

Anniversary edition

12

2011

English

# Z-INFO

ZIEGLER PAPER MILL

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42,0 cm  
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## DEAR READERS

On 1 April 2011 I started working as head of sales for Ziegler Paper Mill in Grellingen, an exciting personal step after a 13 year professional career to a family-held organisation of the machine and electrical industry. However, the intensive talks with the owners before making my decision to work for Ziegler Paper Mill - I was no paper specialist back then - encouraged me to do the right thing. After my studies as an electrical engineer at the ETH (Swiss Federal Institute of Technology) in Zurich, I held different marketing and sales positions in the polymer division of Ciba-Geigy in Basel and in the USA. Working in these positions, for an internationally active Swiss organisation, I gained important international sales experience. For my last employer, I was personally responsible for a wide range of Swiss customers, but at the same time, also for the establishment of a subsidiary in Suzhou, China. As a result, I also gained valuable experience in this most important country within the Asian market.

Working for Ziegler Paper Mill, I started tackling very different challenges actively and quickly. These made my first months very exciting, but also very intensive. The challenges lay particularly in delving into the "paper world", visiting key accounts and dealing with the currency problems that are linked with the economic crisis - and that have been affecting Ziegler Paper Mill's sales volume. Finally, it was necessary to carry out optimisation within the sales organisation in order to adapt to the changing global market circumstances. The sales organisation was further developed and strengthened with other specialists. Nine months have passed now and I feel very well-received and integrated in this family organisation. For this, I would like to say "thank you" to the whole team.

In order to raise the sales volume in Switzerland, the whole sales team needed to concentrate on customer visits and intensify sales talks on the phone. The internationally active Ziegler Paper Mill agents have strengthened their sales efforts in their regions. The global economic situation - with a

Euro crisis that still results in a very strong Swiss Franc - is also a challenge for Ziegler Paper Mill, an export-orientated organisation. Therefore, the sales motto must be to intensify our existing customer relations and put the focus on the acquisition of new customers in the existing markets.

Thanks to the specific, and recently implemented, sustainable investments in the paper machine, PM3, and their periphery, other high-class improvements have been reached. The positive customer reactions resulting from those improvements are clearly perceived in the sales organisation. They show that we are on the right track with our high quality approach and that Ziegler Paper Mill is still a preferred supplier of paper for printers. The excellent products in 4-colour Inkjet will be pushed and new innovative paper products, which are currently being developed, will shortly be introduced and announced in the markets.

With the unfortunate shutdown of SAPPI Biberist, Ziegler Paper Mill remains the last Swiss producer of premium-quality fine papers for the graphic industry. Ziegler Paper Mill is well-prepared to perform even under unsafe global market circumstances. Ziegler Paper Mill's business outlook is intact. Its outstanding reputation - the organisation can celebrate its "150-year-anniversary" this year - and innovative top products will pay off in the market. The engaged and highly motivated Ziegler Paper Mill team will do everything possible to continue to achieve its goals in 2012.

I would like to conclude my remarks by calling your attention to the book "Paper and Us" edited by René L. Frey (see in addition page 6) which has been written and published on the occasion of the 150th anniversary of Ziegler Paper Mill. In the book, the 150-year-old organisation looks back on an exciting history and on the Swiss paper industry. I remain with my very best wishes to all of you.

**Peter Schreiner - [peter.schreiner@zieglerpapier.com](mailto:peter.schreiner@zieglerpapier.com)**  
**Sales Management**

### THE BROCHURES Z-INFO (CUSTOMER MAGAZINE) AND Z-BULLETIN (EMPLOYEE'S MAGAZINE)

will be published in the future under the name "Z-Info" (two editions a year) and we are happy to inform you about further Ziegler Paper Mill issues and activities.




## CORPORATE DESIGN



## NATURAL DESIGN


Our classics Z-Bond and Z-Offset are well-known all-rounders. In the four-coloured offset printing, Z-Offset proves itself with its superb printing qualities. It is possible to print very low raster widths with it. Z-Bond and Z-Offset are very well suited for excellent printability and further processing. From lightweight paper 40 gsm up to 400 gsm offset board, the Ziegler Paper Mill range of goods has rarely seen an application which could not be implemented. Inkjet printing, four-coloured offset printing, preprint followed by digital printing, all applications meet the customers requirements. Thanks to careful product care and management, our high quality paper products have been available for our customers for the last 2 and a half decades. Ziegler Paper Mill products have carefully and steadily been adapted to the customer's requirements and they stand for high quality and continuity, closely tied to good service.



