How does a company manage 1 box plant/sheet feeder in Latvia, a warehouse in Lithuania (near Poland), 1 sheet plant in central Lithuania, and 2 sheet plants in Estonia when 4 languages and 5 different currencies are involved? Also with distances for shipping finished product ranging up to 600Km and crossing several borders, how do they deal with the complexity of the sales transactions? Stora Enso Group and Kiwiplan found the answer.

Stora Enso is an integrated paper, packaging, and forest products company, producing publication and fine paper, packaging board, and wood products—all areas in which the Group is a global market leader. In 2003, Stora Enso’s sales totaled EUR 13.2 billion. The Group has some 46,000 employees in more than 40 countries on five continents. Stora Enso serves its main business-to-business customers through its own global sales and marketing network. A global presence provides local customer service. And, that is only part of the story.

With its corrugated packaging facilities in the fast-growing eastern European countries of Latvia, Estonia, and Lithuania, Stora Enso’s management team is faced with distinct issues related to serving the local market.

Designed to operate in complex environments, Kiwiplan’s comprehensive suite of automated Manufacturing Execution Systems (MES) and the fully integrated Enterprise Sales Processing (ESP) costing estimating system was the exact business solution required by Stora Enso.

Kiwiplan managed a full system configuration for both the hardware and the network of a multi-plant scenario with all locations in one database. Complete with a project plan, the installation of all the Kiwiplan products was a successful joint effort involving the Baltic Stora Enso management team and Kiwiplan project management. The project included interfacing with their financial system at multiple levels to achieve a seamlessly integrated solution.

Immediately Stora Enso management gained critically important visibility throughout their entire enterprise—visibility of not only real-time statistics, but total visibility with the Factory Floor Feedback module, including plant capacities and bookings for all their facilities down to current runnings on any given machine.

Additional benefits became apparent very quickly. Work cards, print designs, and construction designs are printed only when necessary and then on-demand. This prevents errors and ensures that only the current specifications are used by the crews. Tooling is managed with a central design group, thus allowing visibility and transference of orders with tooling to the desired manufacturing facility to ensure on-time delivery and customer satisfaction. Kiwiplan B2B links between sites provide real-time information of order status amongst the many sites. In addition to the tools to actively manage the plants, Kiwiplan provides customized and detailed reports for sales, financial, logistic and production needs. The reports summarize information at the business level and can easily be broken down into analysis segments.

That is just the beginning. ESP’s customized costing/pricing replaced the heavily maintained Excel spreadsheet at the sheet plants. Aija Skeltina, Baltics Logistics Director at Stora Enso, comments, “Inventories are now immediately visible, more importantly 100% track-able. Automation has occurred not only throughout our manufacturing processes, but we are also able to take advantage of automated order and customer-specific order confirmations via email. Additionally, ESP suggests due date and time based on plant availability. And with our seasonal swings, the inventories are now managed by ESP via a built-in TopUp process.”

What difference does all of this make? Andis Skujenieks, Baltics Sales and Marketing Director concludes, “The Stora Enso Riga plant is faced with distinct issues related to serving the local market. Designed to operate in complex environments, Kiwiplan’s comprehensive suite of automated Manufacturing Execution Systems (MES) and the fully integrated Enterprise Sales Processing (ESP) costing estimating system was the exact business solution required by Stora Enso.

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What difference does all of this make? Andis Skujenieks, Baltics Sales and Marketing Director concludes, “The Stora Enso Riga plant story.”
(Continued from pg. 1)

has seen a significant volume growth— it doubled in 2 years. Other expansion plans are in the works. Most importantly, the Stora Enso team is able to oversee and properly manage their plants— proactively and completely— and this would not be possible without Kiwiplan.” That is the story the Stora Enso team had hoped for and was able to achieve.

