Demands on the printing industry and on our products are constantly changing and are becoming increasingly stringent. New substrates, materials and printing technologies present us with new challenges.

Developing solutions requires intensive cooperation worldwide - the technical sales team knows the requirements of the market, the laboratory analyzes the possibilities of new materials and the R & D team is constantly researching and developing new products.

Daetwyler SwissTec is the market leader for high-quality precision doctor blades. Our goal is to maintain this position, consolidate it and expand it even further. This is why we will continue to invest sustainably in all areas in the future.

The pressure imposed by a strong Swiss franc continues to weigh heavily on the Daetwyler Group. However, we are very well positioned with our products in markets all over the world. Maintaining this position and mastering new challenges still demands our commitment - innovation and team spirit is required more than ever. We would like to thank you for your dedication and look forward to working together as a Daetwyler team.

I wish you and your families Happy Holidays and a Happy New Year.

Thomas Rother
CEO, SwissTec
She came, she saw and she conquered with her charisma and her warmth: Suzan G. LeVine, the US ambassador in Berne, paid a visit to Daetwyler Bleienbach where, among other things, she gained an up-to-the-minute picture of our dual vocational training.

Leon Tobler (in the third year of his apprenticeship as a polymechanic and also a vocational high school (BMS) student) were also present. They were able to answer the very humorous ambassador’s wide-ranging questions concerning their training and their experience in the USA.

A native of Seattle, Suzan LeVine impressed us all from the very beginning by her professional preparation for this meeting: she knew all the attendees by name and job function. An intensive exchange of views on business and development was followed by a tour of the plant. The trainees had an opportunity to show her their work and Mrs. LeVine was keenly interested in various machines and, of course, in aviation. By the way - the group was followed at a discreet distance by Mrs. LeVine’s personal bodyguard.

At the lunch that followed, discussion touched on the presidential elections in the USA, Swiss customs as well as our dialects.

Our sincere thanks for this special and particularly charming meeting.

Jeannette Dietz
Executive Assistant
DAETWYLER SWISSTEC SINGAPORE

FORMATION OF OUR NEW BRANCH IN ASIA.

We are pleased to announce the formation of our new subsidiary: Daetwyler SwissTec Singapore Pte. Ltd. in the small island republic. Due to the internal reorganization of our sales channels in Asia and to be even closer to the customer, we have opened our own storage facility and office. The branch office is operational effective from January 1, 2017 and the branch manager is Andy Chan.

Singapore is also called the Switzerland of Asia. No bigger than canton Solothurn, the small island republic of Singapore is nevertheless a state of superlatives: it has 5 million inhabitants (the entire population of Switzerland numbers 8.3 million), the best airport, the largest seaport in the region and the highest economic growth in Southeast Asia. We wish Andy Chan and our SwissTec Asia team every success.

Thomas Rother
CEO, SwissTec

NEW SWISSTEC PRODUCTS

SWISSTEC: SUCCESS IN RESEARCH AND DEVELOPMENT.

MDC GOLD –
The doctor blade for demanding and quality-conscious printing

Thanks to its advanced blade geometry, there are no run-in times. Precise color application and sharp doctoring are the essential features of this further development. Due to the modified blade geometry, the MDC GOLD offers superb performance even at different angles of attack and blade pressure can be reduced to a minimum. This, in turn, reduces chromium wear on the cylinder surface and increases the running time of the doctor blade additionally.

Hans Jörg Brudermann
CEO, SwissTec Division

MDC PEARLSTAR –
The doctor blade with the new, state-of-the-art coating

The newly developed coating has superlative properties. It is not only extremely ink-repellent, but also has excellent surface and corrosion protection. Further positive properties include non-stick surface and dirt repellence. Last but not least: the new doctor blade is smooth and wear-resistant. The PEARLSTAR is particularly suitable for use with cold seals and varnishes and generally for adherent substrates.
DAETWYLER SWISSTEC AT DRUPA 2016

THE WORLD’S BIGGEST TRADE FAIR FOR PRINT SOLUTIONS.

Many thanks to all our visitors for their enormous interest and their visits to our booth at drupa 2016. We hope that the fair was just as interesting and informative for them as it was for us.

The Daetwyler SwissTec booth saw more visitors than ever before: almost 60 sales partners from all over the world attended drupa 2016 in Düsseldorf. At this trade fair, Daetwyler SwissTec also celebrated the 25th anniversary of its most successful doctor blade – MDC LONGLIFE. We also introduced two new products; MDC PEARLSTAR and MDC GOLD (see the article on the left).

Once again, personal contact has proved to be the basis for good cooperation. We intend to continue this tradition in order to successfully launch and implement projects together. We look forward to an interesting and challenging future.

