OFF TO AFRICA.

Africa. Frequently ignored in business matters and, unfortunately, often accompanied by negative headlines. The southern continent has much more to offer than the media would have us believe.

More than 1.1 billion people live and work in Africa, many under the most difficult conditions. The whole continent is rich in natural resources and has vast areas of arable land. In other words, Africa has enormous development potential.

We have had our own subsidiary in South Africa for more than 20 years. We have also been supplying Egypt on a regular basis for several years. Some other countries have developed rapidly in recent years, most notably Nigeria and Kenya. All the other countries have not attracted any sustainable attention until now, often due to their difficult political situations. Nevertheless, Daetwyler SwissTec decided over two years ago to take a closer look at the continent by introducing ourselves to a wide audience at the PROPAK trade fair in Nigeria in 2012.

Following two years of local and intensive work in Kenya, we have now decided to hire a technical salesman in the region. Thanks to the excellent cooperation with our partner Aayra International in Nigeria, we succeeded in gaining the services of Mr. Manish Lohkande. Born in India, Manish Lohkande operates out of the Nigerian capital Lagos from where he and our partners will be responsible for the neighbouring countries as well as for East and, in the long term, North Africa. In this issue of Daetwyler Life, we would like to introduce you to Manish.

It takes a lot of courage, perseverance and willpower to develop new customer relations in challenging markets. Nevertheless, we are convinced that we can do this with the right amount of openness and the joy of discovery. We are looking forward to taking up the challenge represented by the African continent with great anticipation.

Thomas Rother
CEO Daetwyler SwissTec
EMO 2015 –
GEAR HONING. VISION TO REALITY.

GEAR HONING - FROM A VISION TO REALITY is Fässler’s new guiding principle. The launch of Fässler’s new product portfolio clearly underscores the fact that this is no exaggeration nor are they merely the empty words of a clever copywriter.

For the very first time, this is to be presented live to the global community at EMO 2015 in Milan. The new, modular product range offers every customer - from subcontractors to car manufacturers - the most economical solution for their industrial requirements.

HGP-400
The HGP-400 has been specifically designed to handle small and medium-sized series from batch size one. While the honing of small and medium quantities was previously difficult to implement in economic terms, it is now possible for the first time without the need for an expensive dressing tool (DDG).

HMP-400
The HMP-400 has been specially developed to handle medium-sized and, with the addition of automation, larger batch sizes. The focus is clearly on economy. This new development is characterized by its compact and extremely stable engineering design. Ideal for manual loading and unloading, it can, however, automatically load and unload as a «Toploader» with any automation such as robotics, portals as well as stacking systems.

HMX-400
With its generous working area, tailstock and integral B-axis, the HMX-400 leaves nothing to be desired in gear honing. Shaft components with lengths of up to 500 mm, large and heavy workpieces as well as small and complex workpieces are no problem for an HMX-400.

Since acquiring Fässler early in 2014 - the beginning of the vision, we have been working towards this goal. Now, it is a reality and we are convinced of the success of the new range of machines.

We look forward to hearing your feedback.

Raphaël Hunziker
Head of Business Unit

THE FUTURE OF GEAR HONING BEGINS NOW.

daeuwyler.com

FOR THE VERY FIRST TIME, THIS IS TO BE PRESENTED LIVE TO THE GLOBAL COMMUNITY AT EMO 2015 IN MILAN.

SCHEDULE.

SEPTEMBER 2015
29.9. to 1.10. | FachPack | Germany
Division SwissTec

29.9. to 2.10. | Labelexpo Europe | Belgium
Division SwissTec

OCTOBER 2015
5.10. to 10.10. | EMO | Italy
Division Industries / Fässler

20.10. to 22.10. | Detroit Gear Expo | USA
Division Industries / Fässler

JANUARY 2016
11.1. to 15.1. | International Sales Meeting | Switzerland
Division SwissTec
DAETWYLER CELEBRATES ITS 20TH ANNIVERSARY IN ESTONIA.

2015 is a significant year in the history of MDC Max Daetwyler Eesti AS. What was a small, operation founded over 20 years ago with a staff of five is now a modern and well-equipped company in Tallinn with nearly 100 employees.

It is an honour and great pleasure to join in with the special birthdays in the Daetwyler Group in 2015. This year, MDC Daetwyler Eesti AS is celebrating its 20th anniversary in Estonia.