Kiwiplan’s systems excel at simplifying and managing complex environments. Case in point, at the Stora Enso plants in eastern Europe, the Kiwiplan programs readily function in 4 languages and 5 currencies:

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<th>Languages</th>
<th>Currencies</th>
<th>Multi-Plant Functionality</th>
<th>Track Outsourced Business</th>
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Kiwiplan Certified for SAP NetWeaver

Kiwiplan is pleased to announce that it has obtained an SAP-certified Powered by SAP NetWeaver solution. This signifies a true milestone for the Paper Packaging industry— the first availability of an integrated industry-specific solution for the corrugated industry for corporations implementing SAP. For Kiwiplan’s large Corporate Customer base this certification means that true “best of breed” software implementation is now possible. The power of SAP systems is now completely integrated with the industry-standard, fully automatic production planning systems from Kiwiplan.

With this certification comes a wide array of benefits to corporations looking to implement SAP. Foremost is a cost reduction— by having an existing template there is no need to recreate an SAP-Kiwiplan interface for each new situation. Customers will have minimal implementation risk through the existence of this defined interface. Plants will shorten the installation time cycle— by having an existing template, there is no need to recreate an SAP-Kiwiplan interface, and time is money.

Not least is an improved quality of implementation— customers now have available the joint skills of Kiwiplan and of local SAP consultants to come up with a solid integration/interface between SAP and Kiwiplan— especially in a global market, this highly beneficial type offering becomes absolutely critical.

NetWeaver is attracting industry attention world-wide as the first fully interoperable Web-based cross-application platform that is now using diverse technologies, including JAVA technologies and an ability to integrate RFID data, to deliver not only SAP applications but Kiwiplan applications as well.

Christopher Loh, General Manager Sales of Kiwiplan Asia Pacific, expanded on the meaning of this new SAP-Kiwiplan relationship:

“The strategic partnership of SAP-Kiwiplan gives confidence to Corporate Customers that there is longevity with the systems that they are investing in. SAP is the dominant software vendor for ERP systems. Kiwiplan is the dominant software vendor in the corrugated industry. This relationship protects their substantial investment in IT systems, that is, that they will “Future-proof” their IT investment.

“As both SAP and Kiwiplan are truly global companies, this relationship makes it easier for customers to fully utilize the extensive global expertise of both organizations. This in effect allows both SAP and Kiwiplan to deploy and implement best practices around the globe.”

Italian Version Now Available

Este artículo esta disponible en la versión española de www.kiwiplan.com.


Be sure to check out the NEW Italian version of www.kiwiplan.com
Non mancate di consultare la NUOVA versione italiana del nostro sito www.kiwiplan.com
Extending Kiwiplan Benefits for Corrugated to Folding Carton

Wouldn’t it make sense for folding carton plants to have the same opportunity to reap the benefits and ROI from the use of Kiwiplan’s suite of Manufacturing Execution Systems (MES) that corrugated box plants have been experiencing for almost three decades? It does make sense; in fact, several folding carton plants are already doing just that. Long regarded as the global market leader in supplying industry-specific software for the corrugating industry, Kiwiplan is making inroads into the Folding Carton Industry as well.

Transiting from Corrugating to Folding Carton

Although corrugating and folding carton manufacturing environments are similar, folding carton plants have unique requirements that Kiwiplan systems are designed to accommodate.

- "Complexity of product routing often equal to or more than found in corrugated. (see common routes in figure below)"
- Optimization of order scheduling in an environment where a set-up of a machine averagely 45 minutes, yet that same plant has to take into account that their 8-color gravure press could have a set-up of 8 hours, or a litho-offset printer needing between 2 and 5 hours. The industry’s most powerful scheduling algorithm, Kiwiplan PCS, manages such a complex situation as readily as it schedules a simple one-pass manufacturing process.
- Integration to plant-specific desires. Integrating with Kiwiplan includes these possible scenarios:
  1. A complete Kiwiplan suite coupled with your preferred financials
  2. A solution coupling Kiwiplan with your ERP or legacy system
  3. A solution where Kiwiplan MES is connected with your Financials, Sales and Distribution systems

The installed plants have found that Kiwiplan finite scheduling MES systems integrated with ESP Order Entry Costing/Estimating and Financials or an ERP system are offering them a solution that creates critical ROI.

