

Dear customers and friends of Dietermann,



from 1972 onwards, Dietermann has been owned by my family. Through all economic up- and downturns, through years of booms and years of crises, has my family been committed to the company, to its customers and to its employees - with considerable effort. This dedication will now be continued by me.

I am happy having started working and assuming responsibility for Dietermann - and therefore for you - in the beginning of this year. You may take this - particularly in times of crisis - as a further commitment to the future of our company Dietermann. My father and I partner in leading the company; I will constantly be present on-site where you may reach me directly at any time.

To those of you, whom I was not yet able to meet, I may say that I look forward to meeting you. To those of you, whom I met, I may say that I look forward to our cooperation and partnership during many successful projects!

Of course, Mr. Stricker will lead the company together with us into the future, remaining your most competent contact concerning especially all technical questions. We are happy to be able to continue this tradition, too.

Continuity during rough times is one side of the medal; re-inventing ourselves anew is the other side to it and of equal importance. We have high goals for the future. Your ideas and opinions are important for this, and therefore I ask you to share your ideas, criticism or praise with me.

This issue of **IN FORM** gives you some insights on how we prepare ourselves for the future, and it aims at providing a better understanding of our company by looking back onto our history.

Sincerely,



Investment I - our employees

It has been discussed sufficiently that an economic crisis as the current one has been experienced only by very few persons still working, if any. During such times of sustained sharp drops in orders, an obvious decision may be laying off staff. This may be economically plausible in the short run and often is necessary. However, in the long run this is a risk.

Of course, we had to question ourselves, too, to find the right ways of adjusting capacities - a process painful for all persons involved. However, we strongly believe in better times ahead of us and plan accordingly: complex, demanding parts of medium batch sizes can only be produced economically and in the desired quality, if well-qualified staff is available and ready to work hard for its customers.

As we have trained and qualified our employees for years and decades, they remained loyal to the company. That is why we were able to celebrate just recently 25th, 30th and 35th anniversaries of job tenure. This is an achievement which today is not granted any more. Therefore we have decided to keep our core workforce stable during the current downturn, opposed to what others in our industry do. On the one hand, we see this as an investment into the future, while on the other hand, this is our way to return loyalty.



Management and staff celebrating anniversaries of job tenure

Keeping these employees is a duty for another reason, too: we want to be able to serve you, our customers, with the performance and the quality you are used to - whether current or new projects are concerned. For this, the qualification and experience of our employees is crucial.



Therefore you may trust in us, that also after this crisis, Dietermann with all its staff will be at your service without any interruption or trade-offs whatsoever.

These anniversaries however are no sign of overaging - just the opposite: On average, our employees have a job tenure of ten years which is a good balance of experience of staff trained by us and new know-how from the outside.

By the way, on the day of above celebration, we were able to welcome new apprentices, too: a further investment for the future!

Investments II - expansion of administration area

Now more than ever - that is what we told ourselves when the crisis hit us with full amplitude. Therefore we did not cancel the planned expansion of our administration area but started right away; a rare move nowadays, as some visitors told us.



Before

In previous years (or decades, one must say), the focus of investments has always been on production: increase of capacities, productivity improvements, quality control. Therefore, increase and modernization of administration facilities and office space has been overdue (as visitors may remember) which we tackled this year until just recently.

As you can see on the pictures, we connected a former warehouse with the 1st floor offices and transformed this 2nd level into new offices. This way, we did not only create further offices but also did we grade up the existing ones. Now our office staff is able to enjoy modern offices while

we have created an environment which allows further expansion.

Last but not least, this investment was also done to make your next visit just a little bit more pleasant and to therefore stimulate good ideas more easily...



After

Looking back - a short review of 88 years of Dietermann's history

In 1921, Dietermann was founded. Located at the Lower Rhine, customers served are made up of mainly the local textile machinery industry, which is dominant through world-leading companies at home in the cities Krefeld and Mönchengladbach close by. Quickly, Dietermann becomes known as a reliable supplier for high-quality castings in light alloys and heavy metall.



1948: reconstruction of the site Viersen-Dülken



During World War II, the company facilities are destroyed. After reconstruction, the foundry takes up operations again, still located in down-town Viersen. The premises, formerly rented, are taken over in 1955.

During economically hard times and owed to the lack of suitable successors inside the owner families, the family of Franz Reiners acquires the company from them in 1972. Soon thereafter it becomes obvious, that for the further development of the company the current downtown facilities will not suffice. Therefore, in 1976 a modern and spacious production and administration facility is built on newly purchased grounds in the industrial zone of Mackenstein.

At this new site, the foundry develops a reputation as a supplier for high grade castings also outside of its traditional customer and regional base, while keeping its strong roots in local machine building. Technical progress in production technology is adopted and leads to significant upgrades of the molding lines through investments into automated molding lines in 1988 and 1993 which still are state of the art.



The current layout of Dietermann facilities

The constant growth of the foundry leads to a lack of space in the existent buildings. Therefore, in 2000 the building is extended by adding 4'000m² of modern workspace. Ideal conditions for fettling and quality control are created through, among others, availability of daylight at every workstation. Additionally, the machining department is placed in the new building, which had been built up through investments into several machining centers and which adds to the scope of supply offered by the

foundry.

In subsequent years, Dietermann successfully positions itself as supplier for high grade castings in areas with high requirements outside of the automotive industry. Industries served include mechanical engineering, production of fittings and large valves, railway industry, power generation, industrial air conditioning, defense or marine applications. For this, know-how, skills and equipment are constantly expanded with regards to metallurgy, design, molding technology and quality control.

In 2009, the increased demands are met also in the field of technical and financial administration through the expansion of the office area. In the same year, the 3rd generation of the Reiners family joins the management of Dietermann, manifesting continuity and further development of the company at the same time - even more so during the year of the industry's biggest crisis.

For 2010, the next substantial investment is being planned, this time again into production technology. We will inform you in one of the next issues of **IN FORM**.



Dietermann today

Outlook

Our next newsletter will contain information about our competencies in hand molding of large parts and about new alloys. We hope you enjoyed reading the current one!

May your business be successful!

