

INFORM



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Unique system for granulate feeding:
an own development of Pöppelmann
GmbH & Co. KG.

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Dear Readers,

This issue of our customer publication is devoted to our 60th anniversary, which we celebrate this year. We look back on the past in gratitude and with respect, and forward to the future with much curiosity and full of passion for our job.

"VALUES SUCH AS PRECISION, DURABILITY, RELIABILITY AND INNOVATIVE CAPABILITY ARE AS IMPORTANT TO US AS THEY WERE IN THE FOUNDING YEARS."

Otto Hofstetter, CEO

My father, Otto Hofstetter senior, started our company on 1 April 1955. At the outset he earned the money for the translation of his ideas as a custom operator. It didn't take long for the quality from Uznach to become known, a fact which enabled the firm to concentrate on making moulds. By specializing in thin-walled products, mainly for the foodstuffs industry, the first exports within Europe materialized in the nineteen sixties. It was in 1977 that representatives of a US enterprise found their way to Uznach. They looked for a specialist who was ready and capable of making moulds for an entirely novel product. My father didn't shrink from risks or decisions, accepted the order and designed the first PET mould. This provided the company Otto Hofstetter AG with a second standing leg and brought the international breakthrough.

My father handed the enterprise on to me in 1997. My first and foremost objective was and is continuity. Values such as precision, durability, reliability and innovative capability are as important to us as they were in the founding years. Lean processes and short decision paths permit us now as before to react quickly to the needs of the market. And we hold on to our Swiss location, of course, which guarantees us perfectly trained professionals and political stability.

Dear customers, business partners and friends: We sincerely thank you for your trust and loyalty in the years behind. We all at Otto Hofstetter AG look forward to cooperating closely with you for yet a long time.

Otto Hofstetter junior
Owner and CEO



A PERFECT IMPLEMENTATION.

Pöppelmann GmbH & Co. KG of Lohne ranks among Germany's biggest processors of plastics. In the area of mould-making the enterprise relies also on the services of Otto Hofstetter AG. During a visit to **works No. 3 Engelbert Rechtien**, Sales Manager and authorized signatory, introduces the group of companies, its philosophy and the great variety of products.

Works No. 3 in Lohne is located directly at the motorway A1 between Bremen and Osnabrück. With the impressive dimensions of the existing production and storage halls and a further production hall currently under construction it is a modern and architecturally stylish site. Immediately evident to every visitor is probably that Pöppelmann GmbH & Co. KG relies on quality and openness. The discussion with Engelbert Rechtien clarified to "inform" what characterizes this enterprise with 1,900 employees, what its meanwhile 66-year-old history amounts to and what values are upheld. Rechtien joined Pöppelmann after graduation from high school, first completed an apprenticeship here as an industrial businessman and then as a toolmaker. After further education to become an engineer he helped building up the FAMAC segment and is now Sales Manager of this business unit.

Mr Rechtien, to start with, would you please give us an impression of Pöppelmann GmbH & Co. KG?

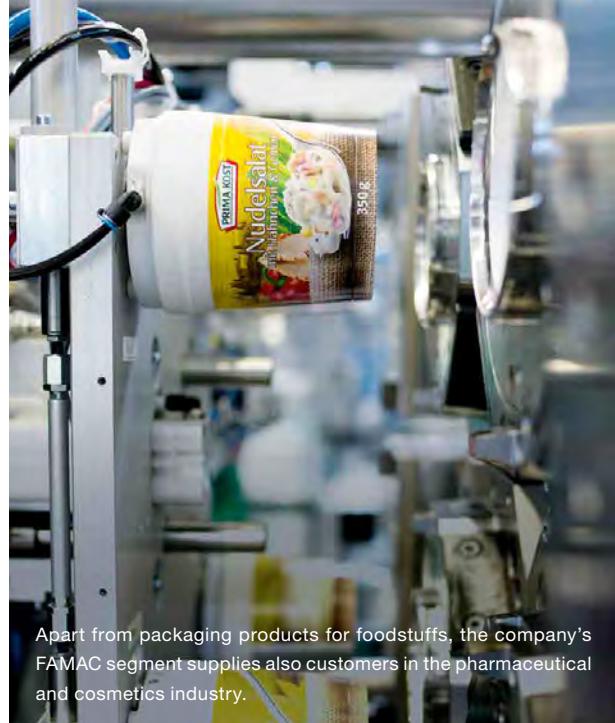
Back in 1949 the brothers Josef and Hubert Pöppelmann started with the production of bottle corks in their parents' chicken coop. Today the enterprise employs a workforce of about 1,900, trains more than 180 young persons in nine different professions and runs over 500 injection-moulding machines and 20 vacuum-forming systems. The family business Pöppelmann is today one of the leading producers in the plastics-processing industry of Germany.

