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English

# Z-INFO

ZIEGLER PAPER MILL

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**ZIEGLER**  
P A P I E R

[www.zieglerpapier.com](http://www.zieglerpapier.com)



**DEAR READERS:**

With resumption of production on 2 August 2004, the biggest upgrading project in the history of our PM3 system was successfully completed after a three-week rebuilding phase. The dry end of the paper machine was completely replaced down to the foundation, a new drive system was installed, the steam and condensate system was largely rebuilt, and the air system was expanded and upgraded so that now the PM3 conforms fully to the state of the art. This conversion and modernization project has been very demanding for all participants, both for our own employees and for our external partners. I am especially grateful to all of them for their support. Their concerted effort has made it possible to complete the rebuilding project on schedule and to start up the paper machine once again. After start-up, it soon became apparent that all the components were functioning effectively, which made us all very happy. As with any major rebuilding project of this magnitude, a number of weak points and

problem areas came to light in the process, but most of these have now been eliminated or will be taken care of during the next scheduled maintenance period.

I would also like to thank our Board of Directors. By providing the funds required for this project, they have made it possible for the Ziegler Paper Mill to take a very major step towards ensuring its future.

The 2004 rebuilding project is also the focus of this issue of Z-INFO. Along with this topic, you will again find information on new products, trade shows and events, press releases and publications as well as our outlook for the future – all under the familiar headings.

I hope you will enjoy this issue.

Reinhard Jäger, Production Manager  
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## ■■■■ CORPORATE DESIGN

White is not necessarily white, because white can always be even whiter. Our Z-Bond Classic and Z-Offset papers prove this. Since February, they have been slightly whiter in shade and appearance. Other features of the new quality are enhanced offset printing quality, more regular look-through (constant formation) and improved processability in laser and inkjet printing (Z-Bond Classic).

The response from the market has shown that we have reached our development goals: making proven quality even better.

Our satisfied customers include Jürg Hess, CEO of Hess Druck AG, a form printing company based in the Canton of Thurgau, in Switzerland. This year they will process 1,200 tonnes of Ziegler paper to produce continuous and sheet forms. "For us, the main attraction is this paper's excellent runnability", says Jürg Hess. Even in the summer when the humidity in the plant sometimes reaches 50% with eight machines and 70 employees, there are no running problems. Jürg Hess hears the same words of praise from his customers, which include Swisscom, Raiffeisen and Swiss Post. They produce as many as 35,000 forms per hour in their computer centres. If the paper does not stand up to these stringent demands, customers are faced with costly downtime. Jürg Hess hardly gets any complaints anymore: "We continue to offer competitors a lower-priced quality paper as well, but most customers decide in favour of the high-quality Ziegler paper because its reliability costs less in the end". There is another indicator that provides proof of high Ziegler quality: 75% of the laser paper processed every year by Hess Druck AG is supplied by Ziegler. The fact that many customers decide in favour of our higher quality, in spite of increasing cost pressures in difficult times, is a special honour for Ziegler Paper Mill.

Jürg Hess is also pleased with the fact that our products do not create much dust. Normally, the rubber cloths on the printing machines have to be cleaned after every roll – or after 80,000 forms. With Ziegler paper, it is possible to process as many as 400,000 forms or five rolls before downtime is required for the next cleaning operation. In addition, machines can run almost 10% faster than with other manufacturers' papers. The fact that Ziegler paper is also a little bit whiter than before is an added benefit, in Jürg Hess' opinion. "The market demand for white paper is again on the rise".

## ■■■■ NATURAL DESIGN

FCS-COC certification

The Forest Stewardship Council (FSC) has established internationally recognized principles and criteria for environmentally appropriate, socially beneficial and economically viable forest management. Ziegler Paper Mill has been a FSC-COC-certified company since the end of May. This is an im-

portant advantage in a market in which demand for products produced in an environmentally friendly way is steadily increasing. The internationally recognized quality seal shows that FSC-certified mills maintain a high environmental and social standard.

We first tested the production of FSC papers in cooperation with the Swiss Association for Quality and Management Systems (SQS), in 2001. At that time, we thought that the vertical integration of an environmental certificate was worthwhile and made sense, an opinion that we still consider to be valid. In contrast to other certifications such as those by the ISO, the FSC certification covers the entire utilization chain ("chain of custody" or COC) from the forest to the finished paper product. In 2001, the FSC certificate had already begun to be widely accepted in the furniture industry, which also processes forest products. For Ziegler, a non-integrated company that has no forests or pulp factories of its own, cooperation with suppliers is a prime consideration. In 2001, however, the supply of the required amounts of FSC pulp was not yet guaranteed.

The market has developed since that time. Our sales representatives have been getting more and more inquiries from customers seeking FSC-certified paper products. That is why the Executive Committee decided in March of 2004, after preliminary studies, to tackle the project again. The certification process was to have been completed by the end of June at the latest. Since Ziegler Paper Mill is already ISO-certified, our processes were fully developed for the most part. Necessary adjustments in purchasing and production were efficiently implemented. By the end of May, the auditor was able to grant us the certificate without reservations.

