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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**

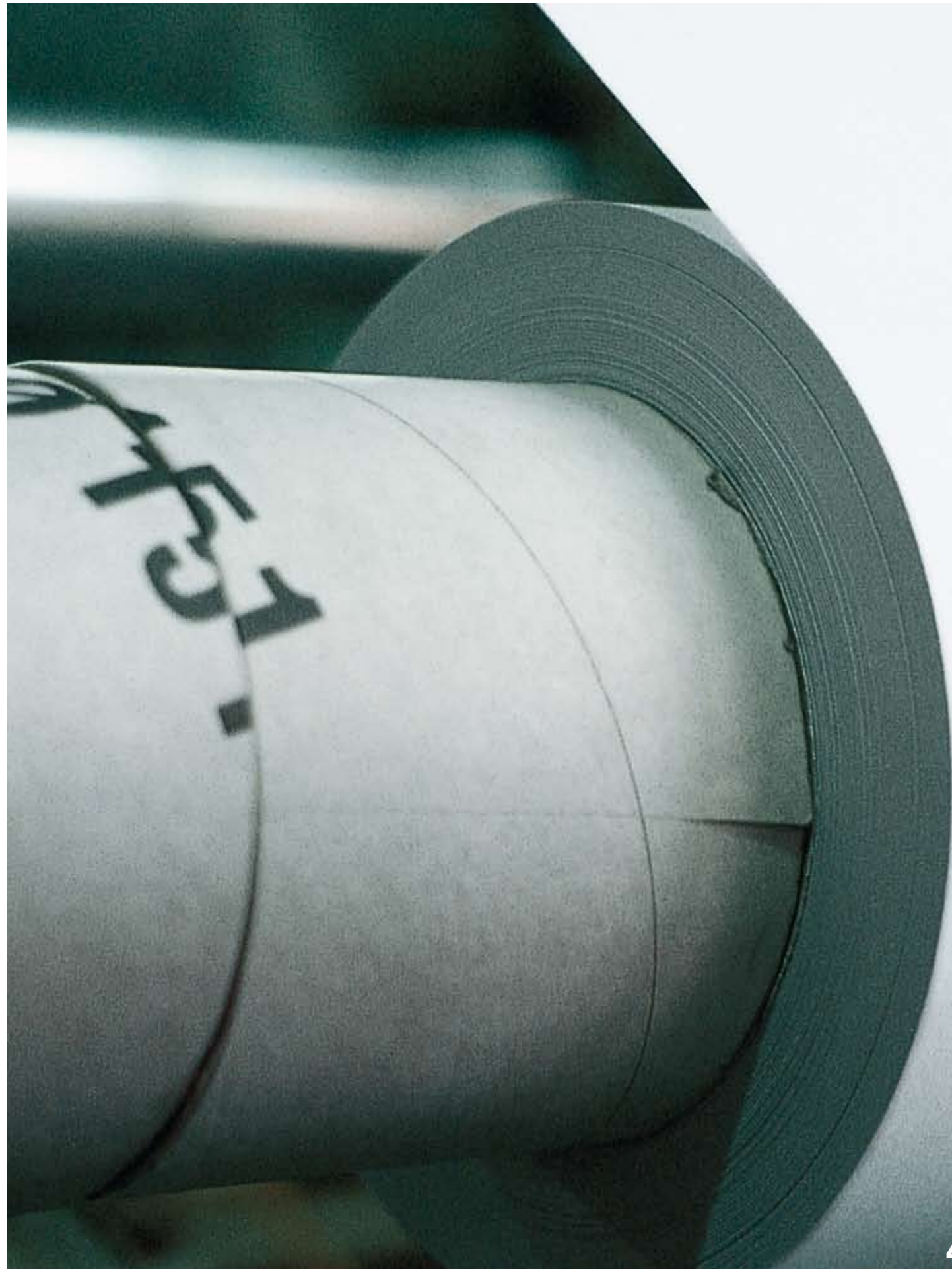
For some 35 years now, I have been involved with the question of quality and this brings me – whether directly or indirectly – into contact with you. It is only by means of reliable and painstaking monitoring of the manufacturing process and thorough examination of quality that we can meet the high demands that are placed on our paper today. During the many years I have worked for Ziegler Paper Mill, the company has developed into a genuine high-tech operation. Processes that in the past had to be laboriously monitored and controlled by people are nowadays performed using extremely accurate measuring equipment and process control systems. The majority of data is recorded automatically and stored in a database.