Pöppelmann has a very wide range of products. How is it structured?

The spectrum of products is divided into four business segments. The KAPSTO standard programme comprises more than 3,000 protection elements of plastic for the most varied applications. Under the name of K-TECH we develop and produce highly precise technical plastic mouldings, in particular for the automotive industry. The business segment Pöppelmann TEKU supplies over 800 different flowerpots and growing systems in more than 2,000 executions to horticulturists (commercial growers). FAMAC is the youngest segment. Since 1997 we produce packaging and functional parts for foodstuffs, cosmetics, medicine and pharmaceuticals under this label. It is in this area that we rely on the moulds of Otto Hofstetter, among others. In 2010 we moved into the new works No. 3 in Pöppelmann Street.

What does the acronym "FAMAC" stand for?

FAMAC is a registered brand and stands for Food And Medical And Cosmetics. In the foodstuffs area we produce for example thin-walled packaging articles, dispensers of artificial sweet-



Apart from packaging products for foodstuffs, the company's FAMAC segment supplies also customers in the pharmaceutical and cosmetics industry.

eners, household containers and closures. The product range for medicine and pharmaceuticals comprises functional parts for medical engineering, laboratory and diagnostics goods. Cosmetics concentrates on pumping and dispensing systems.

Your employees are often referred to as "Pöppelmen" and "Pöppelwomen". How do you achieve this collective spirit?

This goes back to the founder Josef Pöppelmann and his wife Gertrud. He brought in countless ideas, was a „thoroughbred entrepreneur“ and put together the right crew to build up Pöppelmann. His wife provided important support to him right from the beginning. Gertrud Pöppelmann took over the operative business after the premature death of her husband. The sense of togetherness of all was very important to her. The lady entrepreneur's gratitude and respect for the efforts of the workers in the company's operations were always perceivable. She felt indebted to these persons. It was an obligation she accepted as an honour and a spirit which exists unchanged to this day in the Pöppelmen and Pöppelwomen.

"WE DON'T COMPROMISE WHEN IT COMES TO QUALITY."

Engelbert Rechtien

The employees of Pöppelmann stand out by their marked self-responsibility. How come?

One important reason is no doubt the fact that Pöppelmann is a family business. The fellow workers are held in high esteem by the associates. The management, moreover, relies on flat hierarchies, which keeps the decision paths short and efficient. Much importance is also attached to teamwork. Well-trained and committed persons in young and growing departments create a climate of which we are rather proud.

More than 180 young persons undergo training at Pöppelmann. This reveals considerable social responsibility.

What is your philosophy?

Well-trained and highly motivated employees are our most important capital. This is why we regard our engagement for job training as an important investment in our future. After completion of their training lasting between two and four years, more than 90 per cent of the young professionals stay in our enterprise. Many feel attracted again even after studies or a change to another company. No wonder we can frequently fill vacancies for professionals and executives with own young blood.

"OHAG DELIVERS ALSO MUCH SERVICE WITH THE MOULD."

Engelbert Rechtien

You have three production locations, this one here in Lohne, one in France and one in the USA. What do you produce there?

Our plastics-processing plant in Rixheim has been concentrating on the French market since 1977. The subsidiary in the USA with its own works in Claremont has been making plastic plant pots and growing systems since 2007 and now moulds increasingly also technical parts from the K-TECH segment for the North American market.

What are the differences between the fields of activity in the FAMAC segment?

The customers' cost-consciousness plays a major role in packaging products for foodstuffs. Furthermore, this business is characterized by short implementation periods and ever shorter product cycles at nonetheless high numbers of pieces. In consequence the investments in machines, moulds and automation are very considerable. The area of medical engineering and pharmaceuticals requires an all-comprehensive inspection effort and gapless documentation to make the overall process transparent at all times. A marked quality consciousness is essential seeing that complete subassemblies are moulded and put together under clean room conditions.

What distinguishes the "typical Pöppelmann quality"?

Here at Pöppelmann every customer has "its own" Project Manager and thereby a firm contact partner. Seeing that we offer everything out of one hand from the initial idea right to the finished product, the Project Manager coordinates the work and the necessary skilled persons. A further distinction is our

flexibility in coping with a fluctuating demand. This is a challenge, especially when it comes to foodstuffs. Thanks to our high storage capacity we have sufficient quantities of raw materials, auxiliary means and consumables as well as finished products available. Our customers benefit from this high flexibility.

