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English

Z-INFO

ZIEGLER PAPER MILL

Paper communicates

initiative Editorial . 3

innovative New Products and Updates . 4

introspective Inside Ziegler Paper Mill . 6

intensive Trade fairs and events . 8

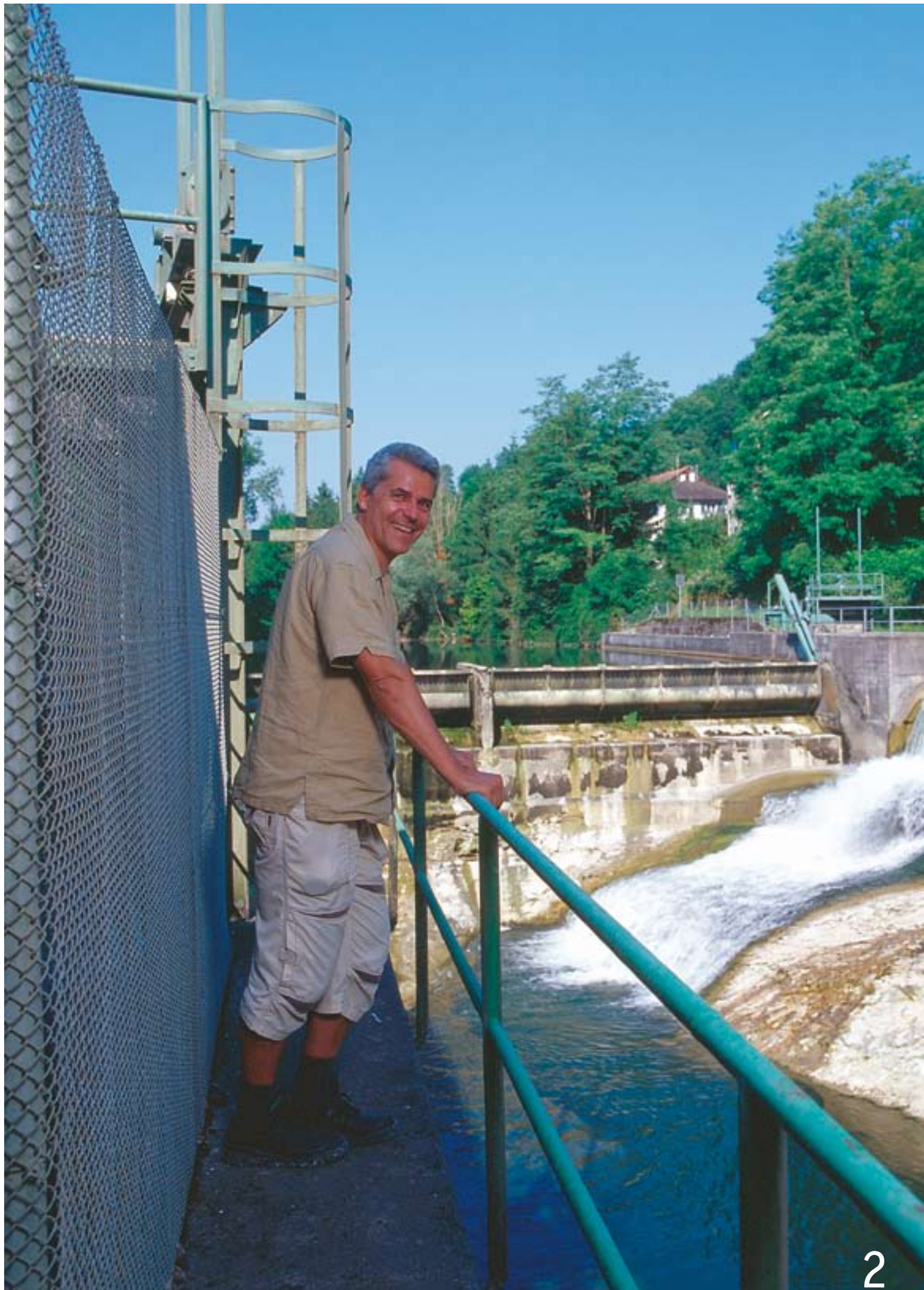
interactive Communication . 9

inspirational Future trends . 10

informative Contacts . 12

ZIEGLER
P A P I E R

www.zieglerpapier.com



DEAR READERS

For years now, Ziegler Paper Mill has pursued a policy of not merely preaching ecology and sustainability, but of actively implementing effective measures to achieve these goals. Just last year, for instance, the upgrading of our wastewater treatment plant represented yet a further step forward.

