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IN-HOUSE MAGAZINE



**Daetwyler**



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EDITORIAL

ACTED CORRECTLY OR  
REACTED CORRECTLY?

It came quickly and was unpredictable. Within days, the pandemic presented new challenges for every citizen.

Even our group of companies had to deal with various fundamental questions: Who does field service work when no one is allowed to travel? What can we do to keep the risk of contagion as low as possible? How do we ensure a complete flow of information?

Daetwyler's Group Management did not settle on any compromises. The ultimate goal was – and is – the best possible protection of every employee. This guiding principle stands above all. As a result, we were able to respond skillfully to the federal instructions of each subsidiary and act early in various matters (see the article on the right). Great attention was given to internal communications. Furthermore, a great deal of focus was dedicated to each employee's own sense of responsibility.

Whether all measures can be implemented proportionately and sustainably in practice, remains to be seen. We will almost certainly never know what is, or was, right. To date, we can only confirm that we do not have any registered cases of illness within the entire group of our companies and we hope to keep it that way.

Despite the challenges, we hope for a good summer – without any new surprises.



Thomas Rother  
CEO Division SwissTec

IF THERE IS CONSUMPTION, THERE WILL BE PACKAGING

HERE'S HOW THE GLOBAL PRINT PACKAGING SECTOR  
IS MASTERING THE CRISIS.

The pandemic is on everyone's mind. No daily show, no newspaper, and no private conversation happens without the topic of infection and its political and economic impacts. This worldwide matter will accompany us for a long time to come.

As we learned from the media, consumers are now shopping in large quantities. Everything that is purchased, is also packaged. A stroke of luck for our industry.

We, too, were suddenly caught up in the intensity and inevitability of the situation. Within days, ordinary activities were called into question. Can we still work? How do we procure our raw materials? What is the political and health situation in our global subsidiaries? Are our international retail chains still working? What happens to our sales in such challenging times? Do our employees stay healthy? How do we get out of this situation?

Thanks to our safety stock policy, established years ago, we didn't have to worry about a production outage. In order to reduce the number of employees per square meter, we converted the entire plant into a strict, separate two-shift model. All employees of Daetwyler SwissTec had to participate without exceptions. There was also no shift handover. It was just too risky! Fortunately, global logistics and distribution companies haven't been severely affected. There were minor delays for individual orders, and customs documents sometimes took a little longer to

process. But the logistics process itself worked. This is also thanks to our more than 60 trading partners, who reacted very proactively to the situation.

« IT ALSO WORKED THANKS TO  
OUR MORE THAN 60 TRADING  
PARTNERS, WHO REACTED  
VERY PROACTIVELY TO THE  
SITUATION. »

The hoarding purchases also triggered larger orders from our end customers – printers and partners. As mentioned at the beginning, no one knew early on what was going to happen. Many households and many companies also stocked up. We felt that. The large order volume and the hygiene measures introduced at the same time were only mastered with an enormous effort from the entire workforce. Fortunately, the situation has calmed down somewhat. With our business segment in flexible packaging, we are optimistic about the future.

Thomas Rother  
CEO Division SwissTec





ADILSON NGINA, APPRENTICE MECHANIC AND SOCCER PLAYER WITH U18 CONCORDIA BASEL

A GREAT TALENT.

As a young person, you have many ambitions: for one, you have to choose a profession and prepare for the future, and the other, you have many plans for how to spend the new-found leisure time after school. Or maybe, you already have a hobby you excel at.



Adilson Ngina, with passion on the green field...

DST mechanical apprentice Adilson Ngina is an avid soccer player. As a second grader, he was registered by his godmother at FC Reiden. Soccer quickly became the boy’s greatest passion.

During a test match against Club Concordia Basel, a talent scout took notice of Adilson. The then 13-year-old was invited to Basel for training trials. During that week, he was tested and observed and was subsequently offered a place at Club Concordia.

Adilson began commuting the 75-minute journey four times a week by train. Sometimes, he took along school assignments, which he completed during the train ride; but mostly, he listened to music. Even now, during his apprenticeship, he sprints to the train station after work at 4:30 p.m., heading into Basel for training on Mondays, Tuesdays, Wednesdays, and Fridays. In addition, there are matches every weekend

during the championship as well as some cup games.