You have more than 75,000 pallet spaces and, thanks to suitable stocks, guarantee permanent availability of the standard range of products. What quantities (numbers of pieces) are we talking about?

Looking at all four business segments, about 10,000 articles are likely to be permanently available. About 1,000 pallets leave our production each day. In the FAMAC segment we deliver more than 2.5 billion parts to our customers year after year.

You have been cooperating with Otto Hofstetter AG since 2006. What prompted this choice at the time?

We visited Otto Hofstetter AG and became aware of the potential. The chemistry was right and the experience was substantiated on the basis of examples. The infrastructure and the attitudes of the mould makers met our expectations. A first project confirmed our impression and this was enough. The moulds for our Q-buckets IML series with clip and hooded lid IML in four sizes were a big success.

In which areas are you now using moulds from OHAG?

Without exception for the injection-moulded packaging products of the FAMAC segment. Several moulds have been added since the first ones. In the meantime we have already realized 29 moulds in our cooperation.



Pöppelmann GmbH & Co. KG, family enterprise

Founded by Josef and Hubert Pöppelmann in 1949

Approx. 1,900 employees worldwide, more than 180 learning persons

Five production locations (Germany, France, USA)

Products for the automotive, foodstuffs packaging, cosmetics and pharmaceutical industries as well as mechanical and apparatus engineering and horticulture

What are the strengths of OHAG in your opinion?

Otto Hofstetter AG abides by the same philosophy as we do in matters of quality. The steel is worked to the last one hundredth and if necessary one thousandth. Apart from this I'm impressed by the transparency as regards the agreed deadlines. This builds the confidence which is an important element of success as far as I'm concerned. Qualitative and



"NO ONE HERE CONSIDERS
HIM- OR HERSELF TOO GOOD
FOR WORKING HARD."

Engelbert Rechtien



For Engelbert Rechtien the right chemistry exists between Pöppelmann and Otto Hofstetter AG.

personnel continuity, all salient OHAG properties which, by the way, we at Pöppelmann also emphasize and foster.

To what extent does it matter to you as a family business that OHAG is also a “family operation”?

Positive about it are the short decision paths at our place and at Otto Hofstetter AG. Beyond this I think it is a big advantage that, like in our case, the generated profits are reinvested in the own operation. In this way OHAG secures itself the long-term competitiveness on which Pöppelmann can depend.

According to your documentations Pöppelmann holds a technological leadership position. What is OHAG's contribution to this?

Otto Hofstetter AG supports us already in the article design and possible optimizations are worked out together. OHAG checks critical items in the design phase and on an ongoing basis while the mould progresses, so that errors can be avoided. An active transfer of knowledge is also taking place, so that we get more than just a mould from you. And we benefit from the long experience and ideas of the team in Uznach.

Innovation plays an important role at Pöppelmann. How do these novelties materialize?

Taking pleasure in innovation is something we inherited from our founder Josef Pöppelmann. His principle was: Each day a new product. And we hold on to this also after more than 60 years. We analyze social and technological changes and try to anticipate customer requirements. Development is divided into two focal points: “New technologies” cooperates with e.g. university research institutes and assesses new processes and product ideas, while “Design” devotes itself to optics, functionality, haptics and so on.

When do you favour the own mould shop and when do you rely on the support of OHAG?

The idea with our in-house mould shop is to retain a certain independence. This enables us to not only carry out conversions and extensive maintenance, but to design and build our own separate moulds for all business segments. In parallel we cooperate with our external partners, including OHAG. Follow-up moulds, in particular, are ordered from external sources to avoid complete tying-up of our internal capacities. Mould making at Otto Hofstetter AG meets our requirements as regards execution and quality. This is why we like taking advantage of the professional competence of our long-standing partner.

Pöppelmann has grown steadily in the 66 years of its existence. What major challenges do you expect in the years ahead?

In our young business segment FAMAC we want to continue developing functional and appealing products which satisfy the expectations of our customers and of the market. Quick decisions will be needed more than ever. We view the future positively and full of vigour. The new works was moved into in 2010. A further production hall will be ready for commissioning in 2016. It surpasses everything built by Pöppelmann so far. As you can see, we really put the foot down also after 66 successful years.

“TIME LOST AT THE OUTSET IS NEVER MADE UP AGAIN.”

Engelbert Rechtien

Any wishes to OHAG for the future cooperation?