Our existing plant was no longer operating satisfactorily. The levels authorised by the government were exceeded on occasions, particularly when there were fluctuations in the volume of wastewater or solid materials. Previously, the wastewater had been collected in a sedimentation funnel, the solid matter removed from the lower end of the funnel and fed into a compactor and then into a screw press.

The wastewater collection system has now been moved to the same building that houses our paper machine. We have two containers at our disposal, one of which also serves as an emergency tank. The wastewater passes from the wastewater tank into a microfilter with three separate units which can be switched in according to the level of contamination. A number of individual units are there in duplicate so that if one breaks down the second can be switched in immediately. This ensures that operations are continuous and constant.

The entire plant was engineered in our works by members of our own staff. Our wastewater values are now well below the

levels prescribed by the authorities. This is also a prerequisite for the possible construction of our own purification plant at a later date. The construction of such a plant is being evaluated since our wastewater treatment agreement with the canton expires at the end of 2009. We are now in a position to choose whether we accept a new offer from the local council or go our own way.

The new wastewater treatment plant also has other advantages. It is entirely possible that we will treat our clarified wastewater in the future to such a degree that some of it can be used again for production processes on the paper machine. In addition, we have closed the circuit as far as residues are concerned (pulp fibres and fillers) by now using these for the production of biogas.

This issue of Z-Info will give you additional information on this successful project, which is further proof that the implementation of effective environmental measures is a win-win situation.

I wish you pleasant reading of this issue of Z-Info.

René Thoma – rené.thoma@zieglerPaper.com

Head of Technical Services



CORPORATE DESIGN

In 2007, the market for graphic papers suffered a drop in the volume of available production capacities. The uncertainty this engendered also had an impact on our business. We were in a position to provide our customers with a regular service and very high quality with no uncertainty in respect of a possible shut-down. This helped us to strengthen our position in the segment for premium offset papers. Ziegler is definitely the company of choice when European wholesalers have to decide on a supplier.

Sales of rolls for preprint applications developed favourably, especially for large output centres. An increasing number of banks, insurance companies and major converters are showing a preference for Ziegler paper. We also succeeded in increasing our market share in respect of thin printing papers, particularly for package inserts. Our thinprint papers exhibit excellent runnability when printed, folded and processed on packaging lines. Experts repeatedly draw attention to this property, which has led manufacturers of printing machinery to use our papers for reference purposes and in trials.

NATURAL DESIGN

Measures in respect of colouring have helped us achieve better consistency of shade so that the discussions we had on this subject with customers are a thing of the past. Off-white papers are not very much in trend at the moment, although they are in a continuous state of development. The big benefit of our Natural Design line is its low environmental impact (all qualities FSC - and at no extra charge!) and the comprehensive programme ranging from 60 g/m² to 400 g/m². As Z-Offset is also available in a preprint version (Z-Copy W), this means that virtually every requirement can be met.

CAD/OFFICE

Without doubt, our best-selling product in this segment is Z-Plot 650. This is true of both CAD applications and transactional and transpromotional printing. In this area in particular, Ziegler is now the world leader. Our papers have been tested and certified by all major manufacturers of fast ink-jet printers. Z-Plot 650 is now also supplied in an FSC version, subject to the required pulp being available. We are pleased to announce that Z-Plot 650 is being used as a reference paper at major trade shows such as Drupa, and also by machinery manufacturers. Ziegler will be continuing to develop this sector in 2008 and will be introducing new product versions.

Z-Laser Color also deserves a mention here: the teething problems experienced by this category are now over and its brilliant white and attractive surface are paying dividends. This paper is now also available in an FSC version.

SPECIALTIES

For the past three years or so, we have also been active in the realm of silicone base papers. Our range includes Z-Release, a CCK paper that is coated and sealed on both sides. Thanks to a totally new manufacturing process, our paper offers a wealth of advantages. As the paper is coated and glazed in the paper machine, it demonstrates outstanding lay-flat properties, which make it ideal for a range of applications, for example in the vinyl sector.