## CAD/OFFICE

Wide-format-Inkjet printing in the range of solvent is challenged by the HP latex technology. This technology proves itself with its low impact on the work environment. Z-Laser and Z-Plot 450 are papers which achieve a very good quality print thanks to their unique surfaces.

Inkjet technology, be it wide-format or high-performance digital inkjet printing, definitely have reached maturity and its growth and development continues. Once digital inkjet printing focused on dye inks, but today many providers can be found on the market that print with pigmented inks. Its increasing use gets obvious in the range of letterpress - in particular in the area of "educational book printing". In this context we have already achieved great success with Z-Evolution. The product care of the existing Inkjet assortment is another important job, so that we are always able to offer to our customers suitable products.



## SPECIALTIES

Our family of silicone raw papers has grown again: Z-Release Digital. This new development was launched at the Labelexpo in 2011 in Brussels. The many contacts with existing and potential customers will be evaluated actively in order to make this product a success. With three product lines, namely Z-Release Mono, Z-Release Duo and Z-Release Digital Ziegler Paper Mill covers the essential market for special-coated papers, the so-called "Clay Coated Kraft".

Z-Release Digital has been specially developed for the graphic arts. Unilaterally perfectly siliconizable and with an optimised vapour barrier on the reverse side, it is intended for application on digital printing presses. Z-Release Digital is used as a cover material for white or coloured, glued PVC films which can be printed with the solvent Inkjet procedure. Because of its high rigidity, excellent flat-form retention and dimensional stability, Z-Release Digital ensures trouble-free further processing and application. Particularly because of the higher surface weight of 135 gsm, a high resistance of wide format printing results. Thus, adhering it to vehicles, to advertising boards, to trade fair and exhibition displays and the inscription in shops becomes much easier. Z-Release Digital is available on 120 and 135 gsm.



The book is published by NZZ Libro, CH-8021 Zürich, and can be obtained from any bookstore or from Ziegler Papier AG, CH-4203 Grellingen (ISBN 978-3-03823-741-9, CHF 38.00).

## PAPIER UND WIR

Paper – everybody knows it and deals with it. It has served us well for more than 2000 years as a material and communication carrier. Ziegler Paper Mill, founded in 1861, has taken the opportunity this year to publish a book “Paper and Us”, in which the 150 year old organisation takes a look back on an exciting history. In nine chapters the reader can get an inside look into an interesting factory. The new owners describe how it came to the takeover of the organisation and how the family-run organisation should be managed in the future. Management executives describe the success factors of the organisation: Process innovation and product innovation, quality and sustainability, specialisation and internationalisation. It ends by giving an overview about the situation of the Swiss paper industry – today and tomorrow. 134 photos, numerous anecdotes, as well as a chronicle of the most important events since 1861 make reading interesting and comprehensible, not only for paper experts. The book is written in German. Non-German-speaking readers will also find a summary in English. In the presence of Mr. Peter Zwick, President of the Government of Canton Baselland, and the author-team, the jubilee-book was presented on 18 November 2011 to a wider public – with the recommendation to “devour the book – as if it was the best-seller of the year”.

**René L. Frey, Editor**

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## SUMMER REVISION 2011

This year's review was entirely dominated by the reconstruction of the roll-slitter winder, the achieved quality improvement by rebuilding the 1st dryer section of the paper machine and the servicing of our installations. Our revision work was certainly a success. Apart from smaller tasks, the work on our equipment was carried out within the designated time frame. It is our pleasure, dear readers, to provide you with a short - however by far not complete - overview of the various revision and construction work:

**Roll-slitter winder Vari Step.** Our Vari Step (Jagenberg) has been performing perfectly since 1988. During this whole time we have had hardly any problems with it. In the past some mechanical improvements were carried out. The installation of the soft-roll in order to improve the role quality and the new slitter section, which is important for the cut precision, should be mentioned here. Renewing the drive and control system has been a point on our investment program since 2005. The reasons why its implementation has taken so long are for one the challenge of procuring spare parts and for another the required servicing. Our suppliers' service employees with the suitable knowledge have retired. This is why it was high-time to tackle the long planned project. We only took experienced suppliers into consideration during the tender stage. Such revision and reconstruction work has gone wrong in the past at other paper mills, I do not have to explain what this means for a paper mill.