Olaf Segbert
Head of Marketing & Sales

FURTHER EXPANSION OF OUR SALES NETWORK

SALES TEAM REINFORCED BY TWO NEW MEMBERS.

Paper industry
In 2015, with the development of paper doctor blades, we set out for new markets. Now, we are starting to establish our sales network, for the time being we are concentrating on neighboring countries. For this reason, Werner Brandl has joined our team. A graduate engineer in paper production process technology, Werner is a qualified specialist in quality management. Werner is a German citizen, who lives in Germany and Switzerland.

We are very pleased to have these new members in our team and offer them a warm welcome to SwissTec.

Olaf Segbert
Head of Marketing & Sales

Doctor blades – Asia
We continue to expand our sales network. Nathan Clarke is our new Technical Sales Manager for the Asia Pacific region. After training as a gravure and flexoprinter in Australia, Nathan graduated as a printing technician; he also holds a diploma in project management. Nathan is an Australian citizen and lives with his family in Australia.
In recent years, MDC Max Daetwyler Eesti AS has supported several charitable projects to make its own contribution for the sustainable development of the company. This year, we are involved in a social and specialized project.

Since 2014, we have offered our regular support for the charity project «Successful Companies Help Children in Need». It is a project that is implemented by the «Postimees» newspaper in collaboration with «Eesti Toidupank» (an organization that provides food aid for the needy in Estonia) and with the social departments of different municipalities. Within the scope of this project, companies can help these children, whose families suffer from shortages.

About 2,000 families all over Estonia receive a special gift basket with food. These food packages are predominantly distributed just before the summer and Christmas holidays. In Estonia, it is common for all schoolchildren to have hot meals free of charge at lunch time. In some cases, free morning cereal is also offered to all the children. For many children, it is the only hot meal of the day, which is why lunch at school has become the most important meal of the day for needy children. This project also includes the soup kitchens for children during the holiday season. There are more than 4,000 children in the families involved in the project.

As of this year, we are also supporting the «Robotex» project. This is one of the largest robot competitions in Europe and is organized by the Technical University in Tallinn. The University of Tartu and the Information Technology Foundation for Education are also involved. Robotex’s participants include 2,000 engineers and it is attended by 16,000 technology enthusiasts including many children. The aim of the project is not only to arouse interest among young people in technical subjects and robotics, but also to promote cooperation between technology enthusiasts,
universities and companies. For these reasons, Robotex offers us an opportunity to publicize our company and to acquire valuable additions to our workforce. This year, Robotex will be held from December 2 to 4, in the sports building of the Technical University in Tallinn. During the festival, people can enjoy 23 different robot contests, admire a great technological exhibition, attend seminars, conferences and workshops and take part in competitions. It has become a famous and important event for fans of technology and is visited by entire families. To enable our employees to contribute to the development of a caring society, too, MDC Max Daetwyler Eesti AS offers the possibility of volunteering. In return, all employees receive a paid day-off per year. We believe that small steps can bring about major changes!

Kristi Rander
Head of HR

DIZ – DAETWYLER INDUSTRIES ZURICH
WORKING TOGETHER FOR A BETTER FUTURE.

DIZ is worth a visit in any case, don’t forget to sign our guestbook. Fässler remains present. However – we want the world to know about DAETWYLER.

(Translation of a poem in German)

Marc Bächtold
Head of Back Office Sales – Fässler

Standing, from left to right:
Andras Farkas, Guiseppe Mercone, Oscar Salgado, Kurt Zwahlen, Florian Cadonau, Boris Wiens, Nick Papadopoulos, Nikolce Iloski, Roman Minas, Cemil Tepe, Franco Tufi, Antonio Rubino, Wilfried Knobel, Alfio Neri, Günther Klatzer, Marc Bächtold
Kneeling from left to right:
Giovanni Tortorelli, Esther Zimmermann, Erkan Demirel, Fredy Moser, Stefan Weber

Allow us to introduce ourselves, you can also place orders for tools with us. The Dietikon site has been re-established, the forces of Daetwyler and Fässler were united. This is how the diamond tool production was created and there is a lot of potential, too.
My name is Leon Tobler. I started my apprenticeship as a polymechanic in 2013 and I am now in the third year of my apprenticeship. I have been an enthusiast of aviation as long as I can remember.

I soon realized that I wanted to be a pilot myself and decided to learn how to fly. At the same time, I had yet another important decision to make – my choice of a career. An interest in flying usually involves a passion for technology and physics, too, so I decided to do an apprenticeship as a polymechanic. To me, it was clear from the beginning that I would like to do this at Daetwyler AG.