The history of this subsidiary began in 1994/1995. At that time, Max Daetwyler was looking for a production location in the Baltic States. Thanks to his good connections with the representative of the Swiss-Baltic Chamber of Commerce in Tallinn, he first looked around in the vicinity. The area’s proximity to the port, airport and infrastructure capital were reason enough to settle in Tallinn. Max Daetwyler initially moved operations to the shipyard of the largest Estonian shipyard Baltic Ship Repairs and then moved to the present address in the Tallinn industrial zone Betooni in 1999, where the office building and the «Zeppelin hangar», which was visible from afar, were built onto an existing factory building. At that time, the area was a greenfield site with birds chirping and a small stream - today it is a thriving industrial area with numerous logistics and industrial companies.

Step by step to an industrial manufacturer
The first welded fabrications from Estonia were exclusively Daetwyler products for the printing industry. Weldments, including annealing and painting, remained our core competencies for a few years. From 2005, when the company purchased a CNC press brake and CNC laser cutting machine, it extended its range of services step by step. These investments plus support from Switzerland with the necessary know-how meant that we were prepared for the future. The wastewater treatment plants for ships of today’s key customer EVAC OY
in 2009 were a great success and a leap into a new branch of industry. The complexity and the volume of these systems were a great challenge from the onset. Today, we share a very close partnership with this company. Our experience with complex systems also encouraged us to invest in other technologies. As a result, we are now not only in a position to celebrate our 20th anniversary in 2015, but also the inauguration of the new production building – things are now moving forward without our legendary Zeppelin hangar - and the commissioning of the Uniport 6000 milling centre.

Dual vocational training as a topic close to the heart
Like most post-Soviet states, Estonia is unfortunately faced with the problem of a shortage of highly skilled workers with the right work ethic. Although the vocational schools are exemplarily equipped with tools and machining centres, there is a lack of the practical training expected by companies today. To close this gap, Max Daetwyler Eesti AS has formed a group with other leading industrial companies which, in cooperation with the Estonian Government, intends to introduce the dual system of vocational training for welding technicians, CNC machine operators and mechatronics engineers. Every beginning is difficult, but it seems that the ice was broken at the last meeting - it can only get better.

Still growing
Just as a legend of Tallinn says that the city must never be completed in order to avoid a flood by the sea spirit next door, Daetwyler Estonia is always in motion. It is a great challenge for our employees, but makes the job at Daetwyler all the more fascinating and varied.

We would like to thank the Daetwyler family, all our employees, our colleagues in the MDC group and all the partners who have made this success possible. We look forward to a further 20 successful years!

Robert Bécsy | Kaili Vohnje
Estonia management
SwissTec doctor blades = quality blades. A bald statement – but is it true? When you see just how many doctor blades are manufactured in our company each year and when you find out, at the same time, how incredibly small the rate of complaints is, you might be tempted to say: «Yes, of course».

If you read the customer surveys and the feedback received from visits to customers, the answer is also: «yes». And anyone who notices how the volume produced each year is continuously increasing will probably also agree - because convincing quality is the only way to satisfy existing customers and to attract new customers. How has it been possible to achieve the quality we have today? It is obvious that all those involved in production and packaging are primarily responsible for this. If the work done in these departments is good, the quality should be correct, and that is usually what happens. However, in addition to correct processing, the quality of the raw materials used is also important as is the targeted control of the finished products. And that is where the QM laboratory comes into play.

Whenever steel is delivered, samples for analysis are also involved. Different parameters are checked routinely - such as chemical composition, hardness, microstructure, inclusions and impurities or straightness and flatness. The batches are only released for processing when everything is right. Sometimes, production also waits impatiently for the release of the material in order to execute pending orders on time. When all the processes are then completed from separation through to the finished blade, this is followed by the final step, the rewinding of the rolls or the production of piece goods and packaging. Samples are taken here continuously and sent to the laboratory because only doctor blades that have passed the final inspection are shipped. In the laboratory, more than 200 samples are sorted, numbered, cut and cast in resin every day.

SwissTec – Quality Control at the QM Laboratory.