Soon after the tendering stage, we visited suppliers, met up with them for technical clarifications and finally the contracts with Andritz Rollteck and Kriko engineering were signed. We contracted Penta Electric and Mechtop for the assembly

work. Our goal for the reconstruction work was to meet the financial budget, not to exceed the agreed time frame and to achieve a performance improvement of the roll-cutting machine of 15 to 20%. Therefore, the set-up time had to be reduced and the machine's speed had to be increased. To achieve these goals, a cutter was installed and the drive was laid out for 2000 m/min (previously 1500 m/min). **-1-**

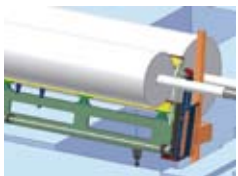
The schedule for reconstruction was very tight, night shifts were necessary. At a very early stage of the work, the site resembled a giant "ant-hill" in which everybody worked diligently. **-2-**

After a short time, the drives were dismantled and the construction work, consisting of disassembling and cutting the foundations, could begin. It was a tough job, particularly because in 1988 the foundations had been substantially reinforced. **-3-**

The construction of the new drives was well-prepared. The drives had already been aligned on a steel plate and thus only levelling work was necessary. This levelling work took a lot of time which was very important to guarantee a permanent and long-term use of the equipment. **-4-**

The electrical engineering work had been carried out in advance. The control room had been finished before the machine was shut down for reconstruction. The start-up phase of the Vari-Step was on schedule and only a few problems occurred. I think we can speak of a good run-up. Single improvements were carried out directly by the initial start-up team. The role quality was good! **-5-**

**-1-**  
Vari Step slitter winder



**-2-**  
Disassembly work



**-3-**  
Milling work on drive foundation



**-4-**  
Motor fixing on baseplate




**-5-**  
Drive Foundation



**-6-**  
Commissioning of the pulper





**New edge trim suctioning system for Vari Step and Vari Dur and a continuously working Pulper.**

The project included a new edge trim exhaust system and the utilisation of the cut-offs in Pulper 7. The edge trim exhaust system is an essential factor for a perfectly functioning machine.

Throughout the project we aimed to use edge strips up to a width of 150 mm per side on the Vari Step and up to a width of 50 mm per side on the Vari Dur. This results in advantages while handling rejected rolls and contributes to work safety.

The so-called narrow rolls have always been a thorn in our side. It was a huge step and improvement to eliminate them.

The edge trim exhaust system was provided by a company with a great deal of experience (Deltoid). The last time slitter section at the Vari Step was changed we witnessed how delicate this work is. It took us weeks to find a solution for the problems then. Pleasing to note: The machine ran well right away – also with different sorts, gram weights and at different speeds.

While we gather more experience with it, more improvements will be possible. Pulper 7 was reconstructed by our technical staff. The SPS control system was also installed by our staff. The realisation of such projects is always very exciting and a great challenge. **–6–**

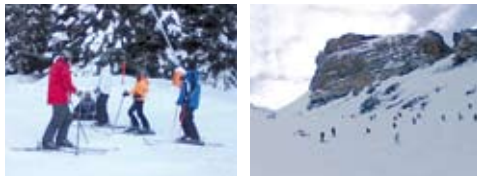
**Rebuilding the 1st dryer section of the paper machine.**

Over the last few years “blue spots” have appeared in or on our paper over and over again, as a result of the AKD-sizing. These blue particles gather on the only paper-sided dry sieve roller in the first dryer section and from there they transfuse back onto the paper. Due to our reconstruction work this will not happen again. With Bellmer and Lang-Hafner two successful employers in the paper industry, we had great support. The reconstruction work could be accomplished as planned.

**Important preventive maintenance.** The most important aims while carrying out reconstruction work are preventive maintenance and repair work. Thus, it is the duty of our maintenance manager and his staff to put together a suitable maintenance program, quite a challenge considering that our resources are limited.

The summer revision 2011 was a complete success. The work was carried out by motivated professional experts so that we are once again very well-prepared for the future.

**René Thoma, Technical supervisor**



-1-



-2-

## ANTALIS-ZIEGLER-CARVING-EVENT, 29.1.2011

Bright blue sky, brilliant white snow and a very warm welcome to Engelberg - we look forward to the pleasure of your company. Thus read the invitation to this year's Antalis and Ziegler Carving Event, which was held on 29 January 2011.

Ziegler Paper Mill, the Grellingen-based specialist for premium-grade fine papers, and Antalis AG, the leading paper wholesaler from Lupfig, enjoyed an unforgettable day of winter sports with their customers - printers and graphic specialists from all over Switzerland - followed by a pleasant dinner together. More than 90 people registered for the event and participants had the chance to polish up their winter sports skills or master new techniques under the tuition of qualified skiing instructors in the blazing sunshine. The sporting part of the day was followed by an agreeable evening with plenty of opportunity for good conversation and a tasty cheese fondue.

