



Zschimmer & Schwarz Group

**Generink**

Open Innovation



ZSCHIMMER & SCHWARZ

A blue triangle pointing to the right, located on the left side of the slide.

Zschimmer & Schwarz

# **Company history**

## Company philosophy

- ▶ Since 1894 our company stands for **outstanding service** and **high quality**.
- ▶ We offer a broad-based product portfolio and truly understand the needs of our customers – which is why we focus on both **long-term perspective** and **solidity**.
- ▶ With our expertise, innovation strength, and top-quality standards, we create **sustainable value today and for the future**.

Chemistry  
tailor-  
made



## Key figures 2017

Turnover	€M 589.9
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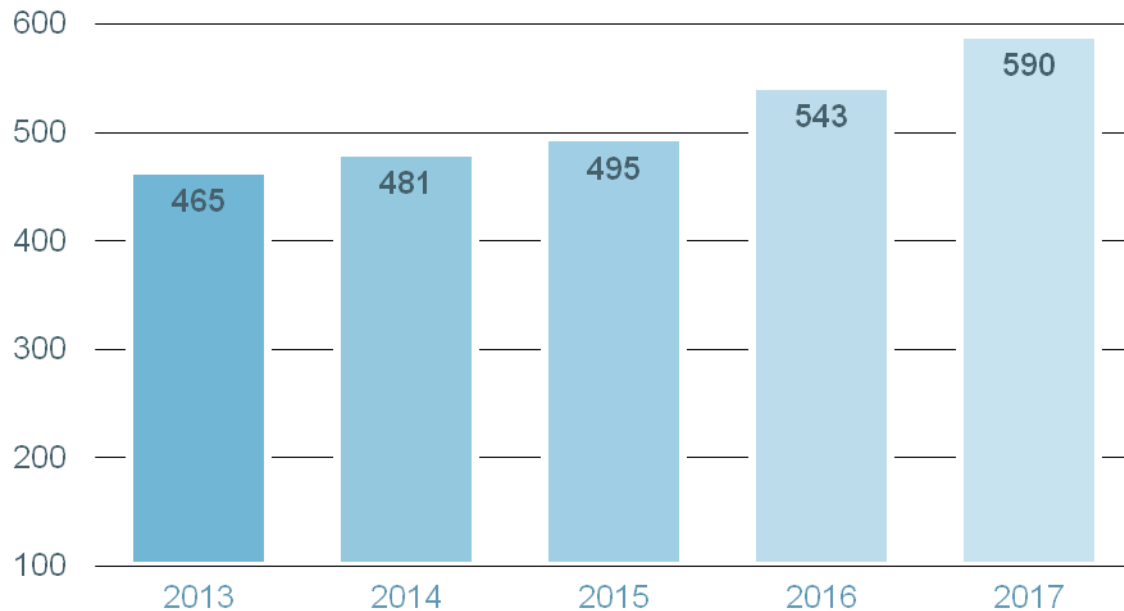
Number of employees	1,368
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Subsidiaries	28
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Locations	27
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## Sales development in €M