As a result of the time I spent at the airfield, I was well aware of the name Daetwyler. I knew that not only were Peter and Ralph Daetwyler passionate pilots, but also that some employees were also active aviators. The company’s history also strengthened my decision. I knew that Daetwyler was concerned with aircraft maintenance from its very beginning and later even developed and manufactured the «Swiss Trainer». So, the start of my apprenticeship started at almost the same time as my practical training to be a glider pilot.

At first, I wondered how I could finance flying. I was, of course, supported by my parents and I could also pay for part of it from my wage as an apprentice. Despite these contributions, I still didn’t have quite enough. I was very relieved and grateful to learn that Peter Daetwyler supported his students and contributed what I needed. I finished my gliding training in the autumn of 2015. I was thrilled to receive my license as a glider pilot.

Since I was now considered an active member of the Oberaargau gliding group (SGO), a new opportunity opened up for me. The head of the SGO asked me if I had ever heard of the young aviator exchange. When I said no, he told me that this was an international program that sends young pilots between the ages of 17 and 21 to other countries to get to know local aviation and to represent their own country in a diplomatic function. He said that my chances of being accepted were good, so I applied in writing to the Aeroclub of Switzerland. Out of more than two hundred applicants, I managed to get onto the short list and was invited to an English-speaking interview in Lucerne. On the same evening, I was informed that I would be one of Switzerland’s eleven representatives going to South Korea.

In the summer, I flew to South Korea accompanied by a second Swiss cadet to the International Air Cadet Exchange (IACE). What I experienced and saw in the 16 days was incredible. I am very grateful for having had this opportunity, which I gained to a certain extent as a result of my apprenticeship at Daetwyler.

For further information on the IACE: www.iacea.ch under Downloads 2016, Leon Tobler, South Korea
NOTES FROM THE LIFE OF THE CEO AT MDC USA

MY EXPERIENCES AS A CEO AND FAMILY MAN.

At the end of November 2014, I took my leave not only of a very exciting time in China, but also of family, relatives, friends and colleagues before travelling to the USA on January 4, 2015.

I received a warm welcome at MDC USA. From the beginning, I felt that I was part of a motivated team. The family culture marked by Peter and Ralph Daetwyler, as well as the employees’ openness and willingness made my move very pleasant and thus reduced any homesickness. After an intensive introduction to the various business units, I was able to focus on my first task.

Together with the management team, this consisted of showing what could be optimized in the «Industries» business unit. The main task of the «Industries» business unit is to build all production machines for the production of a doctor blade and to maintain MDC USA’s existing blade production. Together with the management team of the business unit, I was able to make continuous improvements over the course of 18 months.

Among other things, these included:
• The introduction of a new planning module
• The introduction of key figures
• The introduction of a new strategy
• The introduction of a project committee
• The introduction of comprehensive project management

After Ralph Daetwyler and his family decided to move to Switzerland to manage the Group, I had the great honor to follow in his footsteps. Thanks to the support of the entire team, I was able to participate actively in all the business units. We are currently working on numerous strategic projects that aim to generate revenue growth in the coming years. We are now well on our way.

In a country that was somewhat foreign to me, I also had the great fortune to meet my wife Yoana after only half a year. It was very clear to us that each had met his and her «soulmate». So, I proposed to Yoana in February of this year and our wedding took place in a very close circle at Hilton Head, South Carolina in June. With the birth of our daughter Sophia, our new family fortune is complete.

At this point, I would like to thank the Daetwyler family for their trust and support. I would also like to thank the team at MDC USA, which supports me on a daily basis. I look forward to the tasks ahead, which I can tackle with a motivated team, while enjoying my new family life to the fullest.

Roger Heid
CEO, MDC USA
NEW EMPLOYEES.

April 2016
• René Stettler
  Assembling Employee, Assembling
  MDC Max Daetwyler AG
• Daniel Galie
  Assembling Employee, Assembling
  MDC Max Daetwyler AG
• Cemil Tepe
  Grinding Employee, Production
  Daetwyler Industries AG Zurich

May 2016
• Toni Jäggi
  Sales Manager, Sales
  MDC Max Daetwyler AG Ursenbach
• Violeta Sefa
  Production Employee
  Daetwyler SwissTec AG

June 2016
• Jürg Nyffeler
  Head of Department Storage, Storage
  MDC Max Daetwyler AG

August 2016
• Gowthaman Sritharan
  Galvanic Employee, Production
  Daetwyler SwissTec AG
• Werner Brandl
  Technical Sales Manager, Marketing & Sales
  Daetwyler SwissTec AG
• Nathan Clarke
  Technical Sales Manager, Marketing & Sales
  Daetwyler SwissTec AG
• Muriel Marending
  Commercial Business Trainee, Vocational Training
  Daetwyler Management AG

October 2016
• Helena Senn Lüscher
  Head of Department Finances, Finances
  Daetwyler Management AG
• Helmut Breitler
  Galvanic Employee, Production
  Daetwyler SwissTec AG
• Michele Silvestro
  Storage Employee, Storage
  MDC Max Daetwyler AG

WEDDINGS.