Nevertheless, it must be emphasised that PEOPLE are still very necessary. They continue to form the most important link in the chain – even if this may sometimes be the weakest link. Consistently good quality depends first and foremost on a high standard of raw materials. We ensure this through our painstaking evaluation and careful inspection of all incoming basic

materials. The only raw materials that are approved for the manufacture of our paper are those complying with prescribed quality parameters. In order for paper testing to be performed accurately, efficiently and safely, we must have suitable measuring equipment, which itself has to be monitored correctly. Thanks to the company's generous and farsighted investment policy, we are at the cutting edge of technology and in a position to monitor equipment appropriately. Here I would like to mention the fact that for many years now we have taken part in the CEPI comparative tests which are carried out twice a year.

As you can see, quality enjoys a very high priority in our company and we have created the ideal prerequisites to ensure that we are able to maintain the high standards that our customers expect of our products.

I wish you pleasant reading of this issue of Z-Info.  
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 Head of Quality Assurance and Technical Services



#### ■■■■ CORPORATE DESIGN

The refurbishment of our sheet-cutter No.1 has further enhanced the quality of cut in the large-format range, particularly in respect of heavier weights of paper. This represents a marked benefit for cut-sheet printers since they have less cutter dust to deal with when they process Ziegler papers.

During this summer's overhaul of our paper machine, the pulp purifier was totally replaced. This now ensures that pulp is pure enough for the production of ultra-white paper qualities even at high operating speeds.

Regrettably, we must here include a negative report. As a result of damage to our machine during the summer – with a substantial volume of orders on hand and in the midst of production – our delivery times were disrupted quite severely at times. We would like to apologise most sincerely for the inconvenience that this might have caused you. In the meanwhile, the situation has settled down again.

Our bonded Z-Offset 300 and 400 g/m<sup>2</sup> card qualities are now also being bonded by a certified supplier in Switzerland and no longer exclusively in England. The advantage here is obvious: a supplier located closer to home makes it possible to improve service. Needless to say, both of these suppliers produce an outstanding quality of product.

#### **PREVIEW OF BENCHMARK STUDY:**

The results of the recent benchmark study have just reached us – and needless to say we want to share them with you.

As in previous years, the study covered physical paper values and printability (offset and inkjet printing). Testing was performed by FOGRA in Munich and all the results are documented in a certificate numbered 19764. The study examined our Z-Bond Classic quality and compared this with four rival A-class papers. We are extremely pleased to report that Z-Bond Classic came out top in the tests performed!

We would here just like to mention its very high level of opacity and the regular results it provides in offset printing applications. Once printing equipment has been appropriately adjusted, colour density values remain constant for a very large volume of sheets printed, making it unnecessary for any corrections to be made to settings.

#### ■■■■ NATURAL DESIGN

To date, we have produced this line – OffZETT W and CopyZETT W – in weights from 80 to 400 g/m<sup>2</sup>. Now we have added 60 and 70 g/m<sup>2</sup> to the range. This means that customers who previously used Z-Opak W can now change over to OffZETT W completely, since we are ceasing production of Z-Opak W in the 60 to 100 g/m<sup>2</sup> range with effect from the end of this year. Z-Pharma will of course continue to be manufactured in 40 and 50 g/m<sup>2</sup> weights.

Many of our customers have created very attractive self-contained programmes using our Natural Design papers. As a rule, their ranges also include envelopes and labels.

#### ■■■■ CAD/OFFICE

The improvements in the sales of Z-Laser Color have taken place as anticipated. Now Z-Laser Color is available ex stock from MAP (ex Modo) in Spain, while in Switzerland the product is distributed exclusively via Antalis.