Zschimmer & Schwarz

# **Markets and divisions**

# End-user markets



PERSONAL CARE



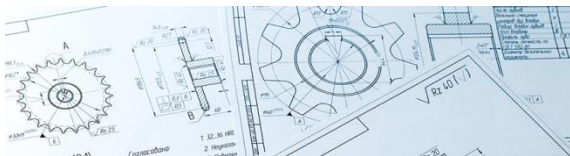
HEALTHCARE



DETERGENTS AND CLEANERS



AUTOMOTIVE



ENGINEERING



CONSTRUCTION



PAINTS AND COATINGS



CLOTHING

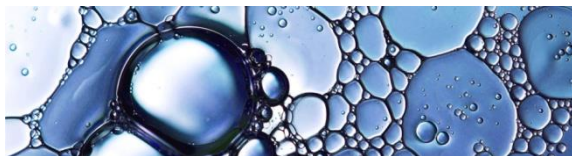


CONSUMER DURABLES





# Business divisions



CARE SPECIALITIES



LEATHER AUXILIARIES



CERAMIC AUXILIARIES



FIBRE AUXILIARIES



TEXTILE AUXILIARIES



PHOSPHONATES



POLYMERS



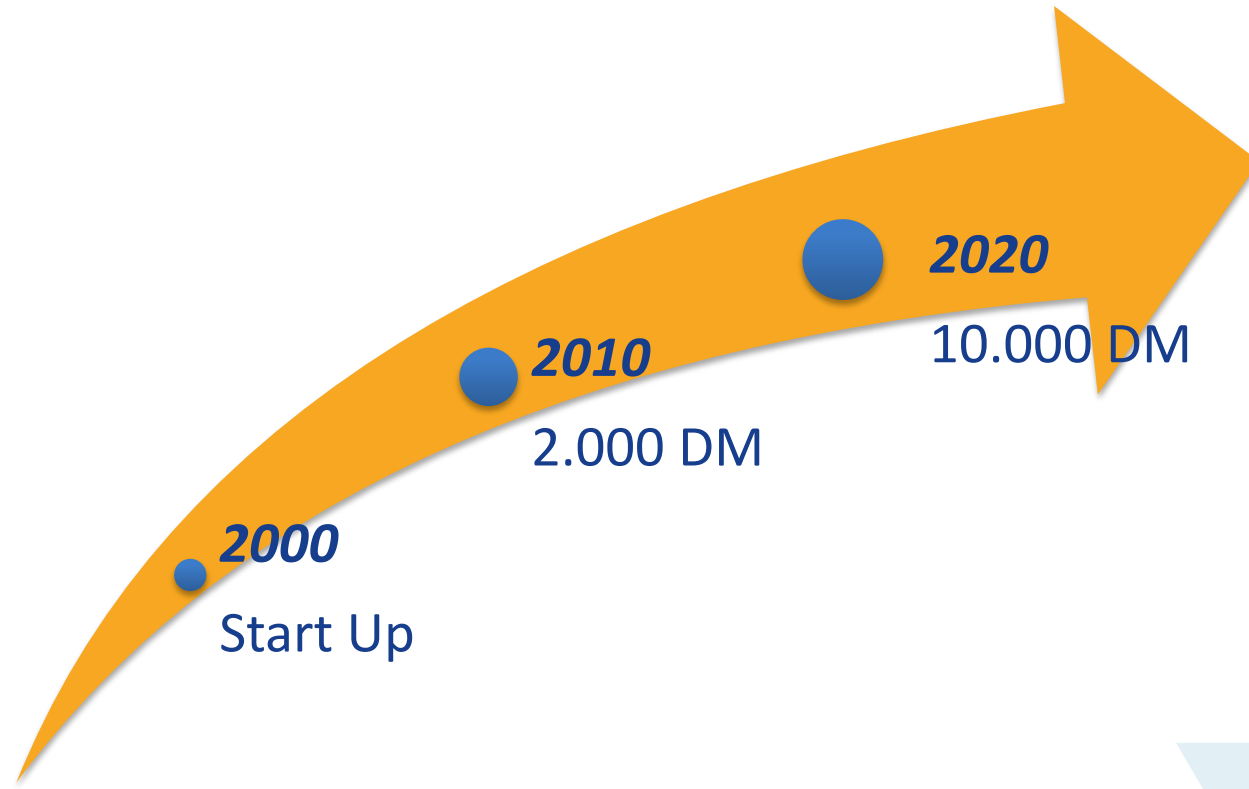




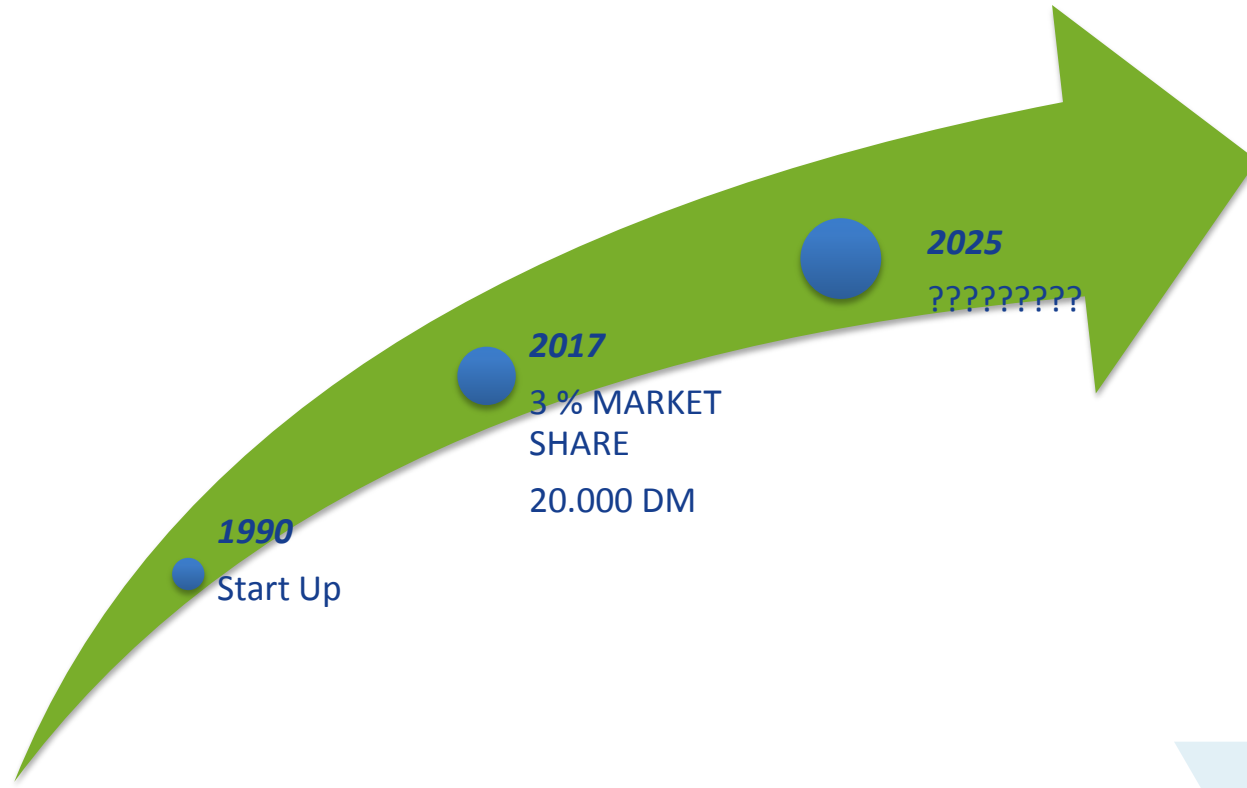
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# Digitalization

