

## ***Who are we?***

Papertex was formed by Stan Jenkins in 2001. Stan previously worked for various companies such as Wiggins Teape, Cyanamid, Cytec and Bayer in various roles, including European Technical Services Manager, International Sales Manager and Business Development Manager. He has broad experience of all aspects of paper chemicals sales, wet-end chemistry, and ASA sizing in particular. He is well known for his papers on ASA sizing, surface sizing, dry strength and process water clarification.

Papertex now provides technical, sales and marketing support to chemical suppliers, in all parts of the globe. This can involve any aspect of wet-end or size press chemistry, although much of our work is related to ASA sizing.

The majority of projects are still undertaken by Stan Jenkins, but we also have links with a number of other associates who carry out projects where their expertise is more appropriate.



# Papertex



***Improved Profitability***

***through***

***Wet-End Chemistry***

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# Profit Improvement

Papertex is a UK based consultancy firm that helps paper chemical suppliers increase their profits. Our in depth technical knowledge combined with extensive commercial experience, allows us to provide a unique service to reduce your operational costs, increase your sales force effectiveness and improve the value of your service.

## Added Value

- ◆ Increased success rate during trials and conversions
- ◆ Rapid problem solving
- ◆ Better chemical performance through optimisation
- ◆ Meeting mills' and their customers' needs
- ◆ Fast response to market trends
- ◆ Training of technical and sales force

## Reduced Costs

- ◆ Increased customer loyalty
- ◆ Speed to market
  - Project management
  - Trial management and support
  - Dosing equipment design and sourcing
  - Technical knowledge and training
  - Technical literature

- ◆ Risk reduction
- ◆ Improved internal knowledge management
- ◆ Market knowledge
  - Market research
  - Pricing
  - Competitor activity
  - Global trends

# ASA Sizing

Papertex is the industry's leading global consultancy in the application and optimisation of ASA sizing. We have considerable hands-on expertise and have guided a number of international chemical companies in the creation and development of their ASA sizing programmes.

- ◆ Strategic planning and implementation
- ◆ Emulsification equipment design, sourcing and optimisation
- ◆ Application at the wet-end
- ◆ Acid to alkaline conversions
- ◆ AKD to ASA conversions
- ◆ Optimisation
- ◆ Trouble shooting
- ◆ Training of technical, engineering, and sales personnel in all aspects of ASA sizing

# Recent Projects

Papertex has worked throughout the globe, providing support to paper chemical companies. Some recent successful projects have included:

- ◆ Creation of strategic plan and support for global roll-out of ASA sizing program for major chemical manufacturer
- ◆ Training of global sales force in ASA selling and application
- ◆ Trial planning and support for ASA supplier
- ◆ Emulsification and dosing equipment design and sourcing
- ◆ Wet-end chemistry training
- ◆ Retention aid training in classroom and field
- ◆ Troubleshooting and resolution of charge related wet-end chemistry problems
- ◆ Market survey of UK paper industry for specialty chemicals company
- ◆ Global review of paper chemical markets and trends within the industry for boardroom presentation
- ◆ Sales and technical support at mill level for retention and drainage programmes