Z-Plot 650 continues to grow in popularity. The world of web-fed printing in output centres is now moving in the direction of inkjet technology. In addition to Kodak, Agfa and Screen will also be marketing web-fed inkjet presses. Ziegler is the world's leader in the realm of multi-colour transactional communication. More and more output-centres are installing web-fed printing machinery that delivers not only text printing but also colour logos, pictures and graphics.

#### ■■■■ SPECIALTIES

Ziegler's Z-Release C1+2S is a release liner paper that is coated on both sides. We produce this quality in weights from 80 to 135 g/m<sup>2</sup>. The advantage of this specialty is its double-sided coating. This property opens up a niche market that we can cater to ideally. We are planning to double sales in this segment during 2007.

## MAINTENANCE AND CALIBRATION - A MUST FOR MEASURING AND TESTING EQUIPMENT

Even the best and most up-to-date measuring and testing equipment is no use if it is not correctly maintained and calibrated. To ensure that we can always rely one-hundred percent on our equipment at all times, we operate a rigorous verification system at Ziegler Paper Mill. It takes the form of a three-stage model comprised of checks by the equipment manufacturer, CEPI comparative testing and internal inspections.

### Checks by equipment manufacturer

We have service and maintenance agreements with all the suppliers of the equipment we use (Datacolor, Methrom, Mettler-Toledo, Frank GmbH, Lorentzen & Wettre, etc.). These prescribe the scope, nature and frequency of inspections. The results are documented in test logs, certificates, calibration records, etc.

Calibration certificate from Corrodi Testing AG



## CEPI comparative testing service

Twice a year, every spring and autumn, PTS (Paper Technology Foundation) in Heidenau performs a series of CEPI comparative tests to examine physical material properties. Every company that takes part in these tests receives three sets of tests for each machine. The results of these tests are then sent in to PTS for evaluation. Here the findings are collated and compared and then all the values are communicated to the companies taking part, together with assessments and recommendations for the equipment in question.

PTS is an accredited or "Certified European Quality Laboratory (QL)" which is monitored by other QLs in its turn. These include STFI Stockholm, KCL Helsinki, Pira London, TNO Apeldoorn, IfP Darmstadt, SSCCP Milan, INIA Madrid and CTP Grenoble.

\* CEPI: Confederation of European Paper Industries

PTS evaluation 2005-2



## Internal inspections

According to our work directives as laid down in ISO Certificate 9001/2000, a number of machines are always adjusted and calibrated each time work is commenced. In addition, all measuring and testing equipment undergoes regular check-ups and inspections. In exactly the same way as for external examinations, the results of our internal testing are documented on the appropriate record cards.

This monitoring, adjustment and calibration of our measuring and testing equipment assures us that we are testing the paper we manufacture "properly" and that we can rely on the values obtained to be correct.

The measuring data is also registered and archived in our MAS laboratory system (from TietoEnator in Regensburg), where it can be accessed at any time it is needed - whether this is for the purpose of compiling statistics on particular paper qualities or in connection with a complaint made by a customer.

## Additional quality assurance measures

The various qualities of paper we produce are also tested regularly in external laboratories and institutes (FOGRA, PTS, ISEGA, etc.) to ensure they comply with various established standards. These measures ensure that our claims regarding quality can be backed up objectively - which is not always the case with many rival products. This means, for instance, that we can justifiably maintain that our papers have greater opacity, more volume and more consistent ink uptake. Once printing equipment has been correctly set, practically no subsequent readjustment is needed. Below are the most important verification tests our papers undergo:

- DIN 6723 - OCR suitability
- ENV 12-281 - copy suitability
- ANSI/NISO Z. 3948-1992 - archiving stability
- ISO 9706-1994 - document permanence
- DIN 6738-1992 - aging resistance
- NEN 2728 - paper stability
- BfR XXXVI - safeness for foodstuffs applications
- FSC SQS-COC-24310



**“OPEN HOUSE 2006” AT McNAUGHTON, BIRMINGHAM (GB)**

From 4 to 6 January 2006, Ziegler Paper Mill presented its paper at “Open House 2006” staged by the James McNaughton Group. A total of 22 McNaughton suppliers took part in this exhibition in Birmingham. Ziegler showed its Corporate Design, Natural Design and CAD/Office lines including Z-Laser Color, together with its innovative Z-Release C1+2S and Z-Script from its Specialties range. Both the variety of offerings as well as individual products met with considerable interest on the part of visitors to the Open House.