We are now all looking forward to next year when Antalis AG and Ziegler Paper will be sending out their invitations to an enjoyable day of winter sports on the Titlis ... -1-

## HUNKELER INNOVATION DAYS IN LUZERN, 14.-17.2.2011

### Ziegler papers ensure trouble-free demonstrations

At this year's Hunkeler Innovation Days, papers from the Ziegler mill once again proved their consistent quality. Whether evergreen Z-Bond Classic, tried-and-tested inkjet benchmark Z-Plot 650 or our world first Z-Evolution, with its online pigmentation, all our qualities enabled the leading OEMs present to demonstrate their equipment with not the slightest problem. Anyone who attaches importance to top-quality print products combined with hassle-free further processing and takes this into account when purchasing paper stock will find that Ziegler papers are the ideal choice. The Ziegler team enjoyed interesting discussions concerning all aspects of paper with a host of customers, partners and interested parties who had come from near and far to the Luzern show. The opportunity to exchange ideas with specialists, to discuss what the market really needs and to keep abreast of the latest technologies forms a sound basis for the on-going enhancement of both our established products and the Ziegler papers of tomorrow. 150 years of Ziegler Paper - 150 years of paper-making expertise, ever ready for the innovations and evolutions of the future. We look forward to seeing everyone again at Innovation Days 2013. -2-



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\_4\_

\_5\_

### **150 YEARS ZIEGLER PAPER – A GOOD REASON TO CELEBRATE, 16.+17.6.2011**

In their speech in celebration of the 150th anniversary of Ziegler Paper Mill in Grellingen in Switzerland, to which all employees and their families were invited, Philipp Kuttler-Frey and his wife Isabel Frey Kuttler, the owners and directors of the organisation, retrospectively looked at the past 150 years of Ziegler Paper. They showed impressive milestones but also obstacles Ziegler Paper had to manage with in the past. After 5 generations Ziegler the family organisation shall remain a family organisation. Philipp Kuttler-Frey also emphasized the importance of product quality, innovation and sustainability which were always guaranteed by Ziegler Paper Mill. Mr Franz Meyer, maire of Grellingen, talked in his speech about the importance of various social projects initialised and enabled by Ziegler Paper Mill and about the organisation's importance for the whole region of Basel. Ziegler Paper Mill thanks all employees and other persons that contributed and helped make this special jubilee to become a successful and unforgettable event. [\\_3\\_](#)

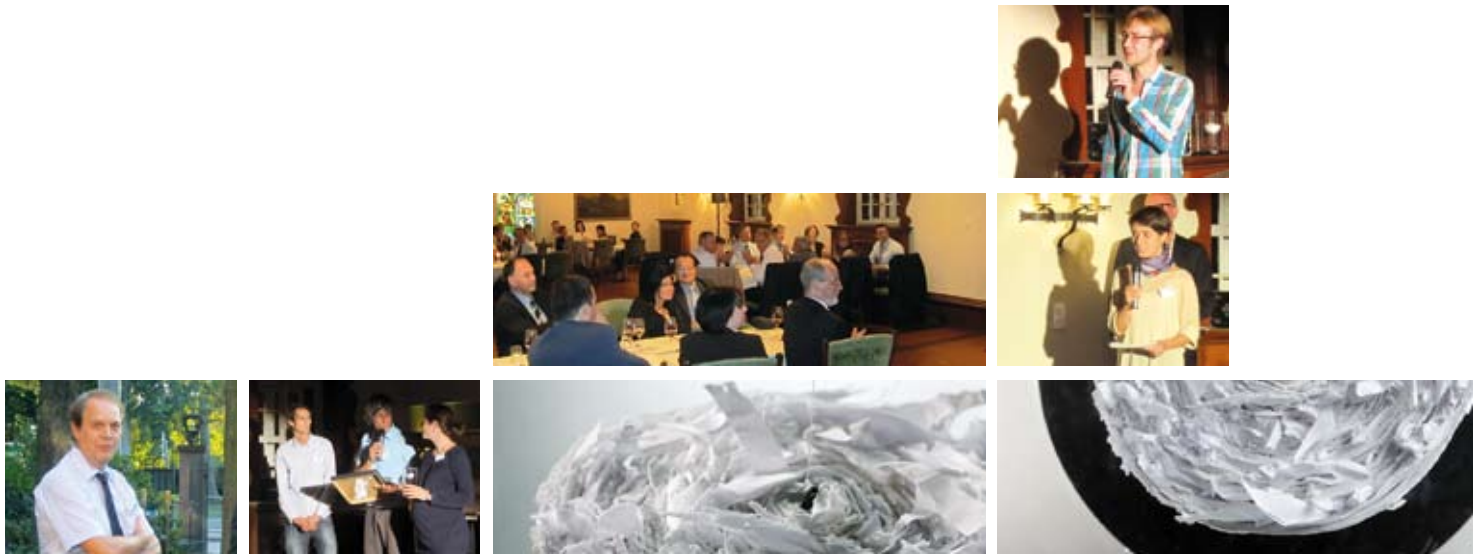
### **DOXNET AT BADEN-BADEN, 20.-22.6.2011**