Thanks to its double-sided coating and sealing, Z-Release is particularly suitable for the two-sided siliconising that is necessary for prepreg applications, for instance. Z-Release is produced on an endless wire and therefore has a symmetrical make-up with two identical sides.

introspective

Inside Ziegler Paper Mill

NEW WASTEWATER TREATMENT

Last year, our preliminary wastewater treatment plant, sections of which had been in use since 1975 and which was modified in 1990, was newly installed on the mill site. The installation included the fitting of a new filter system and extensive automation of its open and closed-loop control operations. The new plant also includes a large number of redundant functions, which obviously increases the availability of the equipment to a very high degree.

Paper manufacture is an extremely water-intensive process. In 2007, for instance, we used 388,000 m³ of fresh water to produce 78,700 tonnes of paper (gross). Of this, 290,000 m³ ended up as wastewater. The remaining water evaporates when the paper is heated in order to dry it, while a proportion remains in the finished paper itself. It is of paramount importance that the water used in the paper-making process is retained in the internal cycle for as long as possible.



A variety of tubs and containers are available to act as buffers. Water not needed for processing is collected at the lowest point in the mill, in the pump house, and pumped from there into the hydraulic buffers.



There the wastewater is kept in motion to ensure that the composition and solid content in the incoming water is as con-

stant as possible. The wastewater is then pumped into a microfilter. At this stage, a variety of flocculating agents are added depending on the composition of the residue and conductivity. This is done to bind the solids into macro-flocks that are as large as possible.



A build-up of filter cake develops on the drum filter of the microfilter which sticks to it as a result of the slow revolution of the drum and is then washed off. The wastewater that has passed through the filtering material of the drum is channelled off to the public waste purification plant. The solid material that accumulates is pumped via another container into a compacter and dried in a screw press. The compacted sludge is collected in a skip and used externally to produce biogas. This brings the environmentally-friendly process full cycle.



The equipment meets all official requirements in full. On average, the wastewater we send to the public purification plant has a fairly constant contamination of a mere 70-80 mg of solids per litre of water. This is a prerequisite for the possible construction of our own purification plant at a later date.



Engineering of our new plant in respect of design, open and closed-loop control systems, procurement, installation and commissioning was performed by members of the mill's own staff. The entire plant has been running well since it went on line. It also puts us in a strong position in terms of both quality and quantity for any further demands in this area.



FROM PAPER SLUDGE TO BIOGAS

Ziegler Paper collects up its paper sludge (residues from the preliminary mechanical wastewater treatment plant) in a skip that is regularly transported to the Biopower plant 20 kilometres away in Pratteln BL. By fermenting organic residues, Biopower Nordwestschweiz AG produces renewable energy at its various locations and thus closes the natural processing cycle of the materials involved.



What is Biopower and how does it work?

All the various organic residues that have been collected separately are taken to the Biopower plant in Pratteln, where a newly developed process is used to ferment and compost the materials in a single plant. The waste is separated into materials that can be fermented and those for composting. While the fermentable material is processed using compogas fermenting technology, the material for composting is taken direct to a shed where it is mixed with fermented material from the compogas digester and composted. An interesting fact: a shovelful of fermented material contains more living micro-organisms than there are human beings on the planet!

What are the end products?

- Biogas
- So-called compost culture substrate, which is used in making gardens, civil engineering applications, constructing sports facilities and for agricultural purposes

Paper sludge instead of lime

The Biopower plant needs this sludge to keep the pH value of its contents neutral. This is achieved primarily as a result of the fillers contained in our paper sludge, approximately 3.5 tonnes of which is mixed in every day. Without the sludge from our mill, Biopower would have to mix in lime instead!

And the overall benefits of the Biopower plant?

- Supplying organic residues to the Biopower plant makes a further contribution towards combating the greenhouse effect.
- Production of CO₂-neutral energy in the form of biogas.
- Supply of top-quality compost for landscaping applications, nurseries and as liquid fertilizers for farmers.



SIHL+EIKA - SUMMER EVENT, 6.7.2007

Sihl + Eika and Ziegler Paper organised their summer event this year under the title "Leinen los". Some 50 enthusiastic printers took part in this unusual event in rubber dinghies on the River Reuss near Bremgarten.