Otto Hofstetter AG is very reliable and, like we, makes no compromises for the mould, which is the heart of the production. I would welcome an intensified standardization which would enhance the flexibility in production. Apart from this, reproducibility is sometimes elaborate to achieve in mould overhauls, and transport to Switzerland takes valuable time. However, as already pointed out: the chemistry between Pöppelmann and Otto Hofstetter AG is right.

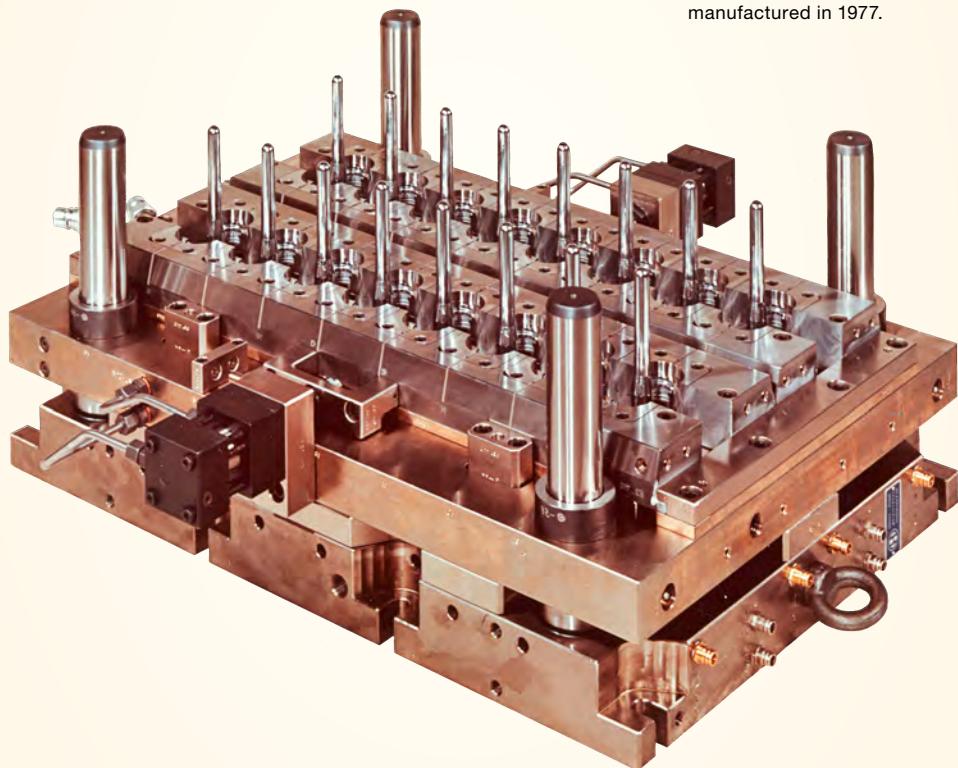
Mr Rechtien, many thanks for the interview and we wish you continued success.



"MY AIM IS TO HOLD A VARIED AND EXCITING JOB AS A DEPARTMENT MANAGER. A LEVELS AND HIGH SCHOOL STUDIES WILL TAKE ME THERE AND PROVIDE THE PREREQUISITES FOR AN OWN HOME ON A NICE PIECE OF LAND."

Jan Stocklin, prospective designer

First PET mould of Otto Hofstetter AG:
16 cavities for PET preforms for 2-litre bottles,
manufactured in 1977.



A LITTLE PET STORY.

Otto Hofstetter AG started making moulds for PET preforms in **1977**. The first order was placed by the **Continental Can Company** which had been commissioned by two major American beverage producers to evaluate a capable mould maker. Moulds for PET preforms are now a very **important part** of the business in Uznach. The technical specifications for preforms and production equipment have changed substantially.

10.52 t

> Raw material saved in 1 day, based on the above-weight saving when using a 96-cavity mould.

24 H



1977

30" cycle

2,880 CYCLES

16-imp.

46,080 PREFORMS

96-imp. with 62 grams

39.56 T OF RAW MATERIAL

2015

13" cycle

6,646 CYCLES

96-imp.

638,016 PREFORMS

96-imp. with 45.5 grams

29.03 T OF RAW MATERIAL

We write the year 1977. Sylvester Stallone is awarded the Oscar for his performance in "Rocky". A young British band by the name of "Dire Straits" comes for the first time on BBC and Muhammad Ali wins by points against Earnie Shavers in the Madison Square Garden. Not earning quite as much publicity, representatives of the Continental Can Company visit a mould maker in Uznach, Switzerland. The American company is subcontractor to Coke and Pepsi and has received an order to develop a new type of packaging for beverages. For this purpose they have to find a mould maker who is able to design and produce a mould for preforms of the desired quality. Mould makers of the USA and Western Europe have joined the race. And although the owner of the Swiss company doesn't speak a word of English, the Continental Can Company decides in favour of Otto Hofstetter AG.