**OLIN SKIING WEEKEND IN LUCERNE/ENGELBERG, 20.-22.1.2006**

Participants enjoyed a glorious skiing weekend packed with sport and entertainment in the brilliant sunshine.



**ANTALIS/ZIEGLER CARVING DAY IN ENGELBERG**

Souvenir pictures recall a sunny day's carving spent in Engelberg.



**PAPERWORLD FRANKFURT, 25.-29.1.2006**

Paperworld 2006 again proved a major event for Ziegler Paper offering an ideal chance to exchange information and experiences with sales reps, key accounts, creative users and other interested parties from both Europe and overseas.



**NORDIC WALKING COURSE AT ZIEGLER PAPER MILL**

On 1 April, an introductory course in Nordic walking was held at Ziegler Paper in Grellingen. After a short introduction by the professional instructors, the fifty sports enthusiasts taking part set off on a tour of Grellingen that lasted for more than an hour.



**AIIM & ON DEMAND EXPO PHILADELPHIA, 16.-18.5.2006**

AIIM & ON DEMAND Expo is the top direct mail fair (technologies, hardware, software and paper). With 450 exhibitors from 62 countries, 250 members of the press and 20,000 visitors, the fair was a great success. For the 16th time, a lavish buffet party was thrown for Kodak Versamark customers. This provided a perfect opportunity for some extremely interesting discussions.



**PRIZE-GIVING CEREMONY FOR “ZIEGLER'S BEST ART & PRINT WORK 06”**

On 09.11.2006, “Ziegler's best art & print work” award was presented for the third time for works printed entirely or partially on paper made by Ziegler Paper Mill. As part of the event, prizes were also presented on behalf of the paper trade.

A jury consisting of five international specialists evaluated a total of 230 entries submitted from Austria, England, the Netherlands, Belgium, Germany and Switzerland on the basis of both technical and artistic criteria. The following five winners were presented with an award specially designed by Stefanie Jonasch (College of Art and Design, Basel): First Direct (GB), Royal Shakespeare Company (GB), Tipografia Pedrazzini (CH), Rema-Print (A), University College for the Creative Arts (GB). The prizes were handed over at the AVO Sessions Club in Basel.

The prize-giving ceremony and, of course, its entertaining accompanying programme with performances by the Compañia Maria Serrano and guitarist Al Di Meola made the evening a truly memorable occasion for everyone involved.

Further information on the event can be found at [www.zieglerpapier.com](http://www.zieglerpapier.com)



! interactive Communication

**AT PAPERWORLD WITH ZIEGLER PAPER**

Discover with us the wonderful world of paper. We have pleasure in inviting you to attend Paperworld in Frankfurt am Main (24.-28.1.2007). Simply cut out this card, fill in your details and return it to us by 12 January 2007 at the latest and we will send you a free admission ticket. (Don't forget your full name and address!)

Yes, I would like a free admission ticket to Paperworld

City, date

Signature

**HIGHER PRICES IN THE PAPER INDUSTRY**

Do you remember what I wrote in the last issue of Z-Info? I predicted price hikes in the paper sector of between 5 and 8 % for 2006. Last August, however, Ziegler Paper raised its prices by just 3 to 4 % – but this has unfortunately not proved to be enough. In retrospect, we have to say that we would have been better to heed our own prediction in the last Z-Info. Because we are now compelled to raise prices again as from 1.12.2006 by some 4 to 5 %. This means that we end up fulfilling my original forecast.

Where will paper prices be heading in the future? The positive economic situation has taken up some of the overcapacity and the possibility now exists of at long last effecting the increases in price required to restore the necessary margin. If our industry does not take this opportunity, it could soon be too late.

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