For the third time Ziegler Paper Mill was represented at the trade conference of the Doxnet association. Doxnet's aim is to

support the economic success of all its members and member organisations, supporting them professionally in the area of document management. With more than 600 experts from nearly 180 organisations, this association offers its members professional information – and stands as a unique platform for an ideal knowledge exchange. Many important industrial branches are already represented by Doxnet. The spectrum ranges from the bank and finance branch to consulting firms, insurances but also to software and hardware producers. This professional conference is the perfect platform for Ziegler Paper Mill for dealing with the management of German printing organisations and promoting Ziegler Paper Mill products. The German market is one of the most important export markets for Ziegler Paper Mill's Z-Bond and it has become even more interesting in the area of Inkjet printing. With Z-Plot 650 and with Z-Evolution Ziegler offers the ideal paper types for modern printing organisations in Germany. [\\_4\\_](#)

### **LABELXPO IN BRUSSELS, 28.9.-1.10.2011**

In September/October 2011, Ziegler Paper Mill again showed its premium-grade papers at the world's largest trade fair for the label industry in Brussels. The great number of visitors at the Labelexpo 2011 and the interest of customers from all over the world showed the importance of special papers.



- 6 -

Z-Release Digital, the latest development in the range of silicon papers of Ziegler Paper Mill was at the center of Ziegler Paper Mill's performance at the Labelexpo 2011 in Brussels. Z-Release Digital is specifically designed for digital applications in the graphic arts and provides superior layflat characteristics, dimensional stability and stiffness.

Z-Release Duo is both sides coated silicon paper predestined for the use of both side siliconized release liner. Due to low sidedness at high smoothness all common silicone technologies such as solvent-free, solvent, UV (RC) and emulsion are applicable. Z-Release Mono is the all-rounder for all applications in the range of e.g. labelling and self adhesive films. This paper is specially designed for one side siliconisation.

Ziegler Paper Mill looks back on a successful and very interesting summit. The many inputs, contacts and feedbacks will be evaluated actively in the next few weeks by Ziegler Paper Mill specialists. Ziegler Paper Mill expresses its gratitude to all customers and to the organisers of this successful event.

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#### **ZIEGLER'S BEST ART & PRINT WORK 2011 PRIZE-GIVING, 15.9.2011**

Ziegler's best art & print project is an international award for outstanding achievements in the printing and design indus-

try on Ziegler Paper Mill's creative papers. Numerous guests from the paper-, print- and graphics-industry arrived on 14 September 2011 to the distinguished restaurant Schützenhaus in Basel to witness the award ceremony.

The first prize went to Druckerei Odermatt AG (Graphic: Brin-golf Irion Vögeli GmbH) for a very beautiful and ingenious brochure prepared for the "Hochschule der Künste in Zurich". "Briefschaften" a paper creation printed by Drukkerii Terts and graphically prepared by Tijn Akkermans and Kumi Hiroi showed masterfully that there are no limits for the ingenuity in the use and practical application of paper and was awarded with the second prize. Similar to a multifunctional pocket knife, it is possible to create, from a complex sheet of paper, the label, the cover up and everything one needs corresponding with paper. UD Print in Lucerne was awarded with the third prize for its "Broschüre Balkonien", which shows a strikingly unfamiliar world – for most people in Switzerland. The fourth award, the "appreciation award", went to Schwabe AG (Graphic: Nicholas Mühlberg) for its book "Meisterwerke des früheren Buchdrucks".

Another highlight at this year's Ziegler's best art & print was the awarding of various paper dealer-prizes - Antalis, Fischer Papier AG, Papyrus Schweiz AG and PaperNet paid tribute to several outstanding graphic creations. - 6 -

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