- A Stock/Calloffs scheduling component. This involves scheduling make-to-stock jobs with no calloffs requiring their production to be scheduled to start way out into the future.

Dana Disney, Project Manager at Kiwiplan US, who recently viewed one of the installed facilities near Melbourne, Australia, comments: “I was more than impressed how well the systems were tailored to cater to the specifics of the Folding Cartons Industry. Corrugated and Folding Cartons are indeed ‘cousin-industries,’ yet their operations are quite distinct. I was impressed seeing firsthand how the original automatic scheduling algorithm has been enhanced specifically for Folding Carton in several key areas.”

Disney continues: “Load Balancing for Folding Carton will give preference to the fastest alternative machine first. Pull Forward has been adjusted by optimizing the days pulled forward by machine center rather than only by a site-wide parameter.”

Christopher Loh, General Manager Sales of Kiwiplan Asia Pacific, adds: “Crew Scheduling is an exciting, critical enhancement that defines a dependency to a specific crew group and specifies when that group is available. We’ve also introduced the ability to define jobs which require a customer pass, and the specific time window, such as Mon–Fri 8:00 a.m.–7:00 p.m., when the PCS scheduler must plan the finish setup for the first machine for the indicated job.”

Overcoming Barriers to Optimizing Production and Throughput

Folding carton plants inherently are faced with multiple barriers related to effectively planning and scheduling multi-step, multi-pass manufacturing operations manually in a fast-paced and dynamic setting. Overcoming these barriers through automation is where Kiwiplan excels. Barriers Kiwiplan systems address include:

- Production delays due to “product print approval” events impacting the production schedule.
- The practice of multi-up, multi-product operations that require Kiwiplan’s robust join-to and separate-from capabilities to prevent inaccurate production schedules.
- The ability to minimize setup times for the various work centers to which Kiwiplan is giving both visibility and automation.

Benefits for Folding Carton Plants

The enhanced Kiwiplan systems for Folding Carton offer an array of benefits, including:

- A much improved management of the pre-production schedule materials requirements.
- Overview, planning and management of Work-In-Process.
- Completely automated planning of the printing and finishing operations.
- Highly accurate predictive shipping schedules.
- Dynamic response and change to any schedule modification.
- Creation of an environment allowing the plant to move towards a “paperless” environment.
- Real-time and predictive manufacturing capacity and loading information.
- Complete management of all tooling needs and requirements.
- The ability to perform on demand “what-if” production schedule scenarios.

In a Folding Carton world where management feels constrained and unable to manage the plant effectively using traditional manual methodologies, Kiwiplan has a proven solution. The solution not only automates much of the daily routine, but also offers solutions that allow plants to explore avenues into Lean Manufacturing or Sigma Six initiatives more meaningfully. The demands on all of the Paper Packaging industry are extreme. Just as for corrugated, Kiwiplan is now partnering with the Folding Carton Industry. It only makes sense.

Possible Product Routings in a Folding Carton Plant

The complexity of product routing is often equal to or more than those found in a corrugated plant.
In a major breakthrough, Kiwiplan’s Supply Chain Simulator (SCS) now goes to the next level of sophistication by including scheduling and trim efficiencies and other costs savings of the Paper Mill(s) into the “optimization” process.

Until now, SCS has produced the “best possible” roll matrix for an individual corrugated plant, that is, one that will minimize trim and costs and maximize efficiencies for the expected demand on that plant.

All the individual plant’s roll matrices are now aggregated, with a group-wide optimization for more effective rationalization of papers and sizes, significantly reducing the group’s SKUs. This optimized group demand-plus-forecasts of external customers’ demand is then simulated at the Mill to optimize its trim and scheduling efficiencies and costs. The resulting feedback from the Mill to the plants influences further rationalization of the plant’s SKUs.