TW CLASSIC IN WERCHTER (BELGIEN), 7.7.2007

The TW Classic is a very lively and popular music festival. Pop and rock hits from the Seventies, Eighties and Nineties performed by leading international artists were the highlights of this year's festival. Together with Map Benelux in Belgium, Ziegler Paper Mill as sponsor invited Ziegler customers (OLIN) from Belgium and Holland to this unusual musical event.



ZIEGLER'S BEST AWARD EVENT, 15.11.2007

More than 200 entries were carefully examined by the jury of international experts and the three most successful competitors had their outstanding achievements rewarded during a prize-giving event held on 15.11.2007. As in previous years, the AVO Session Club in Basel provided a stylish backdrop to the award ceremony. In addition to the Ziegler's best Award, a variety of merchants' prizes were also awarded by partners of Ziegler Paper Mill.



ANTALIS/ZIEGLER IN WHISKY CASTLE, 22.11.2007

The very pleasant atmosphere at this event helped further cement and promote the excellent business relationship that Antalis and Ziegler Paper have enjoyed for so many years.



LABELEXPO IN SHANGHAI, 28.-30.11.2007

The "New Exhibition Centre Shanghai" was the venue for the label industry's biggest trade show in Asia. The show proved a great success for us, with all our existing customers and many potential new ones calling in at our stand.



INAPA SWITZERLAND - ASTON MARTIN - Z-BOND, 15.1.2008

In several James Bond novels and films, 007 drove a car manufactured by the prestigious English Aston Martin company. The Aston Martin DBS, made famous in the "Casino Royale" film, was presented to 70 printers and designers at the showroom of Emil Frey AG in Zurich. It is a product made from top-quality materials and demonstrating perfect harmony, just like the accompanying image booklet, presented by INAPA Switzerland and printed on Z-Bond Classic from Ziegler Paper Mill.



OLIN SKIING EVENT IN ENGELBERG, 18.-21.1.2008

A group of international customers took part in the third skiing weekend organised by Ziegler Paper Mill in Engelberg. Already a tradition, this sporting event in glorious sunshine and ideal snow conditions gave paper merchants, printers, advertising specialists and designers an opportunity to exchange ideas and information in a relaxed and agreeable atmosphere.

ANTALIS-ZIEGLER CARVING EVENT, 2.2.2008

Bright blue sky and brilliant white snow – a very warm welcome to Engelberg for this year's Carving Event! Ziegler Paper Mill and Antalis AG enjoyed a marvellous day on the slopes with their customers - printers and graphic specialists from all over Switzerland - followed by a pleasant dinner together.



AGENDA: ZIEGLER PAPER AT TRADE SHOWS

Two very important trade shows will be demonstrating Ziegler papers in practical use in the very near future:

• ON DEMAND EXPO IN BOSTON, 3.-6.3.2008

Z-Plot 650 will be running on the stand of IBM and Screen demonstrating its interesting application in transpromotional printing.

• DRUPA IN DÜSSELDORF, 29.5.-11.6.2008

Z-Plot 650 and Z-Bond Classic will be running on inkjet printing equipment made by leading manufacturers. Instead of having our own stand at Drupa, we are planning special evening events with our customers.



interactive Communication

ZIEGLER PAPER IS LOOKING FOR PROFESSIONALS

Take part in the "Ziegler's best art & print work 08" and send for the official entry documentation.

Yes, I would like to receive details of how to enter.

.....
Place, date

.....
Signature

www.zieglerpapier.com

TIME FOR A RETHINK?

I am extremely proud of a little note book I have that used to belong to my great-grandfather. It lists the visits he paid to his customers. I would like to quote from a visit he made in the year 1893. "Called at XX Printers in Basel. Mr Y told me that we are the first to want to increase our prices, he has received no other information except that he has been given lower offers." I'll spare you my great-grandfather's comments about his competitors!

I have a question for you, our readers: Has anything changed since then? An intelligent man once told me that the paper industry has had problems with its margins since Cai Lun discovered the art of papermaking in China. I ask myself today

why we are constantly trying to achieve an EBIT margin of 9%, when we have only just attained a "mere" 5%. We create the problem ourselves! It is time to rethink things. I believe that a company which creates a good range of products and positions itself well is entitled to ask a price that is based on fair and reasonable calculations. And it should not deviate from this.

The prices of paper are constantly changing; as our customer, you have the right to transparency and valid arguments.

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