Doctor blade samples, cut and embedded
On the following morning, the embedded samples can be ground and polished on a grinding machine with different fine abrasive papers and diamond suspensions. This allows the blade profile, the thickness or coating to be checked and measured with a microscope afterwards, for example.
Microscopic examination

Which analyses and measurements are carried out exactly is defined for all products. Visual inspection is as important as checking the blade edges for all of them. Measurement data and observations are logged and partly recorded pictorially and stored together with the production processing data. If faults or deviations from nominal values are detected, it may be necessary to analyse duplicate samples from time to time using the same method or to specifically take new, additional samples. If the results are outside specifications, further clarifications are made depending on the case or measures for improvement may also be derived. In this sense, the QM team therefore fulfils another function – being to provide advice and support in the process of continuous development.

Advice is usually also greatly in demand when it comes to supporting customer service. A good customer service department, which can give customers solid advice and is also able to find the right solution to existing problems, is also a key factor for success. In the laboratory, the analyses required depending on the problem are then often performed, conclusions are drawn and the findings summarized. For example, it can help to identify the causes of printing problems with the end customer or to find the individually appropriate product for a specific application. The QM team’s other tasks also include the processing of customer complaints, investigations into rival products and participation in projects in the field of research and development.

Jürg Reber
Deputy Head of QM
MANISH LOKHANDE – NEW MEMBER OF STAFF AT SWISSTEC IN AFRICA.

We are pleased to introduce Mr Manish Lokhande from India. He is our new Technical Sales Manager with responsibility for the African market.

Manish Lokhande lives in Lagos, Nigeria. After completing his engineering studies and the successful completion of his MBA in 2012, he started work with our partner in Lagos, Aayra International Ltd. Nigeria.

Manish Lokhande has been working for Daetwyler SwissTec since May 2015 and has not only completed doctor-blade training at our headquarters but also received comprehensive, practical training on the latest printing machines in a large printing company in Switzerland. This will enable him to support and advise our customers and solve printing problems locally on the machines.

In the years ahead, he will be travelling round Africa with support from the Swiss head office and our subsidiary Daetwyler SwissTec India.

TRAINING MEETING FOR THE SOUTH-EAST ASIA TEAM.

Daetwyler SwissTec has long been market leader in the increasingly competitive doctor blade business. Our goal is to maintain this market position worldwide and to continue to expand together with our partners.

For this reason, SwissTec regularly organizes training sessions for our partners and for the respective sales team at its headquarters in Bleienbach.

From June 15 to June 19, 2015, we met with our sales partners and technical sellers from Asia and Russia. In the course of this week, participants were given both theoretical and practical intensive, on-site training on the machine.

We have very good products for the global market and our work is always based on the motto: «Only those with a policy of constant improvement are and will remain really good in the long term». Having motivated and committed employees in the team is also a very important factor. Therefore, our training not only serves to train our employees – moulding them together as a team is also very important to us.

We would like to thank the entire SwissTec team for their successful implementation of the training event and, in particular, our sales partners from Asia and Russia for their participation.

Olaf Segbert  
Head of Marketing & Sales
The dual training system consisting of in-company training and training at vocational school is a successful model that has proved effective for decades and enjoys an international reputation. Daetwyler recognized this at a very early stage and developed its own vocational training, «Apprenticeship 2000», together with partner companies in America.

Transatlantic exchange of knowledge
Bob Romanelli, Apprentice Coordinator, is responsible for training skilled specialists at Daetwyler in Huntersville. From 16th to 23rd May 2015, Bob travelled to us in Switzerland to acquaint himself with the Swiss education system and our vocational training. Together with visits to our different production and training locations, Bob Romanelli gained an insight into the work done at Langenthal Vocational College and at the new Swissmechanic Course Centre in Münchenbuchsee. The exchanges of experience and knowledge regarding the training of skilled specialists were also extremely valuable and helpful.

Apprentice deployment in America
Since 13th July 2015, two of our two apprentices, Dominik Schär, design engineer and Felix Bärtschi, automation engineer, both in the 3rd year of their training, have been in the USA where they are pursuing their training at Daetwyler in Huntersville for three months.

Apprenticeship graduation trip 2015
Still at work during the jump-in week in the forest and it was already time for the graduation trip. This year’s graduation trip took us to the Natural History Museum in Solothurn. After an interesting introduction to the geology and peculiarities of our planet, we paid a visit to our apprentice project «Rock analysis». After a short aperitif, our trip took us to Balsthal where a delicious lunch was served. In the afternoon we were able to demonstrate our bowling skills. To prevent any calorie deficits, we ordered a cool dessert as a fitting conclusion.

Rolf Hofer
Team leader, Vocational Training
CURRENT PROJECTS.