After receiving the feedback from the Mill, the individual corrugated plants then re-run their “local” SCS simulation. Possible costs to them are balanced against the efficiencies and savings to the Mill. The entire simulation process is repeated until the benefits and savings to the whole group are optimized.

In summary, SCS’s new Enterprise Optimization capability seeks to optimize for the “whole” integrated group rather than for the individual “local” optimizations for each plant.
Chicago Electric demonstrated the running of their display program using a connection to Kiwiplan data in a plant.

Kiwiplan team: (left to right) Rodney McGee, Jim Walton, Chuck Raymond, Dana Disney and Dirk Pastoor.

Kiwiplan was pleased to welcome customers and friends in our hospitality room. Great seeing you in our home town!

Kiwiplan GmbH Exhibits at VDW

Kiwiplan GmbH was represented by Stefan Nedbal and Murat Eyiberispek at the VDW (Verband der Wellpappen-Industrie e.V.) meeting in Hanover, Germany. This was the first time Kiwiplan, Germany used a regional VDW meeting to make a country-specific presentation to the around 300 attendees. Photo (above) shows Murat making a presentation on Roll Stock Analysis.
Kiwikiplan Welcomes New General Manager, Kiwikiplan UK

Kiwikiplan announces the appointment of Martin Costa, General Manager, Kiwikiplan UK. Martin has been in the Packaging Industry for 20 years, primarily with the LINPAC Group and latterly DS Smith Packaging. His roles have included financial, commercial, manufacturing, and logistics responsibilities. Martin has had General Management responsibility for various operations including Sheet Plants, Sheet Feeding, and most recently the modern integrated Box Plant at Louth, Lincolnshire. Martin has a life sciences degree and is a chartered accountant.

All of Martin’s roles have meant close involvement in IT business systems. He has been responsible for the successful implementation of business management software systems at several plants, as well as being directly involved in in-house bespoke software projects.

Welcome, Martin!

Kiwikiplan New Zealand Doubles Staff, Recruits Top Talent

With the continued global growth of Kiwikiplan, two years ago the Kiwikiplan Board decided to act on the accompanying need for expansion of the Kiwikiplan development office in New Zealand. The goal is fourfold: to ensure that Kiwikiplan is well-equipped to update the applications into new technologies, allow customers to better apply updated Kiwikiplan systems appropriate to 21st century manufacturing methods, continue on a solid path whereby Kiwikiplan will exceed customer expectations through the introduction of new products, and deliver the best possible service to Kiwikiplan’s customers worldwide.

“For the past 18 months, we’ve worked diligently to recruit the top talent to keep pace with our growth,” comments Terri Taylor, Human Resource adviser for Kiwikiplan. “We’ve been highly successful in our recruiting efforts with New Zealand-based staff numbers now tipping 90. (see companion article on recruiting success)

Keys to Kiwikiplan NZ’s Recruiting Success

In New Zealand, IT staff is the third most difficult occupational group to recruit just behind engineers and sales representatives. So how were Kiwikiplan New Zealand’s recruitment efforts to double its staff so successful?

- Positive reputation with students and graduates— Now in its third year, Kiwikiplan’s scholarship program with the University of Auckland has enabled the company to attract the top graduates in IT and Software Engineering, thus enabling the expansion of mainly the MAP Java team. Kiwikiplan’s popularity with graduates appears to be the result of the favorable reputation the company has developed. Anecdotal feedback indicates students perceive Kiwikiplan as a friendly place to work offering real opportunity to work with technologies currently in vogue.

- Expanded Scholarship Programs— Quality Assurance, Testing, and Support staff are also an elusive group to recruit; however, focused recruitment efforts have resulted in tripling this area including enlistment of staff dedicated to customer/user support. This is due in part to the introduction of scholarships with the University of Auckland, AUT University, and Massey University. These scholarships are aimed at attracting graduates of manufacturing and production sciences who may have incorporated an IT perspective in their degrees and have an interest in how IT supports manufacturing and supply chain industries.