The FSC-COC certificate is a stringently controlled quality seal. All operations involved in a given chain of forest product utilization (chain of custody) must conform to FSC principles so that the resulting product can bear this certificate. "The quality of the FSC certificate corresponds to our own philosophy and our own character", says Norman Humm, Chief Financial Officer. With its "W" line of environmentally friendly papers (the "W" indicates the desire to preserve our woods and forests), Ziegler Paper Mill is already producing products compatible with the demand for sustainable forest management. In the future, these products will also be FSC-certified in order to meet an increasing customer demand. About 4,000 tonnes of W-line products are being produced this year alone. However, various conditions must be met before W-line certification is possible. For one thing, it is not easy to find a supplier who can offer 100% FSC-certified wood pulp in sufficient quantities, which in our case is more than 1,000 tonnes per year. Currently, approximately 27% of any paper bearing the FSC quality seal must consist of FSC pulp. At 30%, this amounts to somewhat less than one third of the fibre stock



that makes up 90% of our paper. The FSC requires that we actively inspect the pulp to make sure that FSC-certified material actually meets FSC conditions. Another problem is the quality of the raw material. Two FSC pulps tested by Ziegler Paper Mill were found to be unsuitable for production since they did not meet the high quality standards for the paper that is produced.

The goal now is to be able to produce a finished, FSC-certified paper by the end of the year. Changes in the production flow will not be necessary. "As soon as an FSC pulp yields the desired results in the lab and these results are reproducible with larger volumes, then we have the finished product", says Norman Humm.

## ■■■■ CAD/OFFICE

Two years ago, Ziegler Paper Mill launched the paper we call Z-Laser Color. This paper, which has a smooth satin surface, can be used in colour copiers and colour laser printers. Trendy packaging for A4, A3 and A3+ formats gives this product line a uniform appearance. Z-Laser Color can also be used for Xeikon machines (script files are available from the download section of [www.zieglerpapier.com](http://www.zieglerpapier.com)). Weights of 100, 130, 170, 200 and 250 g/m<sup>2</sup> are available. Extensive tests have again demonstrated the universal applicability of this line. Well-known OEMs and distributors in Europe are now interested in including the line in their product mix. This is also due to the fact that the superwhite appearance, homogeneous surface and good formation enhances printing quality to above-average levels.

The Xeikon website ([www.xeikon.com](http://www.xeikon.com)) now includes Ziegler's high-quality uncoated papers for the first time in its print media database. Xeikon is one of the world's leading suppliers of colour digital printing systems in the area of dry toner processes. Working together with PIRA, Ziegler suc-

cessfully qualified the following papers for use with Xeikon's equipment.

- CopyZETT W 90 g/m<sup>2</sup>
- Z-Laser Color 100 g/m<sup>2</sup>
- Z-Bond Classic 90 g/m<sup>2</sup>

In order to obtain the best printing result on these products, extensive test series were run for each paper so that the appropriate printing press settings could be determined. This data was stored in the form of "script files". By using these files, users can obtain an optimum printing result when printing on Ziegler papers.

The script files are available for downloading at the Xeikon website ([www.xeikon.com](http://www.xeikon.com)) by selecting the "Print Media" folder.

You can also download these files from our home page ([www.zieglerpapier.com](http://www.zieglerpapier.com)) by selecting Navigation > Services Xeikon Downloads.

## ■■■■ SPECIALTIES

The largest series of books for which Ziegler has ever supplied paper is now on the shelves of archives and universities. More than 600 tonnes of 70 g/m<sup>2</sup> Z-Opak W paper was printed in England at the Oxford University Press. "The Oxford Dictionary of National Biography" consists of 60 volumes and costs 7,500 pounds per set. The Daily Mail stated in its 23 September issue, "It's the Greatest Book Ever!" This work describes all the famous and infamous personalities of British history and modern times. Ziegler got the contract for this project because of the belief that we would supply an absolutely perfect quality of paper that would remain stable from beginning to end. Ziegler met this challenge easily. Jack the Ripper on Ziegler paper – what an event!



## UPGRADING PM III

The equivalent of 40,000 pages in A4 format every minute: This is the impressive volume that is now produced by the Ziegler paper machine after completion of the upgrading project this summer. We can already see that this year's investment of twelve million Swiss francs was necessary and is paying off. Each metre already has a customer before it is produced. This means that the machine is constantly at full capacity. "All productive machine hours are sold", confirms

Plant Manager Bernhard Ziegler.

The gradual process of upgrading the paper machine that began in 1995 has meant a significant 100% increase in overall capacity. The paper machine now conforms to the current state of the art. This means that 45 kilometres of paper having a density of 50 grams can now be produced per hour. Or, to put it in another way: The 7,500 hours of production per year produces enough paper to wrap a strip around the entire equator eight times.



But of course Ziegler's goal is not to wrap its customers in paper. Its objective is to serve them even better in the future. And René Thoma, Director of Engineering, emphasizes that it is not only the production capacity that has been increased. Quality has naturally also been improved, and particularly quality consistency. He estimates that the paper machine will be able to produce continuously for the next ten years without major rebuilding, aside from the annual maintenance work that is required every summer.

