walter reist holding...

Always a step ahead of the future
New challenges

“Nothing is more permanent than change”

This universal truth applies to business today more than ever. Nothing is more lively and dynamic than the markets within our fast-growing global economy. New products and new needs influence each other, leading to rapid growth and giant steps forward. Businesses that keep pace with these developments – and that want to and can participate in these markets – are successful and benefit from globalisation.

WRH, with its companies Ferag, Denipro and WRH Marketing, plays a part in this dynamic development and helps its partners and customers to successfully master their challenges and thus participate themselves in the flourishing markets of the global economy.

With the rapid spread of all sorts of electronic media, the information landscape is going through sweeping change. Every consumer today can easily put together his or her own media mix. This presents a great challenge for traditional newspapers and magazines. They must constantly re-invent themselves.

With new and continually developed products and systems, the WRH companies greatly help publishing houses to successfully master these changes, so that print media – oftentimes declared dead – will continue to thrive vigorously.
New ideas open the way to new markets

The ongoing change and dynamics of the market are not only great challenges; they provide successful companies rich sources of new ideas and thus new opportunities – provided that one swims against the current and is not simply swept along with it. Change fuels the innovation potential of successful companies.

WRH has long been concentrating its vision, research and development on the field of print media and beyond, and has expanded into totally new markets.

Thanks to their innovations, the WRH companies enable their customers not only to master the challenges of the future but also to recognise and successfully enter other completely new markets.
The service range has also been expanded along with the portfolio of new products and systems. The WRH companies are increasingly assuming overall responsibility for projects – from development of intelligent solutions to engineering, manufacture, installation, commissioning and service, with preventive maintenance ensured through service agreements. Technical training for customers rounds out the offer of the WRH companies.

Such market expansion addresses customers in completely different or new fields who can use the products and systems of WRH in innovative ways to intelligently solve their specific problems. For instance, goods are no longer simply conveyed from A to B; new systems can integrate various processing steps into the conveyor line. The result is greater plant capacity for manufacturing all sorts of products.
Research and development is a prime activity at WRH. The work of the Research & Development department, which reports directly to the parent company, leads to technical innovations that in turn lead to market innovations. The collaboration with various universities of applied sciences and universities additionally also proves very fruitful.

In all departments of WRH, know-how – amassed over decades and being constantly expanded – is coupled with the innovative spirit of the young and young-at-heart team, always for the benefit of the customers, who are assisted and supported in mastering their challenges as their business evolves. One outcome of this is the realisation of some surprising ideas and products for completely new markets, for instance in the field of environmental management.

Decentralised autonomous power generation
One such product resulting from the research and development of WRH is the Steffturbine. This hydroelectric turbine is simple, flexible and efficient – and highly ecological.

The turbine can be set up in rivers and streams with little expense and without extensive structural intervention. It offers great potential at plants that release process water, for example water purification plants. The plant can use the electricity generated by the Steffturbine for itself or can feed it into the public grid as centrally produced green energy.
As an autonomous and cost-efficient power source, the Steffturbine offers especial potential in developing countries where electricity from the public grid is expensive and the service is unreliable.

Letting our fish migrate again
Don’t let yourself be carried along with the current; swim against it. That’s the policy of WRH, and it’s also the habit of the fish in our rivers and streams that migrate upstream to spawn. The problem is that tens of thousands of manmade barriers in most of our rivers and streams hinder the migration, which has led to a loss of fish in our waters. In response, substantial efforts are now being made to remove these barriers or to modify them so that fish can pass.

As a by-product of its innovation and research, WRH has developed a new type of fish pass, which represents a flexible and very cost-efficient solution for this great challenge. Without extensive construction measures, this fish pass can be installed nearly universally. It can allow our fish to migrate again and replenish rivers and streams all the way back to the source.

www.walter-reist-holding.com
The classic print media formats – newspapers, magazines and promotional publications – must hold their own against the flood of new forms of electronic media in today’s extremely dynamic information landscape. The key is to boost efficiency by tapping additional revenue sources.

When it comes to efficiency, Ferag sets new standards in the handling of advertisement inserts for daily newspapers, free papers and weeklies. Ferag has perfect solutions for any requirement. Ergonomically sophisticated and with high precision, the processing of all sorts of advertising publications and magazines is done with accuracy and speed. These systems also ensure the highest quality in processing and continuous production, which boosts efficiency and multiplies net output many times over. In addition, time and money can be saved in the planning phase by using the Navigator, a tool developed in-house that employs multiple algorithms operating in the background. At the press of a key, the perfect production strategy is calculated within seconds.
With its products, Ferag enables its customers, the publishing houses, to organise their production more efficiently and boost their revenues through innovative forms of advertisement distribution. Thanks to Ferag, the graphic industry has adapted to today’s environment and has awakened to new life – after having been declared dead!

At the same time, Ferag creates new markets for direct advertising and thereby reaches new customers, such as the Post and other direct marketing players.

