longer and will be less sensitive to shrinkage. Any of our EPK Series before being used up will have been naturally stabilized by a minimum of 8 weeks. This is why making sponge rubber is a complicated process which requires time and patience overall. Finally Post curing. We recommend for the most severe applications to apply a post curing process which means for the rubber to be back in oven at a certain temperature and time ... In very strong cases, some we even do a double post curing !



The largest range of sulfur free EPDM

The greenest available range of the market. This is what INTERFLEX provide to its customers. Already in 2010 we launched our 1st pure EPDM without using sulfur in the recipe. Since 10 years we know that sulfur free sponges will be the keys of tomorrows' challenges. It took us a really long time to develop a global range of products and most importantly trying to keep the same level of quality than with our standard sulfur cured EPDM Grades. Using peroxide tends to stiffen the foam at blowing stage so you need talent – good engineers – time and money in R&D and trials prior to achieving excellence.

HIGH SPECIFICATION LEVEL

Already years ago we received important inquiries when LED lamp market started to become the new standard for many OEM. American and Europe base OEM started to design new specifications, mostly dedicated with the usage of Sulfur free sponges. Up to that time, global markets were used to work with sulfur cured 170 Kg/ M3 materials for lamp gaskets, like our EPK 17 and first available SF alternatives of the time had a density of 130 Kg/m³ max. Compression set was also not so good when compared to a sulfur cured grade of a higher density. The challenge for INTERFLEX was to manufacture higher density grades, Sulfur free – rubbery - soft touch and high class in physical properties, particularly compression set.

Today INTERFLEX is able to offer more than 10 technical sulfur free pure EPDM qualities. On top of this must be added all the T20 polymer blend range making an offer of more than 20 different grades. INTERFLEX EPK « SF » range will be quite dedicated for our automotive activities, like LED lamp for front or rear gasket.

WE'RE APPROVED !

As always, our priority goes to quality level Today INTERFLEX EPK 16 SF is fully approved by GM and for the latest version GM 17408 at level IV, this is valid for GM Americas or Asia. Some well know lamp manufacturers are now only wishing to get EPK 16 SF on their cars, ask our team for recommendations. EPK 12 SF is also now awarded for front lamp gaskets too following continuous appropriate promotion.

ONLY FOR CAR BUSINESS ?

Response is NO of course ... Our grades no sulfur EPR 122 and EPR 155 are also ideal for industrial applications. Dry feel and higher compression resistance of these two qualities are quite welcome by certain markets. INTERFLEX holds a real global range from sulfur cured to sulfur free, grades for standard applications to the ones of highest level. Thanks to our thick blocs like EPR 122 to enable productivity in roll conversion and keep prices highly competitive ■

One of our future objective is to only provide sulfur free sponge rubber. As we believe that the market will goes in that direction having greener materials.

Keunyoung Lee, Factory Director



■ EPK 12 SF BLOCKS

Closer to you

As you might be aware, INTERFLEX Manufacturing centers are not all located in Europe.

Our facility to produce our rolls & sheet conversion is in France whilst our blocs productions unit centers or semi closed cell extrusion (EPSO X) are outside Europe.

It has never been a problem for most of our clients but since we daily want to offer more flexibility to the vast majority of customers we hold a very large permanent stock of blocs at our warehouse in Belgium too ! This enable us to serve markets on a very quick turnaround and this service encounters a great success.

Did you know that almost 20% of our total company turnover is made from deliveries coming from our stock in Belgium ?

More than 200 pallets worth of blocs are on permanent stock in our warehouse and almost same quantity level at our roll & sheet converting platform ... it globally represents more than 10.000 Blocs. This really allows you to have minor MOQ's and quick delivery time ... sometimes less than 1 week if material is on stock !

A huge advantage for all companies looking for flexibility and short lead time ... This is how INTERFLEX is customer focused !

And additionally all our qualities can be mixed from the stock in a single delivery, from extruded EPSO X rolls to blocs of closed cell or semi closed cells ... INTERFLEX Stands alone in the market with this service. Always closer to you ! ■

Road to lightweighting

One important key for the coming years is about how to decrease weight while still preserving strength in the auto interior and exterior. Since OEM's and suppliers look to produce more sustainable vehicles, INTERFLEX has to offer an adjusted range which can combine different functions. COVID 19 has also affected the entire automotive sector and we now believe that all major actors will even be more concerned and attentive to new solutions which will allow them any kind of saving at no compromise. Lightweighting is one first criteria.

How to make a rubber foam better - lighter – Sulfur free. We thus recently developed new solutions with EPK 12SF and EPK 10 SF. Soon is also coming our EPK 08SF with a density around 80 Kg/m³.

Similarly with our semi closed cell technology, INTERFLEX holds one of the largest range with more than 12 different solutions ! Our lightest foam has a density around 60 Kg/m³ and still offers excellent acoustic properties for example and low VOC, and noise insulation at low frequency is one of the example of application.

VOC's

2nd criteria is to identify VOC. We well know that critical areas in the interior vehicle are rubber compounds, leather surfaces and urethane based foams.

Whereas a higher odor rating was accepted in the past, most of manufacturers now expect a very low odor ratio. VOC's & odor specifications are mostly driven by Asian consumers as such countries like China/ South Korea – Japan etc ... which have the highest level of specification and regulations in place. INTERFLEX Well knows that consumers don't wish to inhale VOC's which can be toxic long term.

All our teams are constantly keeping themselves up to date with latest regulations and conduct tests with recognized and approved laboratories so that to detect if our foams may have a too high level of Volatile organic components ■



Dear Readers / Customers

Thank you for reading our new issue of INTERFLEX Outlook Magazine.

This year has been a particularly challenging one again for all of us.

The world has to face a pandemia with Covid 19 and global business has unfortunately been rocked as it had never been since World War 2.

We hope this magazine finds you all safe and in good health.

Despite this complicate period, INTERFLEX is restless continuing to work and develop new products to offer more economical solutions to its clients.

EPSO X, our extruded continued semi closed EPDM Foamed rolls have been largely approved and introduced on many markets as reliable alternatives, giving a new edge to our clients in this difficult period of time. Nowadays, INTERFLEX holds the largest range of semi closed foams EPDM foams of the market.

INTERFLEX now also supplies in as much as in 28 different countries in the world and this tribune is for me a perfect one for thanking all our customers for their continuous and ever growing trust which is daily given to our company and products.

Year on year, we together continue to build a global win / win business.

2020 and 2021 are and will be again years dedicated for more developments, particularly in the sulfur free area. INTERFLEX go « greener and greener » again year on year .. We have the ambition to become N° 1 world manufacturer of green sponges, closed and semi closed.

Special thanks to all our connected teams and partners around the world ... In France – South Korea – China – Taiwan – Rumania – Belgium where we hold our production units or warehouses.

We will continue to look for excellence in our supplies to deserve your continued trust and confidence.

Yves Bisbrouck

Managing Director & Owner