- Global recruitment Web sites— Global recruitment Web sites have made information about Kiwikiplan job opportunities accessible by people all over the world. Through these sites, Kiwikiplan has sourced staff from overseas and supported them in their emigration to New Zealand. (see companion article on NZ’s multi-cultural, multi-lingual team) The company profile has drawn many hits from expatriate Kiwis and others wanting to live and work in New Zealand.

Kiwikiplan NZ Builds Multi-cultural and Multi-lingual Team

In line with Kiwikiplan’s global customer base, the New Zealand office has “become somewhat of a mini United Nations,” says Terri Taylor, Human Resource adviser for Kiwikiplan. With just over a third of the staff born in New Zealand, the balance come from India, Great Britain, Hong Kong, China, South Africa, Malaysia, Russia, Sri Lanka, USA, Vietnam, Philippines, The Netherlands, Japan, Italy, Fiji, Denmark and Croatia. About two-thirds of the staff are male; the remaining one-third female faction is growing fast as more and more females embark on IT careers.

“It’s good to know we can call on our colleagues to speak other languages if the need arises,” Terri remarks. “As a celebration of our ethnic diversity, we regularly hold a ‘pot luck’ lunch where staff bring a dish representing the cuisine from their home country. The resulting smorgasbord is a vast range of dishes to suit everyone. These events build team spirit and act as a great conversation topic enabling us to better understand each other.”
Manage Quality Automatically with Kiwiplan QMS

Improve quality or risk losing profitability and customer loyalty. This seems to be the mandate facing packaging companies in the highly competitive global market. With the introduction of faster machine speeds and smaller inventories leading to “lean” enterprises, product quality is more than ever a critical concern. Automating quality management and assurance is not simply “nice-to-have,” it’s a requirement.

To assist corrugating and packaging companies around the world in achieving fully automated quality management and assurance, Kiwiplan has launched its Quality Management System (QMS), thus creating an integrated link between Sales Order Entry, Quality Assurance, and Manufacturing Departments. QMS delivers continual production quality improvement driven by factual, data-based decision making.

Definable Quality Tests and Data Capture

An exceptionally flexible system, QMS can be configured for most quality tests as well as for both manual and automated data capture. The Quality Manager or Laboratory personnel can set up specific quality tests for each job based on material types, measurements, customer job specific requirements, triggers, or stages in processing. [Slide 1, below]

Operator Instructions and Accountability

Kiwiplan Factory Floor Feedback (FFF) automatically displays the designated quality tests on the factory floor, prompting operators to perform tests at the appropriate times or intervals. [Slide 2, below]

If configured, QMS can provide instructions on performing the tests and what to do if the test fails. It prompts that tests are being carried out and provides a history of test plans. A required login and password make test results traceable. Machine operators must enter test results before the job status is declared “completed.” [Slides 3, below & 4, lower right]

Accurate Reporting for Improved Testing and Decision Making

QMS records and maintains tests according to simple compliance or numerical graduation. Using Open Database built-in analysis functions, reports can be customized and generated for single or multi-plant sites. Data may indicate the need to improve existing quality tests and reaction procedures. Quality-deficient processes can be isolated to reduce waste. [Slide 5, below]

To learn how to automate quality management and assurance in your plant, contact Kiwiplan Sales.

Benefits of Kiwiplan Quality Management System

- Eliminates paperwork, improves accuracy—Stores quality tests and their results in an easily accessible internal database. [Slide 6, on right]
- Allows easy identification of quality problems through the creation of an audit trail of quality assurance tests related to the job number.
- Improves accountability for quality problems with the traceability of work-in-progress (WIP) through the entire testing lifecycle.
- Improves process automation and, where materials are continuously monitored, allows automated checks to replace manual ones.
- Plots machine and job-oriented quality checks and provides variance and exception reporting.
- Reduces waste and downtime—Quality problems are able to be corrected earlier in the product lifecycle. More stringent quality checks can assist in decreasing machine downtime.
- Provides details for responding to customer concerns. Since procedural information is easy to retrieve, problems can be resolved faster.
- Assists to meet and even exceed Customer expectations!