# DIGITAL ON CERAMICS



# DIGITAL ON TEXTILE



# Business divisions



CERAMIC AUXILIARIES



TEXTILE AUXILIARIES



LEATHER AUXILIARIES



**DIGITAL**



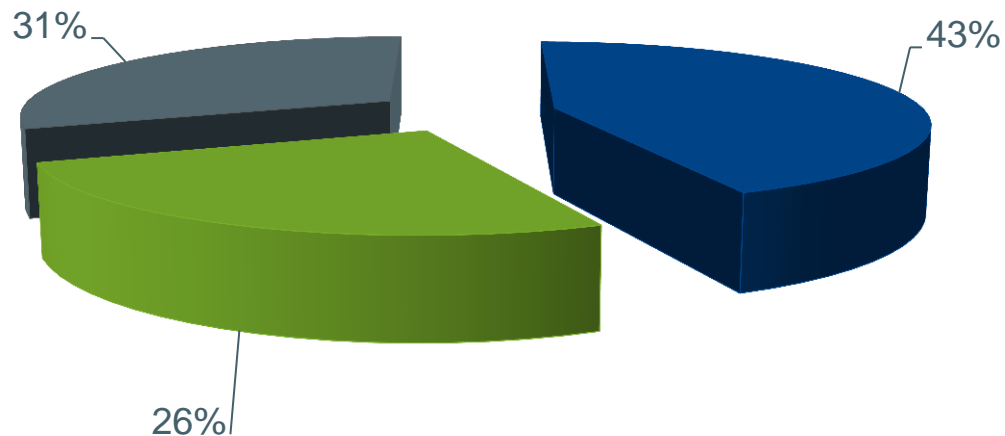
**DIGITAL**



**DIGITAL?**



# Human Resources Zschimmer & Schwarz España



■ University ■ Qualified technician ■ Professional



VNIVERSITAT  
ID VALÈNCIA



UNIVERSITAT  
POLITÈCNICA  
DE VALÈNCIA



UNIVERSITAT  
JAUME I



INSTITUTO DE  
TECNOLOGÍA  
QUÍMICA

## New R&D centre



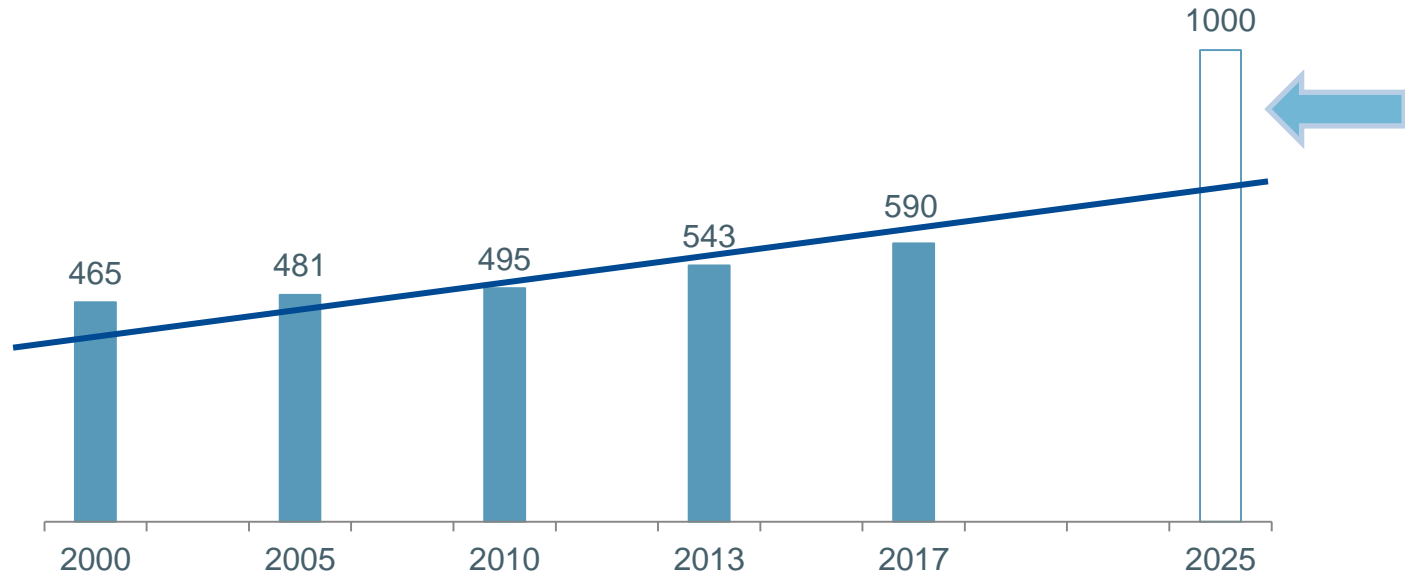


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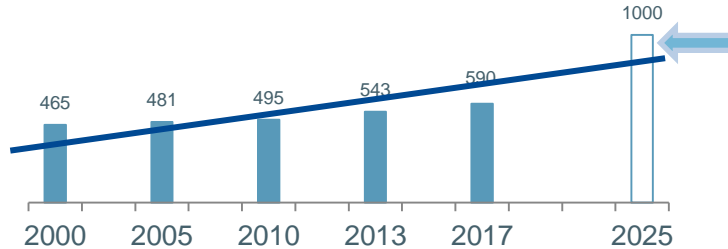
**Z&S Future**