Ferag is the global market leader in conveying and processing systems for the graphic industry. Shipping room systems for high and low volumes are the core competency. From consultation to planning to execution, Ferag provides total solutions from a single source. Ferag’s portfolio includes high-speed systems for industrial processing of magazines and commercial products as well as products for the finishing of printed matter. Ferag is a system provider, a prime contractor that offers everything from one source and that takes responsibility for every product.
Skyfall – An overhead-mounted conveying system for distribution logistics

With well over 50 years of experience in the design and production of conveying and processing systems, Ferag is ideally qualified to execute small and large projects in distribution logistics. The renowned competence as an innovative provider of integrated conveying systems has opened the door to virtually all industries.

The overhead-mounted conveying system Skyfall is a further development of conveying systems Ferag has developed for print media production. It is perfectly suitable for distribution logistics outside the graphic industry, for instance in the textile or food industries or in e-commerce. The application potential is practically unlimited. Skyfall is being used by automotive component suppliers, and a very original application is the “hanging basket circuit” at Meier Garden Centre in Dürnten, Switzerland, where the term “hanging garden” takes tangible form.

Processing and conveying in the third dimension is one of the big plus points of Ferag’s conveying systems. Thanks to three-dimensional track layout, Skyfall can fully exploit the customer’s available space, which makes it a space- and room-saving conveying system. The system is very flexible in its application and it also makes use of gravitational force, which saves costs.

www.ferag.com
A leader in process and control technology

No matter what sector you are in, Ferag offers the right tools for data processing, production control and data optimisation for your processes.

Process and control technology is one of Ferag’s key strengths. Series design and solid technical support round out these competencies of Ferag electronics. With the Navigator, also developed in-house, Ferag has at its disposal state-of-the-art visualisation and control software for processes of all sorts.
Rolling conveyor technology in easily monitored process flows

Denipro is the specialist for rolling conveyor technology. The concepts are based on the principle of rolling instead of sliding, and this has earned Denipro worldwide recognition. The core application is the print industry, and this is the basis of the know-how which has been amassed and continually expanded over many decades.

With the development and production of innovative conveyor components, Denipro has contributed significantly to the success of its sister company Ferag, the world’s leading provider of systems for newspaper and magazine production. But companies in completely other fields have also been relying on the experience and competence of Denipro for quite a long time. In Weinfelden, Switzerland, they find bespoke and intelligent answers to their challenges involving economical material flows and intralogistics.
Major car companies, pharmaceutical producers, leading cosmetic brands, food and drink groups, packaging manufacturers and famous players in the e-commerce sector would never again be without their Denipro solutions. Because, thanks to the experience in process optimisation, they have found a single source of efficient solutions to their intralogistics challenges.

The integration of Denipro in WRH forms a stable foundation for prosperous corporate growth. Denipro customers invest in outstanding and sustainable technology as well as in long-term collaboration with a solid, future-oriented partner.
Bespoke, intelligent solutions for intralogistics

Denipro conveyor technology is highly adaptable and can make use of all three dimensions, so it is suitable for a very wide range of industries, enabling intelligent sorting and routing.

Denipro solutions deliver clean high performance in the food industry in hygienically demanding production environments, providing high conveying speeds and food-compatible materials with straightforward mechanics.

Denipro enables efficient returns management in e-commerce through appropriate and intelligent automation, transition-free conveyor sections, simple control and high operational stability under permanent operation.

This Denipro technology makes for economical product flows for industrial applications thanks to complete layout freedom, easy integration into existing production setups, ease of maintenance and continuous conveyor sections, even spanning several floor levels.
Denipro products form a secure basis e.g. for good automobile manufacturing thanks to their non-slip safety, transition-free segments, energy-efficient conveying without sliding-friction loss and simple replacement of drives.

Many everyday products are made and distributed with the help of Denipro conveyor technology!

www.denipro.com
Customers served competently and comprehensively – worldwide

Customer satisfaction is the focus of all activities of WRH Marketing

WRH Marketing is the marketing organisation of WRH and is present worldwide. As the sister company of Ferag and Denipro, it is responsible for the worldwide distribution and after-sales service of all products and systems. With its 20 sales and service companies on all five continents, it makes sure all customers are optimally served locally. Geographic distances are bridged and cultural ties are made. Employees have direct personal contact with customers in their local and regional markets. This builds reliable relationships, forming the basis for long-lasting partnerships with customers and providing direct market access.

Because they are close to their customers, the companies react quickly and know the local culture. Customer closeness is not just a geographic reality but a personal one.
The sales companies play an important role in the further development of the products. They gather the wishes and suggestions of customers, they recognise potential improvements and they pass these on to the head office in Hinwil, Switzerland. The close collaboration between the overseas companies and Ferag and Denipro delivers valuable input for research and development at the head office and enables swift response to the needs and suggestions of customers.
Local support points: Everything from one source

The 20 subsidiaries of WRH Marketing not only provide sales and other services for Ferag and Denipro systems; they are also agents for selected trade products of about a hundred leading manufacturers. In this way, they cover all the needs of their customers for first-class products – in the graphic industry e.g. in the pre-press, printing and postpress phases. The consumables offered are high-quality products compatible with the customers’ systems.

The customers can thus obtain everything from one source, and their sole partner guarantees the quality of every product.