First generation of preforms.

So much for the story. The order was for twelve moulds with 16 cavities each, to be built exclusively for the USA. The moulds ran on injection-moulding machines of the German manufacturer "Windsor" and met all specifications of the Continental Can Company as well as Pepsi and Coke right from the start. The majority of the moulds were laid out for the production of

preforms for 2-litre bottles. The preform's wall thickness was four millimetres and its weight 62 grams. The "Windsor" managed two cycles per minute.

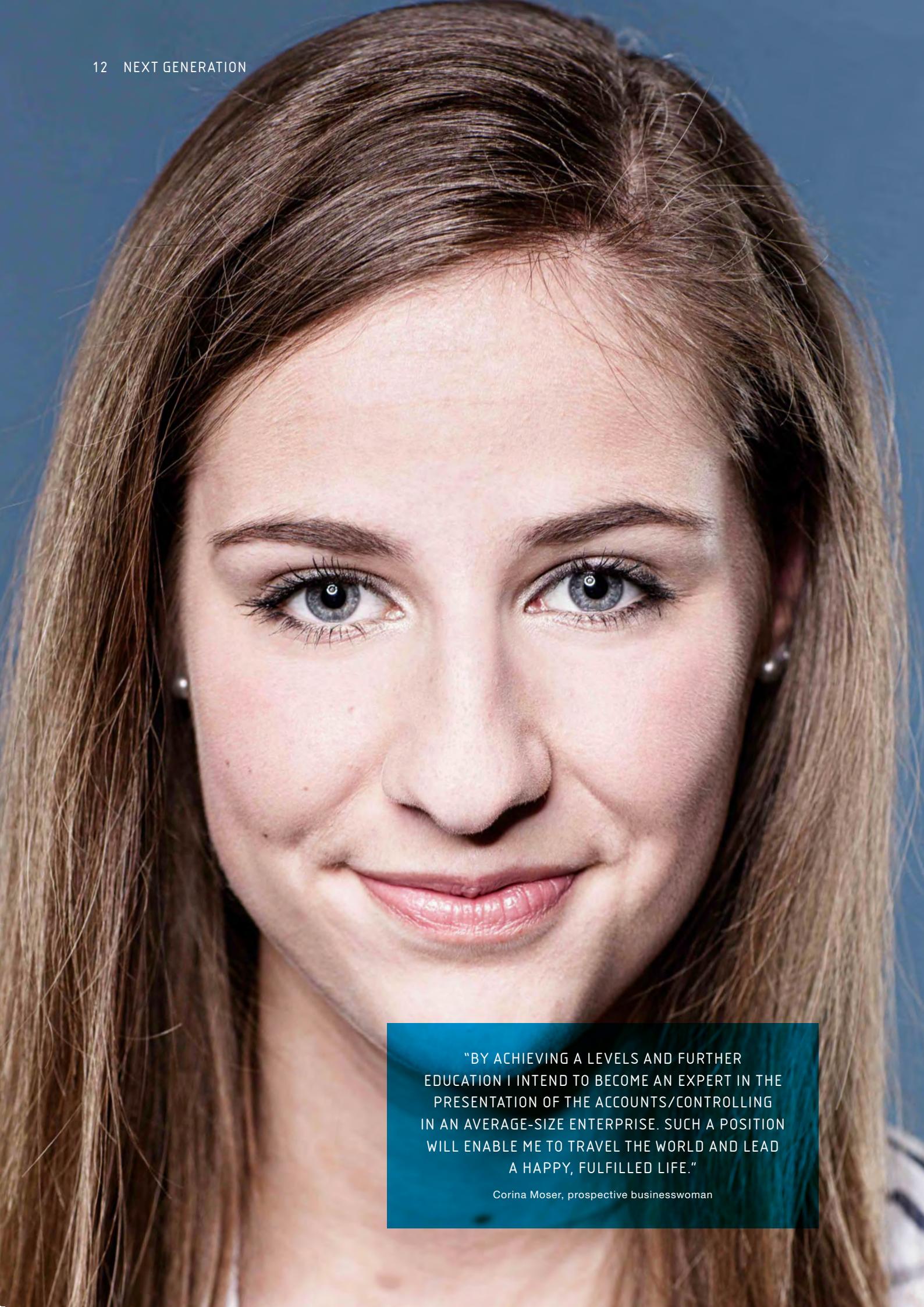
Upright progress.