QMS allows sites to generate a certificate of conformance and thus supports the plant’s ISO Certification requirements.
Little did Tom Black of Norampac, Inc. Technical Services Group know what was in store for him and his wife Kathie when he won Kiwiplan’s trip for two to New Zealand at SuperCorr Expo 2004 in Atlanta. “Spectacular” was the word he used repeatedly to describe the beautiful scenery and the friendly people of New Zealand, home to Kiwiplan’s Corporate Development Center with a team of over 70 staff. Tom comments: “It was a trip of a lifetime, the most stunning scenery we’ve ever seen.” From the glacial lakes, picturesque fiords, and the massive mountain ranges with the steaming volcanoes and thermal areas to the rolling green agricultural regions, sweeping coastline, and the vibrant cities, the Blacks were in awe of the variety of scenery they encountered throughout the trip.

Tom remarks: “For a country that covers about 100,000 square miles, the variety of climates and elevation changes are amazing. We saw and did so much, and yet there is so much we didn’t see. We would definitely go back. The New Zealand people were wonderful, friendly, outdoorsy, and fun loving. We enjoyed learning about the Maori culture and seeing first hand how the Maori and English settlers are truly living in harmony. A special treat—on our flight back to the States we traveled with the All Blacks, New Zealand’s National Rugby Team. The outpouring of fan support was much like that of a Super Bowl Team. We were very impressed with the young athletes who went out of their way to be nice to the fans, especially the children. We later learned that this team won the World Championship of Rugby and was voted the Team of the Year. It was quite entertaining to be with them.”

Another tour highlight was a visit to Kiwiplan. Tom notes: “The Kiwiplan staff was so welcoming and did all they could to make our trip the best ever. From recommending the best places to buy Maori art as well as wine tasting venues, they took care of the details. Kathie and I are grateful to Kiwiplan for giving us the opportunity to experience New Zealand.”

Chris Macquet, Product Manager for Kiwiplan NZ, comments: “It was a pleasure to host the Blacks. They were perfect guests.”

Dirk Pastoor, Marketing Manager for Kiwiplan, Inc., concludes: “Oftentimes prizes such as the one Tom Black won are but an opportunity to promote a product. Kiwiplan wanted something different, and this offer was simply to give someone an amazing time—congratulations, Tom and Kathie.”

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Looking for ways to optimize production and efficiency and reduce costs?

Email sales@kiwiplan.com to request a Supply Chain Simulator brochure today!

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Kiwiplan UK-New Facility
To keep pace with the needs of the growing European customer base, Kiwiplan UK recently moved offices into their new facility located in Burntwood, Staffordshire, in the United Kingdom. Welcome to your new home!

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NEW *Free* Interactive Kiwiplan Brochure on CD Request Yours Today!

Want to find out how you can increase throughput and on-time delivery, reduce manufacturing costs, drive supply chain management and lean manufacturing initiatives, provide real-time information throughout the organization, empower employees, increase teamwork, and much more?

Our new interactive brochure on CD demonstrates the benefits Kiwiplan products deliver to box plants, sheet plants, sheet feeders and folding carton plants worldwide. This media-rich presentation highlights benefits, features and functionality of the Kiwiplan Total Solution—fully automatic, integrated systems for Web-enabled supply chain management, sales order management, scheduling and planning, manufacturing, and inventory control.

To view these opportunities first-hand, request a free, interactive brochure on CD by filling out the information request form on www.kiwiplan.com, or contact your nearest Kiwiplan office (see listings on p.2).

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