When asked what he falls short on currently, he had to smile, but without having to think too much, he said, «Sleep!» But for the 17-year-old today, his commuter life seems normal already. That’s why it was a huge change for him when the Covid-19 virus completely turned his daily routine upside down. In addition to the training sessions,

he mainly misses his friends and teammates, whom he has met in the past years at the club.

During the lockdown, the coaches digitally contact their teams: every day at 4 p.m. a training session takes place via video conferencing. To stay fit, Adilson does a lot of strength exercises and goes jogging. The arranged shift work in the company does not make it easy for him to always follow the training sessions.

Starting May 11, the professional leagues were allowed to resume team sports. In small groups of five people and without man-to-man coverage. The measures dictated by the Federal Office of Public Health (FOPH) must be strictly adhered to. For the aspiring professional soccer player, this means that although things will finally continue with «normal» training, it will involve more leg work and developing a feel for the ball. Any kind of matches are still prohibited.

Next year, Adilson wants to successfully finish his apprenticeship. The soccer future is not so secure and is not in his hands alone. Naturally, he would love to turn his passion and talent into a profession. He also hopes that he will be recognized and picked by a National Team’s talent recruiter. Whether for Switzerland or Angola is not so much of importance, since Adilson has both citizenships; he just wants to play the game. And in his case, speed will be critical. Whichever team makes the first offer, wins his alliance.

For your future, the whole DST team wishes you all the best, much success, and perseverance. Thank you very much for this interview and your open answers.

Sandra Scheidegger  
Marketing



...and at work.

WWW.GEWERBEPARK-DAETWYLER.CH

DAETWYLER INDUSTRIAL PARK IN BLEIENBACH.

In an ever changing world one must always meet challenges head-on. The Daetwyler Group has experienced this many times in its history and always prevailed by adapting to new conditions by taking advantage of new opportunities.

This year, is no exception, with the Bleienbach site being transformed into an attractive business park. Due to the relocation of two long term tenants, two manufacturing halls, as well as a large office area, have become available.

Various ideas and concepts for the new use of these halls have been discussed, examined, and planned by management and the infrastructure leadership team for a long time. We realized that our properties had potential for a much wider use, not just for industrial purposes.

Whether aircraft or vehicle parking, inventory and production spaces, or even studios, office and small work shops – almost anything is possible at the Daetwyler business park in Bleienbach.

In order to give the various prospective tenants an overview of the rental portfolio, a website [www.gewerbepark-daetwyler.ch](http://www.gewerbepark-daetwyler.ch) was launched.

« ALMOST ANYTHING IS POSSIBLE AT THE DAETWYLER BUSINESS PARK IN BLEIENBACH. »

The effect of these informative webpages was enhanced through additional advertisements in local venues. As a result, numerous rental contracts could be closed, and the first tenants have already moved into their new «home».

However, the rental of the properties is only part of the offer. The other part consists of services that tenants can buy individually and at attractive prices if needed.

No matter what it is, from logistic to administration services, the Daetwyler specialists onsite are on-hand to provide assistance. This allows tenants to completely focus on their core business.

Further refurbishment work of various buildings is also planned and will reduce our carbon footprint. This, the attractiveness of the business park also increases in this respect.

Roland Lemp  
Head of Infrastructure





A CURRENT REPORT FROM MDC USA

CHANGE AND INNOVATION – NOTHING NEW FOR DAETWYLER

Things sure look different than they did January 1, 2020. But one thing is for sure: this is not the first time our company, or our industry, has gone through changes.

In 1993, I was hired to grow our doctor blade business in illustration and gravure packaging. At this time, the gravure market dominated North America with 80% of the print capacity and the flexo process was only 20%. Daetwyler’s sales came mostly from this market. As the presses got wider, the need for expanding cylinder making equipment grew. New plants were built, capacity was added, and this market flourished in the 80’s and 90’s.

In the early years of the new century, computers gained acceptance and this market began to decline. What was once the majority of Daetwyler USA’s sale, now dropped, and we needed to adapt to these changes. From this point, new technology and new doctor blade types were developed for gravure packaging.



« NEW PLANTS WERE BUILT, CAPACITY WAS ADDED, AND THIS MARKET FLOURISHED IN THE 80’S AND 90’S. »

The tobacco industry quickly became the new dominant market for Daetwyler and a large portion of our sales was generated in this sector. This included cylinder production equipment, service, spare parts, chemi-

cals, and doctor blades. The quality in this market was known to be the industry’s highest. During this time, environmental pressure grew, and solvents like toluene were no longer used in any packaging targeted for human consumption. Toluene was a great lubricating solvent, and doctor blades ran well wherever this solvent was used. As this was taken away, acetate became the new norm. A new need developed for coated doctor blades, and the MDC Longlife was created.