MEWAG has now been a member of the Daetwyler Group for almost two years. Business is good and the team has established itself and is active in the market. We would like to take this opportunity to provide a deeper insight into MEWAG’s activities and present two projects in a little more detail:

Project at Witte Stromberg, Germany

MEWAG produced a fully automated tube-bending cell with tube-end machining for the production of trunk hinges for Witte.

Impressions by project leader Jan Wüthrich:

What were the challenges you faced in this project?

The most demanding challenge was to meet the closely held tolerances, which, however, we managed to achieve reliably at our factory prior to delivery. Meeting the cycle time involved was equally challenging: the required 22 seconds was achieved after making adjustments to various parameters and with the help of the MEWAG team at the factory. Commissioning on the customer’s premises was demanding. Each bending cell at Witte manufactures several products and a number of points had to be specially noted when parts were presented to the new bending cell because the surrounding area at the customer’s was again different from the test runs at our factory. Finally, the system was handed over to the customer and now meets all the required criteria to the latter’s full satisfaction.

The Witte bending cell 2014 project was conceived, designed, implemented and handed over to the customer in a period of six months – looking back, what aspects have stuck in your mind?

The customer’s expectations of quality and process time were very high. What were intensive were the moments when milestones in our project implementation were achieved – only to be overturned on the very next day!

I would describe the customer’s wishes concerning final implementation as a dynamic process and the resulting flexibility required was a key criterion for us as a team.
What were the main technical challenges?
In my view, the implementation of the predefined process or cell logic based on customer requirements was the greatest technical challenge. Achieving the required process time led us into an analysis area amounting to tenths of seconds. The trouble-free operation of mechanical and electrical interfaces was a prerequisite.

Project Hartmann Edelsfeld, Germany
Hartmann is a leading supplier of cow shed and barn equipment. For the manufacture of cubicle frames in cow sheds, Hartmann ordered a new, fully automatic tube-bending cell. You might suppose that cows’ «dimensions» are fairly identical. The customer’s requirement was, however, to process 26 different cubicle-frame geometries in fully automatic mode. High process reliability and availability had to be guaranteed.

Impressions by project leader Jan Wüthrich:

Where are these differences and parallels between the two projects described?
The two customers’ needs are very different. Witte is an automotive supplier, in which every tenth of a second counts. Hartmann is a typical SME, where decisions are taken in a «hands-on» and spontaneous manner. So the demand on me as project manager was enormous, but I had to put myself very quickly in the respective position and react in customer-oriented fashion. The two companies have quite different styles.
It is important to us that customers have our full attention at all times and feel that they are not left alone with project implementation. These different circumstances that we encountered with the customers were a major challenge. In addition, the projects were running in parallel! Management of the projects was, however, actually very similar. We seized the opportunity and further refined the «Customer Projects» process flow with the insights gained from the Witte and Hartmann projects.

How did collaboration with the end customer turn out?
A harmonious interplay between both partners is necessary for the successful implementation of a project. The automated cell for Hartmann is a prime example of how cooperation...
should be in such complex projects: although several people were involved on both sides especially in the commissioning phase, it proved possible to maintain cordial relations with the contact partners in both projects until the end and to hand over the systems to the full satisfaction of the customer.

I would like to take this opportunity to offer my wholehearted thanks to all those involved in the project.

What are a project manager's main duties?
Project management acts as the link between the customer and MEWAG. It endeavours to fulfil important factors such as project specifications, schedules, quality requirements, cost structure and customers' expectations to the satisfaction of all concerned. A systematic and methodical approach is a prerequisite for fulfilling this task. Quite generally, costs, deadlines and quality must be adhered to.

Which important phases does such a project with its host of interfaces and high level of complexity pass through?
The first phase starts immediately after the order. What was challenging and totally different in the two projects was the further development of the concepts developed in the bidding phase. During the development and realization of the bending cells there were many unforeseen tasks that had to be dealt with:

- The customers had existing or partially new demands and expectations, too. Ideas and needs that were not provided for in this way in the bidding phase developed. Since time was very tight as it always is, I had to respond immediately in each case.
- To be able to reliably achieve the customer requirements formulated, a wide range of activities needed constant monitoring in our company. This coordination was quite demanding because other projects were also being processed in all these departments.

In addition, project management is faced with tasks involving monitoring, management, intervention as well as improvement management. All this always had to take three main factors into account: quality, schedule and cost. It is important to maintain an overview at all times and to identify what is essential.

