

Welcome to 2010! Let's hope that the New Year will be a successful one for all of us. Hoping and wishing is one thing, but above all hard work and the unshakeable belief in one's own vision are also important to ensure success.

SAWATEC AG has worked hard very recently to take another critical look at many things and search for better solutions. One result of this reorganisation which I should like to mention is

the restructuring of our sales operations. There are two points in this regard. First, SAWATEC AG will directly and proactively work



the markets in the German speaking countries (Germany, Austria, Switzerland and Liechtenstein).

Second, the worldwide SAWATEC dealers will receive even more intensive support and back-up from the SAWATEC sales organisation.

The CEO and owner himself will now be in charge of sales and sales support. He is also responsible for the direct handling of the markets in the German speaking countries.

Staff executive and member of the management board Markus Schaper is now responsible for the human resources department. As a result we have made adequate allowance for the important aspect of staff management and staff coaching in what are challenging times at SAWATEC AG.

These important changes will bring even more added value to our products and services for our customers.

Best regards

Bruno Sawatzki, CEO

SAWATEC NEWS

RD-50 rinse dryer delivered

The order was clear. Our Swiss customer Micro Crystal AG wanted to replace its old rinse dryer with a new system offering greater production capacity. We worked closely with the customer to develop and install the optimum solution in the form of the SAWATEC RD-50 rinse dryer.

Dr. Bruno Studer, Vice President of Production at Micro Crystal AG, said: "We were recently able to start running an initial SAWATEC RD-50 rinse dryer. SAWATEC specifically built the RD-50 to meet our requirements. The extremely compact design enabled us to install the unit in our existing wet bench system without having to make major adjustments to the infrastructure. At the same time the machine has a 50% higher throughput compared to our old rinse dryers. The process now runs in a highly reproducible way and delivers very good results. The unit features a very professional design and has been running reliably without any malfunctions over the past



few months, even though we are using it 24 hours a day."

SAWATEC project manager Igor Frommelt commented on the challenges of this project: "As well as the design of an optimum and perfectly balanced bearing for the drum the heated supply line also posed a real challenge. Our solution enables the various media to reach the desired temperature and to be completely blown out with short throughput times of nitrogen and DI water."

Wet bench system delivered to ETH Zürich



SAWATEC AG delivered a sophisticated wet bench solution to ETH Zürich in autumn 2009. The specification called for two wet benches - each with three hot-plates and a spin module as well as a two tier oven - to be built in a very restricted space so that several operators could work on them at the same time. SAWATEC engineering know-how combined with proven SAWATEC technology enabled the company to offer the customer an ideal, bespoke and cost-effective wet bench solution and to deliver on schedule. As Otte Homan and Maria Leibinger from the 'FIRST' centre of micro- and nanoscience at ETH Zürich commented: "Both we the operators and over 120 users of our research laboratory are highly satisfied

with our new SAWATEC spinner bench. Our process results have clearly improved since we received it. We chose SAWATEC AG to be our supplier because they were very good at dealing with our specialised customer requirements. We're absolutely convinced that we made the right choice. And the after-sales service is excellent." Angelika Fiegl, project manager at SAWATEC AG commented on the challenges of this project: "The challenge was to integrate our wet bench in a laboratory which had already been set up. So we had to reconstruct our standard components in order to meet our customer's specific requirements. We managed to do this by working very closely together with ETH."