As the tobacco industry volume began to decline in the USA, the fle-

xographic printing market began to further develop, yet gravure printing was still regarded as the highest quality, most easily reproducible process available. Printing on plastic film became our new target market, and new doctor blades were further developed. MDC Ultralife was created, and the lamella tip was no longer the only product we offered. Our product range now included different types of bevel doctor blades.

As the flexo market grew, we began to adapt our doctor blade offerings to better fit this market. Our MDC Soft blade (what was once only a coa-

ting called Durablade, which was used to protect the blade from corrosion in water-based inks) was now being used to help protect the anilox roller from wear in the flexo printing process.

Now the USA flexo market dominates the packaging industry with 92% of the market share and gravure only 8%. Newer product offerings were developed in Gamutstar, Goldstar, and Starlife to better fit the process, and other products like Longlife were now offered in different tip designs to adapt to the rapidly changing market needs.

« DAETWYLER AS AN INNOVATIVE COMPANY THAT ADAPTS TO MARKET CHANGES. »

This Covid-19 has affected the whole world. The changes we must make to care for ourselves and our families are like nothing I have ever seen. I truly appreciate the risk and sacrifices our employees have made to adjust to this pandemic. Changing our working schedule, changing the way we communicate, and learning new skills are all part of the innovation that has made this company strong. This has not only affected how we work internally to manufacture our products, but also how we must now interact with our customers.

I don’t give you this history lesson to share my career experiences. The picture I want to paint is based on the continuation of Daetwyler as an innovative company that adapts to market changes. This continual awareness of the market trends and adjusting to the market needs have positioned us firmly in one of the world’s most active markets in food packaging. However, this time, the innovation required is not only built around product development, but rather how we needed to adapt to manufacture, sell to, and service our customers.

Our market strength has always been our products and technical support. We do our best work on the press-room floor, working together with our customers to help solve their biggest issues. Currently, this is not possible, but the customer need is still there. We needed to find other methods of communicating our value and connecting with our customer.

Our face-to-face meetings are now mostly done through technology. We have learned to use multiple platforms to communicate with our customers. Face-to-face meetings have been done with Zoom, WebEx, Microsoft Teams, Google Meet, Skype for business, iPhone face time, and GoToMeeting. To do this, we needed to create additional tools in presentations and technical articles, but also find other venues to position ourselves in front of new customers.

Currently our market begins to reopen, and some customers are allowing us to visit them once again. This involves more protective gear than ever before, and shaking hands is no longer the proper greeting. Covid-19 has brought its challenges, but the innovation behind our company will adapt to this change... just as it has to many other challenges and market changes in the past.

Marty Cansler  
Managing Director – Sales and Marketing



ROTOFLEX AG PRODUCES DISINFECTANT FOR DAETWYLER GROUP EMPLOYEES

«HELPING HANDS»: SPEEDY ASSISTANCE FROM GRENCHE.

The Corona-Pandemic required increased hygiene measures from all of our employees. The health department rules were explained and implemented immediately. The demand for disinfectants increased. The traditional manufacturers were overwhelmed, and the delivery times and prices rose massively, encouraging black markets to pop up.

The divisions exchanged disinfectants wherever they could. But the disinfectants were in short supply everywhere. We were conscious of the situation in the marketplace, and thus the idea developed to create our own disinfectant. The R&D lab, with Christina Tischler, created various recipes. The first test samples were tried out by coworkers and received positive feedback. Lastly, two remaining missing raw materials were urgently acquired from a nearby solvent supplier – and just like that, the next morning, we had our first 40-liter batch ready for shipment.

«MISSION COMPLETED», ONE MIGHT THINK, BUT THE DEMAND KEPT GROWING.



The first lot of the «DM-2020» is ready.