The original bottles had a round base and needed a separately moulded "base cup" to be able to stand upright. It was only natural that Otto Hofstetter AG also built the mould for the base cups. Thanks to the invention of the petaloid base by the Continental Can Company the base cup became obsolete some years later.

New performance with preforms.

38 years have passed since then. Preforms for 2-litre bottles are now made in 96-cavity moulds, they weigh 45.5 grams each and feature a wall section of 3.6 millimetres. The cycle time is normally at 13 seconds.





"BY ACHIEVING A LEVELS AND FURTHER EDUCATION I INTEND TO BECOME AN EXPERT IN THE PRESENTATION OF THE ACCOUNTS/CONTROLLING IN AN AVERAGE-SIZE ENTERPRISE. SUCH A POSITION WILL ENABLE ME TO TRAVEL THE WORLD AND LEAD A HAPPY, FULFILLED LIFE."

Corina Moser, prospective businesswoman

FLOWERS FROM PET.

The museum of Vorarlberg in the Austrian town of Bregenz holds a comprehensive collection of pieces of art and culture. The new building completed in 2013 is also an architectural landmark in that its facade features nearly 17,000 flowers of concrete. Different bases of PET bottles served as negatives for these flowers.



Persons interested in art and culture, among others, will find a remarkable attraction in Bregenz: the museum of Vorarlberg. Ever since its foundation in 1857 it has been a central place in which artistic and cultural testimonies of the Austrian federal state are collected, preserved, researched and made accessible to the public. Since the opening of the new building in June 2013 the museum draws also admirers of exceptional architecture. The local architects Cukrowicz and Nachbaur designed a building which enthuses not least also people from the plastics industry.

From bases to flowers.

The new building's facade displays a relief with a plastic effect created by 16,656 individual concrete flowers spread over the wall parts in a surface-filling ornamental scatter pattern. Source of inspiration were finds and collected items from the wealth of the state's museum, historical receptacles and vessels of clay or glass. Used as negatives for the flower-like motives were different bases of commercial PET bottles.

Exemplary system.

The 13 different bottle base motives result in a coincidental scatter pattern on the facade, which, in its entirety, appears like a vast sea of concrete flowers. To position the individual points precisely, a grid was developed in cooperation with Urs Beat Roth of Zurich. At the basis of this system of points is a quasi-chaotic structure, i.e. a system with repetitions, a regular pattern of ellipses, regularly affine pentagons and squares.

The right mixture.

The most important challenge was the specification prescribing a gapless design of the facade. This is why the 17-cm-thick concrete slab with the flowers was produced standing upright on the spot. Several concrete mixtures were tested beforehand to achieve the desired effect. Eventually applied was a self-compacting grade of a high-viscosity concrete with a maximized portion of white pigment to meet the colour scheme of the entire complex.

From the bulk product to the unique specimen.

The plans for the negatives were made by Manfred Alois Mayr and Urs Beat Roth, artist and mathematician, of Zurich. They devised a method so that, per storey, just three combinable main negatives plus the extra negatives required for corners and reveals were enough to cover the complete facade with the irregular pattern. The artistic design of the facade clasps past and present, handicraft and mass production, and builds the bridge from the Roman bowl to today's thermoplastic beverage bottle, but also from alumina to the substrate of cast concrete. The ornamentation reflects not least also the museum's cultural logic as a field of relations between rarity and consumer good, unique specimen and bulk product.



Thirteen different bases of PET bottles served as negatives for the 16,656 concrete flowers on the facade of the building.



FOCUS ON
INNOVATION.

According to Paul J. Hälg, CEO of the Dätwyler Group, it is the passion for an idea that characterizes the entrepreneur.

Last autumn Otto Hofstetter was awarded the “EY Entrepreneur of the Year” in Switzerland. Inform spoke to Dr. Paul J. Hälg, member of the jury and laudatory speaker, about entrepreneurship, the global challenges and the person Otto Hofstetter. Paul J. Hälg on his part is a successful industrialist. He manages the Dätwyler Group, a globally active Swiss enterprise with more than 4,800 employees.

“Thanks to the outstanding quality and precision of his products he is by now a global leader in his niche.” And a little further: “Being an engineer entirely, he measures his success not only in francs and cents, but also in cavities and bottles.”

