



ELSNER
ENGINEERING WORKS, INC.

NEWS RELEASE

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FOR: Elsner Engineering Works, Inc.

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Converting machinery manufacturers, Teknoweb S.r.l. and Elsner Engineering Works, Inc., announce cooperative partnership



L – R: Larry Fischer, Sales Manager of Elsner, and Carl Cucuzza, President/Managing Partner of Teknoweb NA LLC, standing in front of a Teknoweb FUTURA Baby Wipes Folding Line

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Teknoweb S.r.l. and Elsner Engineering Works, Inc. announced today that they have formed a cooperative partnership. The agreement between these two respected equipment designers and manufacturers of converting machinery was established to broaden each organization's product offerings specifically to the non-woven's industry. As part of their agreement, Teknoweb is going to offer to the market the Elsner-built machines for converting rolled canister wipes, while Elsner will sell TEKNOWEB's equipment to fold and stack wet wipes.

"Elsner's expertise and history in the rolled wipes market will be an added-value asset for us", said Fabio Zampollo, CEO of Teknoweb based in Italy. "Our organizational dynamics and proficiency will grant to this partnership the right determination towards common success." Zampollo goes on to state: "Elsner is a well-respected organization and they are the industry leader when it comes to offering perforator rewinders. It will be great to work with such a long time supplier to the non-woven's industry."

Larry Fischer, Sales Manager for Elsner states: "We have been looking at expanding our product offerings and Teknoweb seemed to be a natural fit. They are a young organization with a lot of experienced staff whose technology and customer focus fits very well with our culture. We are excited to be able to offer their line of folding machinery—which will complement our equipment line nicely. Once we started working together, we realized how much synergy existed between our two organizations."

You are encouraged to contact Teknoweb or Elsner for your wet or dry wipes converting or packaging machinery application. Likewise, both organizations offer special machinery—so they are able to complement each other to satisfy equipment needs in other areas of the non-woven converting and packaging spectrum as well.

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About Teknoweb

Teknoweb S.r.l. is the technology leader in high speed converting of wet wipes, wet toilet tissue and wet and dry gloves. It was established in Italy in 2004 by Piero Mandotti and Fabio Zampollo. Research and development are *Teknoweb's* main focus: to let the quality of its converting solutions be reflected in the quality of its customers' final products. In conjunction with Mandotti and Zampollo, Carl Cucuzza opened their U.S. operation in Georgia in 2009 to support their growing North American business.

About Elsner Engineering Works, Inc.

Founded in 1934, Elsner recently celebrated its 75th anniversary in 2009 as a third generation, family owned and operated business. Bert Elsner II and F. Rusty Elsner are still active managers with the firm. Elsner supports over 2,400 machines in nearly 60 countries around the world. Besides its headquarters in Hanover, Pennsylvania, USA, Elsner Engineering Works, Inc. has a sales office in Bremen, Germany, and offers field support from sites in England and China.

For more information

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