## Future of Z&S Sales



## Future of Z&S Sales



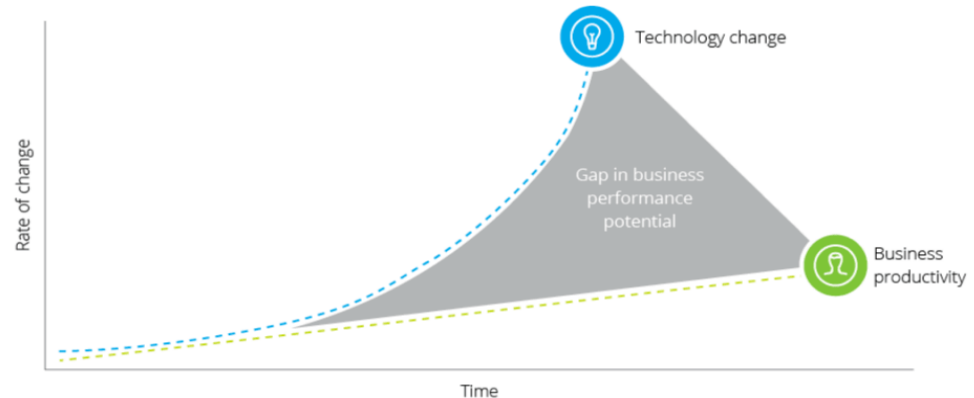
**OPEN Z&S TO  
EXTERNAL TALENTS !**

**WE HAVE NOT ALL KNOWLEDGE**

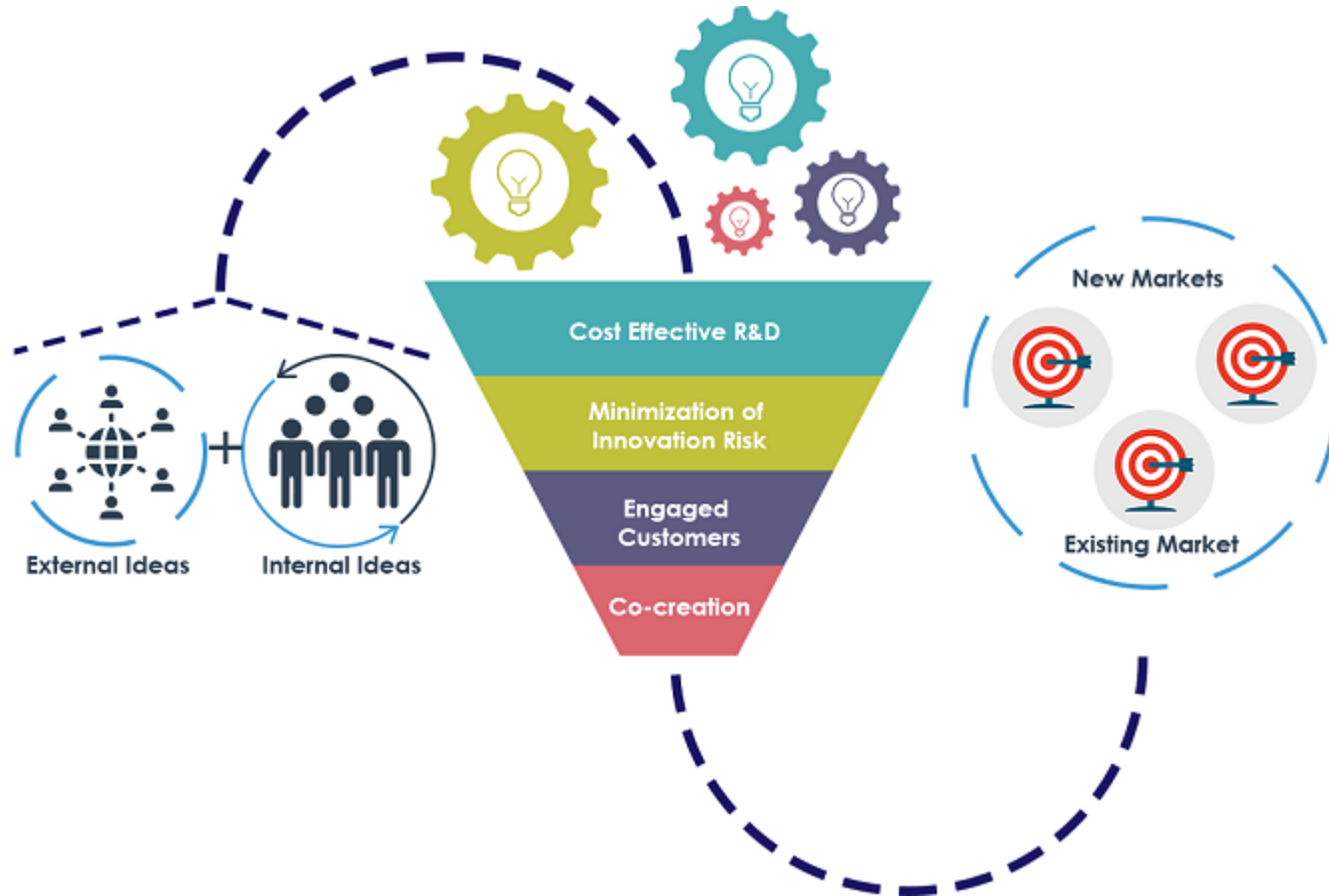
**WE ARE ABLE TO WORK WITH**

**MULTI-DISCIPLINARY TEAMS**

Figure one: Change in technology vs. business productivity



# Open innovation

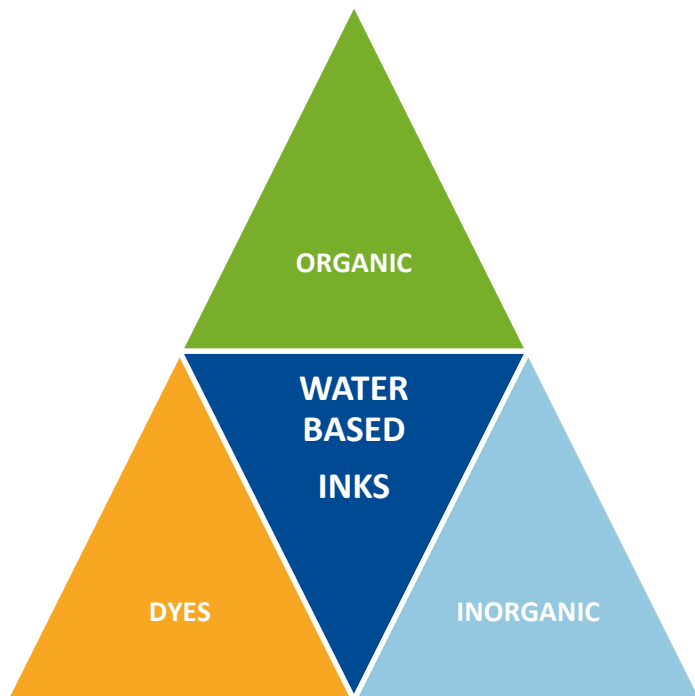




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**GENERINK: the Challenge**

