



Rollepaal
Pipe Extrusion Technology



**Westlake chose the best
PVC-O solution available**



Westlake
Pipe & Fittings

Westlake Pipe & Fittings is a division of Westlake Corporation, a global manufacturer with extensive experience in the chemical and building products industries. The company operates from locations across North America, Europe, and Asia and employs approximately 16,000 people globally. Westlake Pipe & Fittings specializes in producing PVC pipe and related products for various applications, including water delivery and field irrigation. For more information, visit www.westlake.com.

Throughout years of collaboration, Rollepaal has established a solid partnership with Westlake, a global manufacturer with extensive experience in the chemical and building products industries. Three Westlake representatives were interviewed, and they emphasized the advantages of Rollepaal's in-line PVC-O process, highlighting its superior technical solution and alignment with their sustainability goals, efficiency improvements, and long-term strategic vision.

Andre Battistin - Senior Vice President

What were the primary factors that led you to consider Rollepaal's machinery?

For over two decades, I have closely followed the development of PVC-O manufacturing technology, starting when there were only two operational lines in the world - Apollo in the UK and the R&D line in Dedemsvaart, Netherlands. After a review of potential alternatives, we selected Rollepaal's in-line PVC-O process. In our view, it was the best technical solution.

How does the integration of Rollepaal machines align with Westlake Pipe & Fittings' strategic objectives?

Rollepaal's PVC-O solution aligns with Westlake Pipe & Fittings' strategy in two areas:

First, from a sustainability perspective, it enables us to use 40% less material, significantly lowering the carbon footprint of our manufacturing process. In addition to improving our manufacturing environmental impact, the resulting PVC-O product transports 10% more water, which supports our customers' efforts to build sustainable infrastructure. This focus on resource efficiency becomes more and more important as we look to the future.

Secondly, as a leader in technology we are committed to manufacturing products that meet future demands. We continuously seek innovative solutions that place us at the forefront of our industry.

How did Rollepaal earn your trust?

It dates back many years when Rollepaal was still part of Wavin. During a visit to their facilities, I saw the PVC-O line in operation and spent a week at what was then Wavin's "Marketing and Technology" center.

This experience gave me a deep understanding of the PVC-O process and their patented technology. I became very comfortable with their team and capabilities, recognizing that PVC-O pipe would eventually become commercially viable.

How has Rollepaal's technology affected your production efficiency and product quality?

When comparing a PVC-O line to a traditional extrusion line, the PVC-O process delivers a higher output rate, producing more lengths of pipe per hour. While the startup phase can be complex, once the system is running well, the efficiency gains put us ahead in terms of overall production.

What do you think of the quality vs price of Rollepaal solutions?

We're highly committed to the success of this product and recognize that PVC-O technology is not for every operation - it's a highly technical process that requires a team with specialized knowledge. We have committed the required resources on our side to make this product successful. While the PVC-O line is certainly more expensive than a traditional extrusion line, we don't view cost in isolation. We consider the support provided by the Rollepaal team, the consistency of the product, and its performance in the field. This allows us to confidently promote it as a superior solution. Our sales and specification engineering teams are equipped to explain its benefits and why it's a better product. That's why cities will specifically ask for PVC-O. Ultimately, when evaluating cost, we take into account the full range of factors involved in delivering a high-quality, reliable product.





Edward Vujnović - Sr. Manufacturing Manage

Can you detail the implementation experience, including the installation and commissioning of Rollepaal machinery at Westlake?

I have been involved in this project since the beginning of the purchase. We did some trials, then the site acceptance test for the first production line at Westlake Pipe & Fittings. The fact that Rollepaal had a structured process is good. We had some issues, but they were remedied either before shipment or on-site just after receiving the line. At that time, the facility was changing - there were improvements, there were new employees being hired. We saw there was a commitment to the business, whether it was by the operators who were running the line at the site acceptance test, or by the technicians. You could see that people took us seriously and that they wanted to make us successful. That's important with a partner, with a vendor.

There was always someone to listen to us. Rollepaal listened to our concerns whether something wasn't working as expected, or something was broken down and it needed to be fixed, or even when we suggested improvements/enhancements.

Now, I'd say, we have good cooperation. I think it's because Rollepaal continued to believe in the partnership and continues to commit resources to that purpose.

How has Rollepaal's technology affected your production efficiency and product quality?

I confirm it is a more involved process to start up, you need to be precise. We've learned and incorporated changes to some equipment. We have learned and we've asked for improvements, and we've gotten it. It's been a development project. I agree with Andre, from the output point of view, when the line is running stable, the output is good, and it exceeds our existing technology. Although, to run this line you should be well-trained and prepared.

Describe the maintenance requirements of Rollepaal equipment. How has Rollepaal's customer support facilitated machine uptime?

I just want to take a moment to thank and compliment the team at Rollepaal for continuing to be a partner to us. We rely on your team very much. They always respond, they understand the importance of our needs, and they try to fulfill them. For example, during the pandemic, one of your technicians, even though it wasn't his specialty, helped us to start up these lines. He helped in every way he could and in some ways that he probably didn't think he could. We recognize the significant sacrifice made at that time.

“We selected Rollepaal's in-line PVC-O process. In our view, it was the best technical solution.”

- Andre Battistin, Senior Vice President

Keith Moggach - National Manager, Specification Engineering

How has Rollepaal's technology affected your production efficiency and product quality?

The response from our customers has been very positive to the quality of the PVC-O pipe produced with Rollepaal equipment. People like the smooth interior and 10% larger ID which provides more flow and decreases pumping cost. They also appreciate the way we ship it. In short, from the end customer perspective, we get very positive reviews from every customer we ship it to.