In Bleienbach, everyone was looking forward to receiving the anticipated product, called DM-2020. After its arrival, team members helped transfer the liquid into smaller dosing bottles and distributed them to the critical

locations. «Mission completed», one might think, but the demand kept growing. With our second production batch, we became more courageous and tried various fragrances to minimize the herbal smell of denaturants in alcohol. The formulation still is according to WHO guidelines and contains no thickening agents and thus, remains liquid.

borhood and logistic carriers. So, the third batch has already been produced. To us, the handling of such small quantities is still unfamiliar; we are used to drums or 1000-liter containers.

We are pleased that we were able to make a small contribution toward preventative health for our employees. We hope, of course, that all of us will continue to be spared from the virus. Here's to good health!

FYI:  
DM-2020 continues to be available.

Thomas Marte  
COO



The liquid disinfectant for the employees, labeled with the prenames.

This batch of DM-2020 was given in liter-sized containers to the employees to adequately protect their families. This action resulted in more inquiries from acquaintances of our employees, but also from the neigh-

THE COOPERATION BETWEEN PAUL SCHERRER INSTITUTE (PSI) AND DAETWYLER ENTERS A THIRD STAGE

PSI UNDULATORS FROM URSENBACH FOR EUROPEAN XFEL.

The Athos undulators for SwissFEL have a succession project. Daetwyler has been awarded a contract for the construction of four additional frames for the APPLE-X undulators for the «Freie Elektronen Laser European» XFEL in Hamburg.

These are similar to the Athos undulators currently under construction. For PSI only the magnets and period lengths become slightly larger and with it, also the necessary traveling distances. The cast-iron frames, as well as the traversing units with wedge-based precision drives, remain largely unchanged.

The four APPLE-X undulators, newly developed by PSI, will be attached to an existing beam line and will enable the variation of the wavelength in addition to adjustments to the polarization of the x-ray light: linearly, horizontally, and vertically; or also left respectively circularly right. Worldwide, other than the two latest facilities at PSI and in Germany, there are three other such FELs: in the USA, Japan, and South Korea.

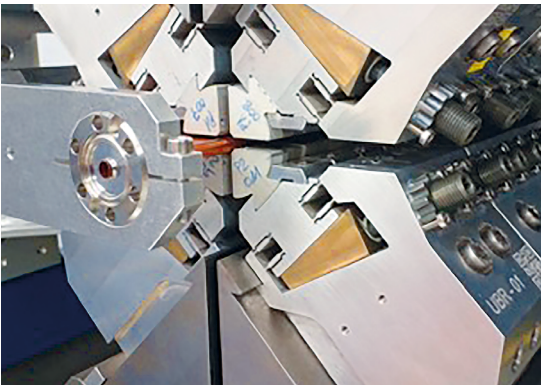
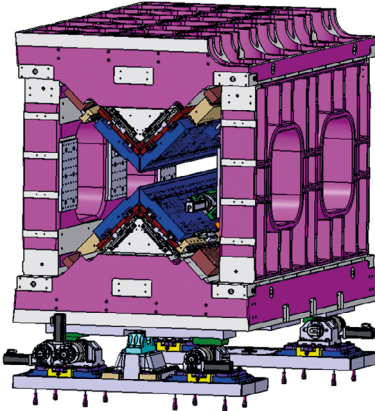
The project was started in Q2/2020 allowing the proven processes of the Athos undulator production to be continued seamlessly.

The picture below shows the tunnel of the 3.4 km long European XFEL X-ray laser between Hamburg and Schenefeld in Schleswig-Holstein. (Source: xfel.eu)

The picture on the right visualizes the frame for the UE90 APPLE X Undulator for the European XFEL. The frame is made of cast-iron. The four blue, X-shaped plates allow individual, precise adjustments in the radial and axial directions. (Source: PSI)

The four magnet rows with 800 magnets each – on the picture below the visualization – envelope the extremely thin-walled vacuum chamber with 5 mm diameter of the ATHOS undulators on the SwissFEL. A total of 16 undulators use more than 13,000 of these pick-shaped magnets, which are also manufactured in Switzerland by Arnold Magnetic Systems in Lupfig. (Source: PSI)

Markus Zaugg  
Project Management





«CADAM-MSM» IS THE CORNERSTONE TOWARD PAPERLESS MANUFACTURING

URSENBACH GOES (MORE) DIGITAL.

Today, digitization and industry 4.0 are THE talking points dominating trade journals and trade fairs in the manufacturing sector. This development certainly does not exclude Ursenbach.

We want to be well-positioned for the future, and we must take advantage of the opportunities that come our way. That is why – in 2019 – our management agreed to invest in «cadamMSM» including several peripheral devices.