These words are from a laudatory speech delivered within the framework of the awarding of the “EY the Entrepreneur of the Year 2014” in Switzerland. This praise was addressed to Otto Hofstetter, whose entrepreneurial performance convinced the jury to reward him with the renowned prize. The author of the acknowledgement knows what he is talking about.

DR. PAUL J. HÄLG

Hälg has been CEO of the Dätwyler Group, an internationally oriented multi-niche player, since 2004. The Swiss enterprise is quoted on the stock exchange and acts as a subcontractor and distributor of technical and electronic components for industry and the pharmaceutical as well as datacom sectors. With over 40 operative companies, sales in more than 80 countries and approx. 4,800 employees the Group achieves annual sales to the order of 1.3 billion Swiss francs. Paul J. Hälg completed studies in chemistry at the ETH in Zurich with a doctorate (Dr. sc. techn.) and is also a member of the jury for the “EY Entrepreneur of the Year” (Switzerland).

Genuine entrepreneurship.

Paul J. Hälg is CEO of the Dätwyler Group, an internationally aligned niche player like Otto Hofstetter AG. But a clearly bigger one with a workforce of around 4,800 and business activities in several niches. In Paul J. Hälg’s opinion, entrepreneurs of distinction are characterized by the passion for their idea. “A real entrepreneur puts the entire energy in the translation of his/her plans and places this intention before everything else.

Apart from this the person is ready to take the risks this involves.” In Otto Hofstetter’s case he sees this characteristic confirmed by the statement that “we at Hofstetter shape worlds for the complete world”.

Many talents and a little bit of luck.

What it takes to be successful with an enterprise, according to Paul J. Hälg, is not only this marked enthusiasm for the own idea, but of course a marketable product. Absolutely decisive in the view of the doctor of chemistry is also the professional know-how. Hälg secured himself this basic prerequisite by studies at the Swiss Federal Institute of Technology (ETH). And, last but not least, a little bit of luck is needed as well.

Founder’s spirit adapted to the present.

Asked about the difference between his function in the Dätwyler Group with 40 operative companies and Otto Hofstetter’s role in his company, Hälg comments: “The head of a large concern must be able to lead indirectly and over several hierarchical levels. This means that suitable communicative skills are essential. In a leaner organization such as the one of Otto Hofstetter AG it is the CEO’s exemplary function which is very important.” Looking at the mould maker’s 60-year-old history, Paul J. Hälg sees also different leadership qualities. “Otto Hofstetter senior was a pioneer, driven by the ever new possibilities of the technology coupled with a marked creative urge. Otto junior has continued this spirit and additionally made the company a globally present enterprise at the same time, apart from creating the necessary management structure and company culture.”

“A REAL
ENTREPRENEUR PUTS
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INVOLVES.”

Paul J. Hälg

Left.

Paul J. Hälg, laudatory speaker at the awarding of the "EY Entrepreneur of the Year" to Otto Hofstetter in 2014.

Right.

His entrepreneurial feat convinced the jury: Otto Hofstetter celebrates being awarded the "EY Entrepreneur of the Year".



Strong foundation maintained.

In his laudatory speech Paul J. Hälg referred to the path taken by Otto Hofstetter: "Like with many successful entrepreneurs, his professional career is broadly based and he took secondary education." In Hälg's opinion Switzerland's dual education system is an outstanding strength of the country. Companies operating in technically demanding niches, in particular, must be able to rely on well-trained specialists in their production. "In this sense Otto Hofstetter's engagement and his company's investment in vocational training is an important element to secure the company's future."

Locally anchored, globally present.

From personal experience the CEO of the Dätwyler Group can estimate the entrepreneurial capabilities which Otto Hofstetter junior needs to further establish his Swiss company on a global scale. The products of Dätwyler with its rich Swiss tradition are used in more than 80 countries. "Market opportunities must be identified and the right priorities set. In addition the adequate structure has to be built up so that advantage can be taken of the arising chances." His recommendation in this context: "Not too lean at the HQ, but not too fat either, and in the countries preferably present with a good agent."

Future-compliant constellation.

For Paul J. Hälg, the focus on innovation and continuous improvement of the processes in production and administration are further ingredients for the future success of Otto Hofstetter AG in the global market. The strong Swiss currency will burden the task additionally and might call for far-reaching decisions. "Otto Hofstetter AG holds a leading position in a globally growing niche. The company invests above average in innovation and production. This, in combination with the management crew's modesty and consciousness of tradition, gives me every confidence that the company founded in 1955 will celebrate its 100th anniversary in the year 2055."



