



NONWOVEN

# A UNION CREATED FOR THE CUSTOMERS' BENEFIT

INTERVIEW ON THE ACQUISITION OF  
DIATEC BY ANDRITZ

## **ANDRITZ DIATEC IS MORE THAN THE SUM OF ITS PARTS**

Diatec designs and manufactures a wide range of special machines and technological solutions, mainly for the production of baby diapers and other absorbent hygiene products, but also for food packaging. With

this acquisition, ANDRITZ is complementing its product portfolio in Non-woven and can now offer the complete supply and value chain, from the raw material, to web forming, finishing, and converting. This acquisition unites two companies that fit together perfectly. For

customers, it means that ANDRITZ Diatec's complete solutions offer valuable synergies in innovation and development as well as the use of a comprehensive, global sales and service network. This flyer contains the essential statements from the [ANDRITZ Diatec video interview](#).

# **ANDRITZ**

**ENGINEERED SUCCESS**

# “There are significant benefits for our customers.”

## WHY HAS ANDRITZ ACQUIRED DIATEC?

**Andreas Lukas:** “ANDRITZ is always looking for sustainable growth and reliable investments. As ANDRITZ already has a lot of equipment for the nonwoven supply chain, we have now extended this supply chain by adding ANDRITZ Diatec’s converting processes – from raw material to the final product. We can now learn more about the final product and the end users’ needs.”



ANDREAS LUKAS  
SENIOR VICE PRESIDENT, ANDRITZ NONWOVEN

## WHICH MARKETS DOES ANDRITZ DIATEC SERVE?

**Fabrice Ferretti:** “ANDRITZ Diatec has several projects and markets with global players, local accounts and also newcomers worldwide. Emerging markets are also in focus, where ANDRITZ Diatec has much of its success. Newcomers can be the global players of tomorrow. Market requirements are changing, ANDRITZ Diatec is well prepared for these changes.”



FABRICE FERRETTI  
AREA SALES MANAGER, ANDRITZ DIATEC

## COULD YOU GIVE A DEEPER INSIGHT INTO THE TECHNOLOGIES?

**Armando Venditti:** “ANDRITZ Diatec lines operate with a motor system with 150 synchronized axes. More than 1,000 sensors are installed in any one line, information is collected and then used to control the machine. At this point, assistance is available from Metris, the ultimate ANDRITZ IIoT digital solution, which leads finally to an improved and even faster service.”



ARMANDO VENDITTI  
ELECTRICAL DESIGN MANAGER, ANDRITZ DIATEC

## WHAT PRODUCTS DOES ANDRITZ DIATEC PRODUCE?

**Roberto d. Rovere:** “ANDRITZ Diatec is strong in the hygiene market with its high-speed lines for baby diapers, adult incontinence and fem-care. A new development is the pull-up line for adult inco. Other sectors are food, lamination and medical.”



ROBERTO DELLA ROVERE  
CONTROLLING & BUSINESS DEV., ANDRITZ DIATEC

## HOW DO YOUR CUSTOMERS BENEFIT FROM THIS ACQUISITION?

**Luca Capriotti:** “There are many benefits for the customer. When two become one, you benefit from the strength of a large group and greater proximity of competent and skilled staff. More synergies result in more innovation and more safety.”



LUCA CAPRIOTTI  
AREA SALES MANAGER, ANDRITZ DIATEC

## ANDRITZ DIATEC THROUGH THE EYES OF ITS CUSTOMER

- A global and comprehensive sales and service network
- Innovative power from a group operating worldwide
- Synergy effects achieve cost advantages
- A global team with comprehensive technological know-how

## DO YOU HAVE ANY QUESTIONS? CONTACT US

AT:

P: +39 333 6658 228

M: [nonwoven@andritz.com](mailto:nonwoven@andritz.com)

# ANDRITZ

All data, information, statements, photographs and graphic illustrations in this leaflet are without any obligation and raise no liabilities to or form part of any sales contracts of ANDRITZ AG or any affiliates for equipment and/or systems referred to herein. © ANDRITZ AG 2018. All rights reserved. No part of this copyrighted work may be reproduced, modified or distributed in any form or by any means, or stored in any database or retrieval system, without the prior written permission of ANDRITZ AG or its affiliates. Any such unauthorized use for any purpose is a violation of the relevant copyright laws. ANDRITZ AG, Stattegger Strasse 18, 8045 Graz, Austria. ANDRITZ Diatec flyer interview 1.0/10.2018 EN

