

# STEINEL Solutions invests in its machine park

Einsiedeln, 20.10.2021

**STEINEL Solutions has invested around two million in production at the Einsiedeln site in the current financial year, and a new, additional high-tech SMD system has been in operation since mid-October. The investments made send out a clear signal: Production at the Einsiedeln site will continue to be promoted, as it is part of the successful one-stop-shop strategy that is being consistently pursued.**

The strategy of the Einsiedeln-based company is clear: as an OEM partner for customers from a wide range of industries, STEINEL Solutions offers product development (sensor technology, communication, low power management and approval management), industrialisation and production from a single source and is a convincing one-stop shop with a setup that is virtually unique in Europe. Thanks to its affiliation with the STEINEL Group, STEINEL Solutions has access to a Europe-wide network. Depending on the product life cycle and market success, it is therefore possible to scale up quickly and adequately and expand the series assembly of large-volume products to other locations. However, complex, expertise-intensive activities and medium quantities are increasingly being manufactured in Einsiedeln.

«It would be frivolous to claim to be able to do everything,» says Marco Lang, CEO of STEINEL Solutions AG, «but we have expertise in many areas relating to product development and act as a central point of contact in the coordination between all players. This enables us to give our customers the best possible market entry with new products. And the biggest advantage: product development and production are in the same house.» Thanks to the consistent implementation of the one-stop shop strategy, several customers from Switzerland - even from central Switzerland - have been acquired in recent months, in both the areas of contract manufacturing and product development. Millions have now been invested in machinery in the 2021 financial year. In addition to the one-stop shop strategy, the reasons for this are to increase capacity limits to reduce the risk of a production backlog and to continue to meet the increasing demands of customers in the future and/or to offer the option of full outsourcing, i.e. the outsourcing of complete products to Einsiedeln.

The total investment in machinery at the Einsiedeln site amounts to around two million Swiss francs. This includes a new SMD system as well as test equipment, optical inspection with laser technology, incoming goods scanners and a first CoBot (robot). In future, a total of five SMD assembly lines will be used in 3-shift operation to assemble over 500 million components per year and test them for quality using cutting-edge technology. The high-tech SMD assembly lines are characterised by their enormous process speed. «Up to 50,000 components can be placed per line and hour,» specifies Roman Schuler, Head of Department SMD, and adds: «The great advantage of this technology is the high flexibility in the changeover process between the individual customer-specific productions and this is almost completely digitalised.»

«The focus is clearly on automation and technological progress in manufacturing processes - the buzzword Industry 4.0 summarises this well,» explains Erwin Kälin, Head of Operations at STEINEL Solutions AG. Modern infrastructures require healthy financial power, which we have at our disposal thanks to our ownership. «These investments were made possible in part because we have always been able to exceed budget expectations to a healthy extent in recent years,» says Marco Lang, CEO of STEINEL Solutions AG. «Personally, I am very pleased that we are able to consolidate our location and ultimately Switzerland as a centre of industry and secure and create jobs thanks to the good business performance. The investments not only mean machines, but also the associated personnel and therefore jobs - despite an unprecedented market and health situation!»

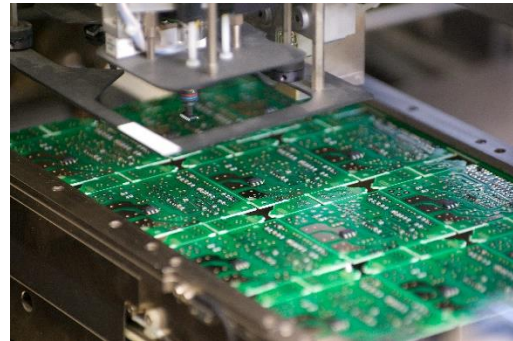
## About STEINEL Solutions AG

As an OEM partner with 120 employees in Switzerland, STEINEL Solutions AG provides its customers with a service package comprising consulting, product development, industrialisation, manufacturing and services from the idea to the finished product - in the spirit of a one-stop shop. With sensor technology, communication, low power management and approval management as expertise in the field of development, the company develops customer-specific product applications and customised solutions and counts both well-known market leaders and numerous hidden champions among its customers. Thanks to its affiliation with the STEINEL Group, STEINEL Solutions has access to a Europe-wide network. Depending on the product life cycle and market success, it is therefore possible to scale up quickly and adequately and expand the series assembly of large-volume products to other locations. Further information can be found at [www.steinel.ch](http://www.steinel.ch).

## Image material



*Image 1 Josef Rösli, Technical Support and Honorata Chianelli, SMD Team Lead on a new machine (Image: STEINEL Solutions AG).*



*Image 2 An SMD head during the assembly of printed circuit boards (Image: STEINEL Solutions AG).*



*Image 1 CoBot robot from Universal Robots (Source: Universal Robots).*

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