"IN 25 YEARS' TIME I'LL BE MANAGER OF THE SOFTWARE ENGINEERING DEPARTMENT OF A WELL-KNOWN COMPANY. A HIGH SCHOOL DIPLOMA IN DESIGN/AUTOMATION WILL TAKE ME TO THIS POSITION AND PAVE THE WAY FOR ME TO WORK AS INDEPENDENTLY AS POSSIBLE TOWARDS A SUCCESSFUL CAREER IN MY PROFESSION."

Stefan Goffi, prospective polymechanic

CONSISTENCY OVER GENERATIONS.

Alexander Büchler publishes the magazine **PETplanet Insider**, which means that he knows all facets of this branch of the industry. Travelling with their “**Editourmobile**”, he and his team visit PET processors all over the world. Taking advantage of the 60th anniversary of **Otto Hofstetter AG**, he briefly takes stock of the enterprise.



Alexander Büchler is publisher of the magazine **PETplanet Insider** and knows the mechanisms and needs of the PET industry.

Talking about Switzerland, what comes to my mind spontaneously? The land of chocolate, of course. Watches, perhaps. The Alps, no doubt also. And Otto Hofstetter AG. We in the PET trade certainly have more in common with this company than with a bar of chocolate. Needless to mention that Otto Hofstetter AG is synonymous with precision in mould-and die-making. More than 10 million cycles are rather the standard than the exception with moulds from

this company. Ten million cycles without major overhauls and repairs, mind you!

Known, but no topic all the same.

This fact explains also why, on our tours and visits, the preform makers hardly ever discuss the products of Otto Hofstetter AG. The moulds simply work. Month after month, year after year they provide their service in the production of

“MORE THAN
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CYCLES WITHOUT
MAJOR OVERHAULS AND
REPAIRS, MIND YOU!”

Alexander Büchler

preforms for the beverage industry and packaging articles for foodstuffs and cosmetics. Reliably, with precision and therefore inconspicuously.

Straightforward and without compromise.

Otto Hofstetter AG has invested very considerably in development and production in the last years. This means that the enterprise is likely to run some of the most advanced equipment and machinery currently available on the market for injection moulds. Technology, however, is usually only as good as the persons applying it. The Hofstetter family has been running its business ever since the foundation in 1955. This continuity which characterizes Otto Hofstetter AG in numerous areas has also a very strong effect on the workforce. Employees who joined the company less than ten years ago are affectionately called youngsters.

Always mature.

This consistency is a typical Swiss virtue. It characterizes the company and is reflected in its products, the moulds. Otto Hofstetter AG will not present a new technology in the market unless it has been on the test stand. The technicians in Uznach examine it very thoroughly. The slower but continuous development process might give competitors a minor time advantage in the market when new ideas are launched. The Hofstetter solution is perhaps a little late, but most certainly fully mature.

Loyalty a top principle.

Steadiness is also evident in the long-term partnerships into which Otto Hofstetter AG enters with customers and suppliers. With Netstal-Maschinen AG, for example, the cooperation in the field of PET has been lasting for already more than 20 years. The specialists in Uznach are on permanently good terms also with many other mechanical engineering companies and suppliers of peripheral technology.

Personally engaged.

Continuity is a hallmark also of the company's management. Otto Hofstetter junior took the business over from his father. They jointly succeeded in passing the good reputation on from the first to the second generation. A remarkable feat and the result of a sustained effort. The management crew consists of the owner Otto Hofstetter, Finance Manager Stanislaus Spörri and Sales Manager Stefan Zatti. They've been passing the ball on to



Alexander Büchler and his colleagues travel the world with their Editourmobile and visit PET producers in their companies.

each other with success for many years. The necessary decisions are made quickly and pragmatically, an aspect which customers under time pressure have come to appreciate. Be it in Germany, China, Moscow or the USA: One of the leading heads of the Swiss mould maker is always present at the important trade fairs or at customers' on the spot.

Here's to another 60 successful years.

We look forward to meeting the experts of Otto Hofstetter AG many more times on their exhibition stands or at their customers' and – to complete the circle – to enjoying the offered Swiss chocolate. I cordially wish Otto Hofstetter and his fellow workers that they stand for the proverbial Swiss precision and tradition for a further 60 years.

Alexander Büchler
Publisher, PETplanet Insider



Otto Hofstetter AG



BURNING FOR INNOVATION
SINCE DAY ONE.

60
YEARS

Since 1955 clients around the world count on the precision and reliability of our injection moulds for PET and PAC. Stick with it.