# From the ink to the surface



P  
R  
I  
N  
T  
H  
E  
A  
D



## DIGITAL ON PLASTICS State of the art

	Solvent	UV	Water
Print on Film	OK	OK	NG→ OK
Image durability on film	NG	OK	NG
VOC	NG	OK	OK
Odor	OK	NG	OK



# PROBLEM 1 – Image resolution

Water-based ink on Paper



Water-based ink on **PET film**





## PROBLEM 2 – Alcohol Derivates Resistance

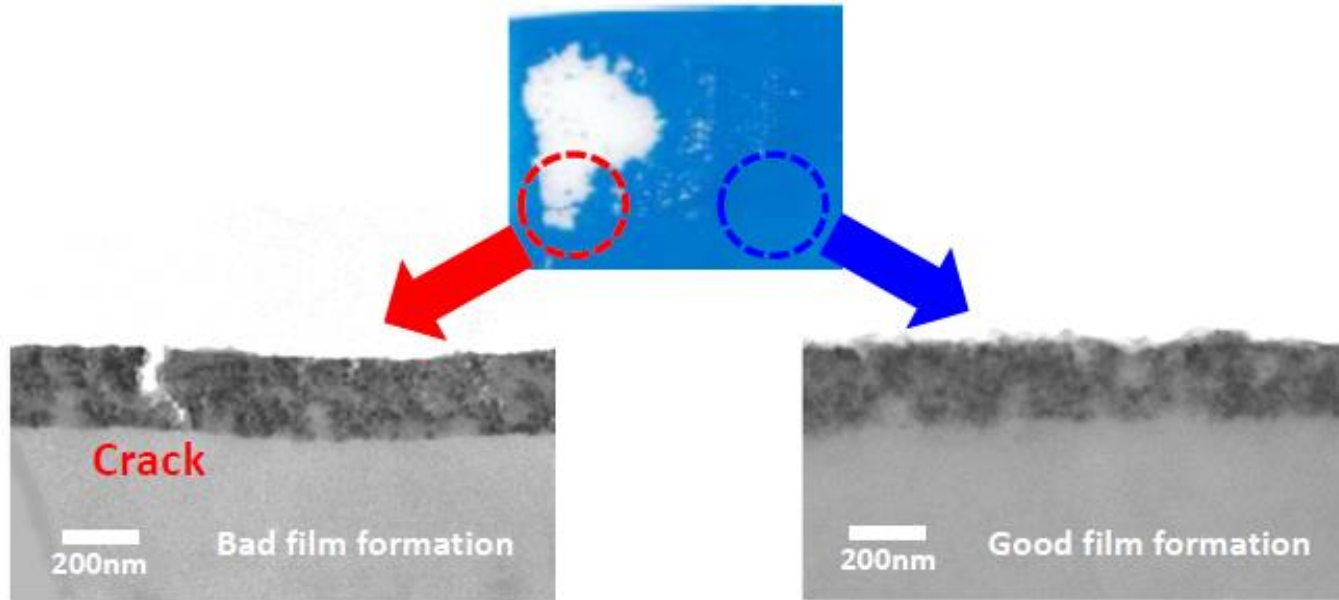
New water-based ink system on PET film



Rubbed by alcohol (EtOH)