«cadamMSM» stands for Machine-Shop-Manager, and it is a modular software program for production data management. This includes CNC programming, tooling and production data. «MSM» is an in-house development of the company CADAM Solutions, from whom we have already purchased our CAM programming system. In this constellation, we can easily access all data and settings at any time, all without an interface. This was an essential criterion in our decision!



Tool assemblies are now clearly identifiable, and their data can be transferred to the machine via a scan.

«CADAM-MSM» STANDS FOR MACHINE-SHOP-MANAGER, AND IT IS A MODULAR SOFTWARE PROGRAM FOR PRODUCTION DATA MANAGEMENT.

Initially, a «starter package» for programming, tool rooms, and milling machine «Heynumill» was selected from the proposed modules. A learning phase was important to us in order to transfer the experiences gained to the other machines.

Depending on the user, cadamMSM offers various advantages. In the programming department, it is not

only used for pure program storage but also for comparing the different program stages and their status. «Foreign data» can also be managed from our older programming system. And of course, a strong search function is available.

The employees in the tool room also benefit from the «MSM» implementation. Previously, entire toolsets were set-up for each individual job or determined by manual comparison of the set-up requirements. Now cadamMSM takes over this task and generates deviation lists. The result: a time savings that can be measured by several hours per workweek already!

Another highlight is the laser with a corresponding scanner, also from CADAM Solutions. Tool intakes are laser engraved with a data matrix code. Tool assemblies are now clearly identifiable, and their data can be transferred to the machine via a scan.

The next step is the connection of the remaining milling machines as well as the training of the operators. With this and many other long-term investment projects, we are continuously bringing Daetwyler to the forefront of Quality, value and reputation in the market.

**Roberto Cron**  
Deputy Head of Manufacturing Technology

WELCOME TO THE DAETWYLER GROUP

NEW HIRES.

MARCH 2020

- **Monika Brighina**  
Quality Control (Q-Lab)  
Rotoflex AG
- **Jovan Latag**  
Ink/Lacquer Laboratory (R&D)  
Rotoflex AG
- **Samuel Aebi**  
Production  
Rotoflex AG

APRIL 2020

- **Sebastian Grosser**  
CNC-Miller  
MDC Max Daetwyler AG Ursenbach
- **Colin Nyffeler**  
Construction Development  
Daetwyler SwissTec AG

MAY 2020

- **Guido Buri**  
Team Member Production & Maintenance  
Daetwyler SwissTec AG
- **Erhan Demirel**  
CNC-Miller  
MDC Max Daetwyler AG Ursenbach
- **Miriam Harriet Schütz**  
Lab & Quality Assurance Assistant  
Daetwyler SwissTec AG

JUNE 2020

- **Elke Bauer**  
Manager Quality Management & Regulatory Compliance  
Rotoflex AG
- **Lukas Kurt**  
Automation Development  
Daetwyler SwissTec AG
- **Patricia Mächler**  
Surface Technician  
Daetwyler SwissTec AG
- **Michael Signer**  
Design Engineer  
Daetwyler SwissTec AG

WELCOME



## THANK YOU FOR YOUR SERVICE

### ANNIVERSARIES.

#### 10 YEARS

- **Fredy Baier**  
April 1, 2020  
Electroplating / Daetwyler SwissTec AG
- **Radisa Radojkovic**  
Mai 1, 2020  
Production / Rotoflex AG

#### 25 YEARS

- **Heribert Christmann**  
Mai 1, 2020  
Production / MDC Max Daetwyler AG Ursenbach
- **Dolores Dähler**  
April 1, 2020  
Diamond Shop / Daetwyler SwissTec AG

#### 35 YEARS

- **Christian Nyffeler**  
Juni 1, 2020  
Airplane Construction /  
Daetwyler Management AG

## BEST WISHES ON YOUR NEW PATH TOGETHER

### WEDDINGS.

#### MAY 5, 2020

- **Silvan + Janine Lutz**  
Daetwyler SwissTec AG

#### JUNE 19, 2020

- **Ronald + Fanny Ebert**  
Rotoflex AG



## ENJOY YOUR RETIREMENT

### RETIREMENT.

#### MAY 2020

- **Christine Krähenbühl**  
Diamond Shop  
Daetwyler SwissTec AG



# THANKS.