• Marija and Marc Bächtold
  Daetwyler Industries AG Zurich
  March 24, 2016

• Eliane and Mark Binggeli
  MDC Max Daetwyler AG
  May 15, 2016

• Nicole and Rolf Nussbaumer
  Daetwyler Management AG
  September 7, 2016

BIRTHS.

Parents:
• Susanne Christina and Lars Lieb
  Daetwyler SwissTec AG
  Son: Maximilian, March 16, 2016

Parents:
• Marija and Marc Bächtold
  Daetwyler Industries AG Zurich
  Son: Damian, May 6, 2016

Parents:
• Nicole and Rolf Nussbaumer
  Daetwyler Management AG
  Daughter: Emma Lea, November 5, 2016

Parents:
• Anna Katherina and Simon Gantner
  Daetwyler Management AG
  Son: Micha, September 15, 2016
SINCERE THANKS FOR THE SERVICES PROVIDED

ANNIVERSARIES.

10 years
• Sylvia Arimont (June 12, 2016)
  Finances, Daetwyler Management AG
• Rolf Müller (July 3, 2016)
  Administration, MDC Max Daetwyler AG Ursenbach
• Thomas Dummermuth (July 9, 2016)
  Production Engineering, MDC Max Daetwyler AG Ursenbach
• Nadja Eggimann (August 1, 2016)
  Service, MDC Max Daetwyler AG
• Caner Saygisever (August 7, 2016)
  Engineering, MDC Max Daetwyler AG
• Antonio Santoro (September 4, 2016)
  IT, Daetwyler Management AG
• Patrick Stauffer (October 7, 2016)
  Doctor Blades Production, Daetwyler SwissTec AG

15 years
• Andreas Hügli (April 2, 2016)
  Doctor Blades Production, Daetwyler SwissTec AG
• Marcel Steiner (June 11, 2016)
  Doctor Blades Packing & Shipping, Daetwyler SwissTec AG
• Jasmina Mileic (September 1, 2016)
  Doctor Blades Packing & Shipping, Daetwyler SwissTec AG
• Martin Michel (October 1, 2016)
  Special purpose machines and facilities, Daetwyler SwissTec AG

20 years
• Manfred Ebener (May 28, 2016)
  Electro & Software, MDC Max Daetwyler AG
• Gjokaj Marjan (June 1, 2016)
  Doctor Blades Production, Daetwyler SwissTec AG

25 years
• Hajrudin Rosa (April 2, 2016)
  Milling, MDC Max Daetwyler AG Ursenbach
• Therese Leibundgut (April 15, 2016)
  HR, Daetwyler Management AG
• Monika Berisha (May 1, 2016)
  Doctor Blades Packing & Shipping, Daetwyler SwissTec AG
• Marlies Zaugg (August 6, 2016)
  Back Office Sales, Daetwyler SwissTec AG

30 years
• Hans-Jörg Heiniger (August 1, 2016)
  Assembling, MDC Max Daetwyler AG

40 years
• René Guggenbühl (June 1, 2016)
  Production, Daetwyler Industries AG Zurich
• Beat Boss (June 7, 2016)
  PKD-Grinding, MDC Max Daetwyler AG

45 years
• Rolf Reber (April 19, 2016)
  Infrastructures, Daetwyler Management AG

ENJOY YOUR RETIREMENT

RETIREMENTS.

• Erwin Dennler
  May 16, 1951
  Assembling & Logistics
  MDC Max Daetwyler AG

15 years
• Andreas Mathys
  July 22, 1953
  E-Projects
  MDC Max Daetwyler AG

25 years
• René Weber
  July 31, 1953
  Production
  Daetwyler Industries AG Zurich

30 years
• René Guggenbühl
  August 8, 1951
  Production
  Daetwyler Industries AG Zurich
AGENDA

PROSPECTS, TRADE FAIRS AND UPCOMING DATES

AGENDA 2017.

January 2017
January 20-22, 2017
DAETWYLER’S SKI-WEEKEND
Lenk, Bernese Alps, Switzerland
Division SwissTec

March 2017
March 21-23, 2017
ICE EUROPE
Messe Munich, Germany
Division SwissTec

April 2017
April 17-22, 2017
CIMT BEIJING 2017
International Machine Tool Show
Fässler by Daetwyler Industries

September 2017
September 18-23, 2017
EMO HANNOVER 2017
Messe Hannover, Germany
Fässler by Daetwyler Industries