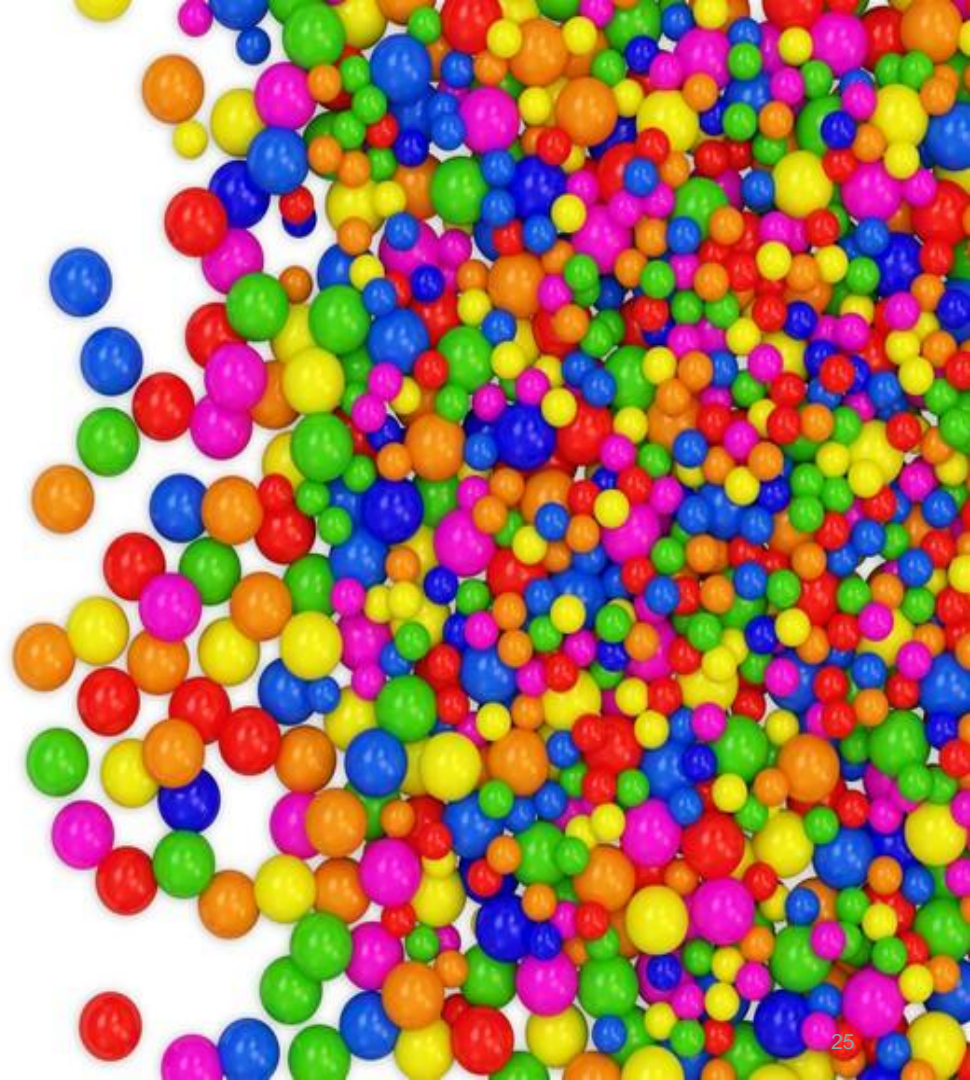


## PROBLEM 3 – Bad Film Formation



**GENERAL PROBLEM  
INKJET TECHNOLOGY**

**GENERINK**





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**GENERINK: TARGETS**

## **GENERINK TARGETS**

**Find a Generic ink be suitable to be printed  
in two different kinds of plastics  
having at least 80 % of the formula in common**

**PROBLEM 1 – Image resolution**

**PROBLEM 2 – Alcohol Derivates Resistance**

**PROBLEM 3 – Bad Film Formation**





# Brainstorming

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