Acceptance at our production location and commissioning on the customer's premises are another important phase. This is the phase in which cooperation with the customer intensifies significantly: final requests are considered and fine-tuning takes place. The required quality has been met over many hours, test runs and adjustments. All the customer products have been run in Bleienbach and the focus is soon on the day of acceptance and tension increases: does the final result meet the performance required? If so, the system is usually regarded as having passed pre-acceptance. An important milestone has been reached – only now is it time to wipe away the sweat! Finally, the system is relocated to the customer's premises where final inspection is carried out after installation.

A review is essential after the successful implementation of a project. Alongside the economic aspects, the particular aim of this is to promote the claim, processes and sustainability management. In conclusion, customers are questioned about their satisfaction and a highly positive response from them is, of course, our goal. Thanks to the energetic commitment of many employees, this was the case in both projects.

Martin Wullschrleger
Bending Unit manager
Business relations between EVAC OY and MDC Estonia began modestly in 2009, initially with the paintwork of wastewater treatment plants. Cooperation gained momentum when we demonstrated our competence in 2010 as a reliable partner in the manufacture of various complex systems.

Today, EVAC is one of our biggest customers - nearly one-third of the MDC Estonia’s total turnover comes from orders placed by EVAC.

What does EVAC do?
EVAC is an international company that manufactures and sells eco-friendly systems for waste and wastewater treatment in ships - cruise ships, ferries, military vessels, tankers, etc. Treatment or processing is carried out either chemically or biologically. EVAC has also been known for several decades for the manufacture of vacuum toilets, which are used for all types of ships. By acquiring various German companies, EVAC has expanded its range in the past few years - complex desalination plants are, for example, a new challenge, and orders for these have also been placed with MDC Estonia recently.

What has MDC Estonia done for EVAC?
The first order we received from EVAC was for several smaller tanks for wastewater treatment on ships. This was followed by larger tanks with volumes of up to 60 m³.

Further orders for the «Max Online» and «Online Flex» series for vacuum toilets followed in larger numbers. Meanwhile, the housings for these tanks are not only welded and painted at MDC Eesti, but completely finished with piping, pumps, motors, valves, controls, etc. This means that all the departments at MDC Eesti are involved in processing orders for EVAC.

The finished products are tested and appraised on-site in Estonia for leaks, function, precision and visual appearance. Following acceptance, the products are delivered directly to shipyards throughout Europe.

Because the requirements for the manufacture of these products are very high and subject to maritime standards, MDC Estonia is audited annually by BG Verkehr, Ship Safety Division in Hamburg.

Robert Bécsy
Business manager
# NEW EMPLOYEES.

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<th>Last Name</th>
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HUMAN RESOURCES

ANNIVERSARIES.

15 YEARS
Marc Bürki  May 1st, 2015 | Engineering | MDC Max Daetwyler AG
Christian Vlahkinov  June 1st, 2015 | Engineering | MDC Max Daetwyler AG

20 YEARS
Dolores Dähler  April 1st, 2015 | PKD Processing | MDC Max Daetwyler AG
Jürg Sahli  April 1st, 2015 | Assembling | MDC Max Daetwyler AG
Heribert Christmann  May 1st, 2015 | Cutting Manufacturing | MDC Max Daetwyler AG
Hans-Ulrich Fankhauser  July 10, 2015 | Grinding | MDC Max Daetwyler AG Ursenbach

30 YEARS
Richard Schärer  April 9, 2015 | Work Scheduling | MDC Max Daetwyler AG
Christian Nyffeler  June 1st, 2015 | Chipless Production | MDC Max Daetwyler AG
Kurt Widmer  July 1st, 2015 | Application Technology | Daetwyler Industries AG Zurich

35 YEARS
Urs Kühnli  April 1st, 2015 | Sales Bending | MDC Max Daetwyler AG

RETIREMENTS.

Hans-Joachim Pelikan  July 31, 2015 | Grinding | MDC Max Daetwyler AG

BIRTHS.

Parents: Christina Rebekka and Christoph Stürchler | MDC Max Daetwyler AG
Daughter: Laure | June 23, 2015

WEDDINGS.

Silke Beate and Guido Heintzer | Daetwyler SwissTec AG | May 13, 2015
Susanne and Lars Lieb | Daetwyler SwissTec AG | July 17, 2015

HEARTY CONGRATULATIONS