As the last step in the upgrading process, the entire dry end including the steam and condensate system and the air system was replaced this summer. Its task is the uniform removal of any residual moisture that remains in the paper after it has passed through the press. This is done by steam-heated drying cylinders in the paper machine's drying unit. Heat transfer to the paper occurs through direct contact with the exterior wall of the cylinder. This heat transfer is supported by hot air that is blown into the interspaces of the cylinder and by drawing off the moisture-saturated air. The steam and condensate system guarantees accurate and constant temperature control for each cylinder, ranging from 70°C in the first cylinder to 130°C in the last cylinder, by means of a sophisticated cascade circuit that is designed to minimize/reduce steam consumption. In the post-drying section, the steam system automatically regulates the final moisture content of the paper that is required. In order for the drying unit to complete these important task, it needs up to 20 tonnes of steam per hour.

Smooth operation of the paper machine around the clock is the business foundation for Ziegler Paper Mill. "Our technical department, which has mechanics, electricians, and measurement and control specialists available at a moment's notice, guarantees this high level of availability", confirms Bernhard Ziegler. This allows us to offer on-time delivery to our customers

Even after the successful completion of the rebuilding project, the technical department has its hands full. Plans are already established to rebuild the slitter winder in order to increase capacity and cutting accuracy. Although this machine was installed in 1988 and is not that old, its electronic control system, in particular, no longer conforms to the state of the art.

There are also plans to complement the existing sheet cutter that cuts large formats by installing a small-format cut size line that can cut all sizes from A4 to A3plus. The demand not only for A4 and A3 but also for special small formats has increased dramatically over the past few years. These special formats are all converted by hand, which is both labour-intensive and time-consuming. This investment will provide our customers with better service and more consistent presentation. Half of the paper that we produce is supplied not in rolls but in sheet formats ranging from A4 to a maximum size of 1.2 by 1.5 metres. The percentage growth in small formats has been much greater than large formats.

Total investments of 10 million Swiss francs are planned for the coming year.



**DISTINGUISHED JURY FOR "ZIEGLER'S BEST ART & PRINT WORK".**

Several hundred submissions were evaluated.

The entry deadline for "Ziegler's best art & print work", our international award for creative designers and printers, was 31 July 2004. Several hundred entries were received from all over Europe. And a little more than one month later, the 7-person jury decided on the winners from among the design and printing professionals who use Ziegler paper.

In addition to the advertising specialist Hans Tanner, 6 other international experts from the advertising, printing and publishing industries examined the submitted entries in detail. Lo Breier (Germany), Martin Lötscher, Oliver Neidhart, Harald Niessner (Austria), René Oberhänsli, Florian Ribisch (Italy) and Hans Tanner evaluated the works on the basis of

two main criteria: creativity in design and production. You can learn more about our jury of distinguished experts at [www.zieglersbest.com](http://www.zieglersbest.com).

The names of the Ziegler award winners will be revealed on 11 November. The winners will be honoured at an exclusive awards ceremony in Basel. In addition to the prize money, they will also receive a lamp created specially for this award by the young Swiss designer Walter F. Allemann.

Be sure to check to see who the Ziegler winners are!

ART &  
04  
PRINT  
WORK

**PAPERWORLD 2005**

Important note: For the first time in its history, Paperworld 2005 will take place this year from Wednesday to Sunday, i.e., from the 26th to the 30th of January 2005. Ziegler Paper Mill will also be there in 2005 together with the German company Rauch, a specialty paper distributor.

maintaining an Info Corner. Some 200 people representing major banks, insurance companies and the pharmaceutical industry attended this event.

Hess Druck AG prefers to print on high-quality papers for output centres. The company uses Ziegler Paper's Z-Bond Classic (Z-Copy S/OCR) and Z-Plot 450, which are prized both for their superwhiteness and opacity and for their outstanding stability and dust-free qualities. Hess Druck can always guarantee its customers that Ziegler paper can be used without problems on laser and other printers. The business paper Z-Bond Classic provides laser, copier and inkjet capability and has a suitable moisture content. In the OCR 90 g/m<sup>2</sup> specification, it is intended mainly for producing printed materials that involve optical character recognition. In addition, Z-Plot 450 supports double-sided printing using dense colours and sharp lines.

**ANTALIS GOLF TROPHY '04**

Ziegler Paper Mill again sponsored the Antalis Golf Tournament this year in Les Rousses, France. Approximately 100 enthusiastic golfers participated in this event and enjoyed an extremely successful day.



**ZIEGLER PAPER MILL AT EVENT FOR HESS DRUCK CUSTOMERS**

Ziegler Paper Mill took part in the two-day "event4you" held at Hess Druck AG in Märstetten, Canton of Thurgau, by



interactive Communication

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+ 41 61 745 12 38

I would like to order complimentary copies of the following brochures (enter number of copies before each language):

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Summary of descriptions of Ziegler papers available from Swiss paper wholesalers			
Z-Profile, company profile	..... G	..... F	..... E
Environmental Report 2003	..... G	..... F	..... E



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