By locally monitoring market developments, the subsidiaries can quickly recognise new market opportunities for Ferag, Denipro and their trade partners.

www.wrh-marketing.com
Local support points: Everything from one source
Valecom, a subsidiary of WRH Marketing, taps new sources of revenue for print media. The special forms of advertising that Valecom develops and markets are highly regarded by advertisers for their great appeal, as shown by above-average and easily measurable response rates.

MemoStick is a unique and exclusive advertising format for the cover page of print media. Because of its prominent placement on the newspaper, magazine or direct mailing, MemoStick grabs the attention of a high percentage of readers. Easy to peel, MemoStick always calls the reader to action. Delivering benefits to both the advertiser and the publisher, MemoStick offers great potential for usage and thus also for revenue generation.
MemoScent and MemoCare are further developments based in the idea of Memo-Stick. They place perfume and cosmetic testers on the front page of newspapers. The advertising message becomes instant reality to the senses!

Valecom stands for comprehensive consulting and partnering with customers. It provides complete, integrated concepts for advertising agencies and publishing houses.

www.valecom.com
Showing – Training – Developing

pmc print media corporation is an innovative company in the field of web and sheet-fed offset printing in Oetwil am See, Switzerland, specialising in the postpress processing of print products. The company not only handles important orders for Swiss and international publishing houses, it also serves mainly as a showroom, training site and centre for continuing development for the overall company. Customers who are interested in the latest Ferag systems or components can test them one to one at pmc with their own print products.

With its Userpark, pmc offers employees of Ferag customers a comprehensive training programme in various disciplines. This gives customers the assurance that they can always operate their systems at the highest level of productivity.

pmc offers a wide range of postpress products by trade partners. These high-quality products and materials are suitable for everyday use in plants with continuous operations and high-volume output. The range satisfies the important quality demands that customers expect from premium materials.

www.pmcoetwil.ch
Showing – Training – Developing
An integrated corporate culture with long-term vision

People, material, money: WRH pays equal attention to all three. This mindset is the basis of its company culture, which is built upon responsibility towards customers, suppliers and employees as well as long-term vision. This corporate culture is also the basis for the success of the company and is felt in the local environment and well beyond. WRH is a respected company and an attractive employer.

Autonomous, owner-managed family company
WRH, with its three companies Ferag, Denipro and WRH Marketing, is an independent, owner-managed family company with a clear long-term corporate philosophy. It is solidly financed and thus unaffected by financial analysts and stock market swings.

Research and development is a prime activity
The financial strength and autonomy allow relatively large investments in the development of the company. Market leadership is achieved through steady reinvestment of a large portion of the profits in the research and development of new technologies, processes and business models. An environment is created which fosters employee creativity. This supports a fruitful innovation culture, which makes for a filled innovation pipeline. With the innovations and constantly improving products, all customers can increase their efficiency and profitability – and expand into new markets.

Modern technology coupled with services
A great strength of WRH is that technology and services are united under one roof: Research, development and production occur in close unison. Customers receive bespoke solutions from a single source.

Close to customers
The 20 companies of WRH Marketing on five continents ensure that customers enjoy direct access to consultation, service and innovation. Here too, customers have a single local contact for their systems, a partner who keeps them well-informed of current innovations and new services.

Everything made in Switzerland
WRH is firmly committed to Switzerland as its production place.
Ferag and Denipro take responsibility for the quality of all their products, providing a full guarantee.
Employee development
WRH invests strongly in employee development and in continuing training. A well-equipped and developed apprenticeship programme produces well-qualified and motivated professionals as well as continuing training and education for the constant expansion of know-how. Employee qualification is augmented by good collaboration with various universities of applied sciences. WRH is a prized employer and training provider in the region.

Zurich Oberland: An advantageous location
The head office of WRH in Hinwil is in a flourishing region set within an attractive countryside. The region has a rural character, yet is very close to Zurich Airport, which conveniently facilitates customer closeness.
Lilienberg – Meeting place for business, politics and society

The Lilienberg Foundation Entrepreneur Forum, founded and supported by the Reist family, with its centre at Ermatingen on Lake Untersee, Switzerland, is a unique platform for meetings, conferences and education.

With the Lilienberg Entrepreneur Forum, the entrepreneur families make a prominent and sustainable contribution to the promotion of entrepreneurial thinking and to the strengthening of Switzerland as a place of business. Business, political, social, and cultural events are held regularly, and discussions and exchanges of opinion with outstanding companies and personalities from all segments of society are central at these events. Lilienberg is thus a meeting place for business, politics and society.

The Lilienberg Entrepreneur Forum additionally serves WRH as a centre for regular training and continuing education of its employees and managers. It also serves as the venue for events with customers and the management of the 20 overseas companies, ensuring the information transfer
and exchange of opinions between the various companies of WRH and the overseas representatives.

Lilienberg is also a thinking place for conferences, seminars, and meetings for its members and friends as well as for other companies and institutions of all sorts.

The Lilienberg Entrepreneur Forum, with its spacious and well-kept seminar rooms, hotel rooms and restaurant, all set within a magnificent park, is an open institution in two ways: The buildings may be used by all interested parties for their own events and seminars – and the events of the foundation are open to everyone.

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