

Customer Seminar for the Food & Beverage Industry

06 - 11 May 2019

One partner for all your needs



A strong partner worldwide

Key figures (2017)

- Net sales: 2.241 billion euros
- Net income: 212 million euros
- Equity ratio: 70%
- Employees: 13,299

Company structure

- Swiss-based family company, founded in 1953
- 136 companies in 47 countries, overseen by a holding company in Reinach, Switzerland
- Sales and support in more than 125 countries
- Production in Brazil, China, the Czech Republic, France, Germany, India, Italy, Japan, South Africa, Switzerland, the United Kingdom and the United States

Business areas

- Process automation: products, services and solutions for flow, level, pressure and temperature measurement, process analysis and data management
- Laboratory automation: analytical instruments and bioanalytical systems (under the Analytik Jena brand)

Core industries

- Chemical
- Food & beverage
- Life sciences
- Oil & gas
- Power & energy
- Primaries & metal
- Water & wastewater



CEO Matthias Altendorf



Endress+Hauser's head offices in Reinach, Switzerland

Endress+Hauser has been a reliable partner for the process industry for 65 years. We provide comprehensive support to our customers, from the laboratory to the process.

Our core expertise lies in the fields of process instrumentation and laboratory analysis. With our products, solutions and services, we help our customers design safe, reliable, efficient and economically friendly processes across the entire life cycle. Our customers value our deep understanding of their applications and the special requirements of their industry.

We maintain a close presence to our customers worldwide. With a dense network of our own sales centers, plus select representatives, we guarantee competent support around the globe. Production centers on four continents ensure fast and flexible delivery to our customers, wherever they are located.

Endress+Hauser was founded in 1953 by Swiss engineer Georg H Endress and German banker Ludwig

Hauser. The Endress family, the sole shareholder since 1975, plays an influential role in the company's development to this day. And it has a stated objective: Endress+Hauser shall remain a successful family company.

Comprehensive knowledge

Innovative, trendsetting technologies have been the driving force of our company since its origin. We recently strengthened our process analytical business with several acquisitions and established laboratory analysis as a new business area with the takeover of Analytik Jena. The breadth and depth of our offering is unique in the industry.

Our locations during the week



Endress+Hauser Headquarters in Reinach, Switzerland



Product Center Flowtec
Switzerland
Flow Measurement Headquarters
R&D, Production and Calibration



Product Center Maulburg
Germany
Level, Pressure, Tank Gauging,
R&D, Production and Calibration



Product Center Wetzlar
Germany
Data Acquisition, Temperature,
R&D, Production and Calibration

Your contact persons during the week



Jürgen Ganzmann
Industry Manager
Food & Beverage Industry



Matthias Schützeberg
Industry Manager
Food & Beverage Industry



Céline Wolf
Event Manager

Program

Occasion	Customer Seminar for the Food & Beverage Industry	
Date	06 – 11 May 2019	
Language	English with translation into Spanish language	
Place	Endress+Hauser Headquarters, Sternenhof, Reinach, Switzerland Product Centre Flowtec, Reinach, Switzerland Product Centre Maulburg, Germany Product Center Wetzler, Nesselwang, Germany	
Hotels	<p>IBIS Styles Basel City Grosspeterstrasse 14, 4052 Basel, Switzerland Check- in: 05 May 2019 Check-out: 09 May 2019</p> <p>AllgäuSternHotel Buchfinkenweg 2, 87527 Sonthofen, Germany Check- in: 09 May 2019 Check-out: 11 May 2019</p> <p>Moxy Munich Airport Hotel Oberding, Schwaig, Munich, Germany Check- in: 11 May 2019 Check-out: 12 May 2019</p>	
Contact persons at Endress+Hauser	Jürgen Ganzmann Matthias Schützeberg Céline Wolf	mobile: +41 76 553 8972 mobile: +41 76 553 8948 mobile: +41 76 553 8968
Translation	Yannick Garcia Porres Janine Schouten Fusté Certified conference interpreters	

Sunday, 05 May 2019

Time	Program	Speaker	Location
	Individual arrival of participants		
19h00 – 19h30	Welcome drink		Hotel IBIS Styles Basel City Lobby area
19h30 – 21h30	Welcome dinner		

Monday, 06 May 2019

Time	Program	Speaker	Location
08h30 – 09h00	Transfer to Endress+Hauser Headquarters Reinach, Switzerland Meeting point: Hotel lobby Time: 08h20		
09h00 – 10h00	Welcome to Endress+Hauser <ul style="list-style-type: none"> ▪ Endress+Hauser at a glance ▪ Organizational topics 	Jürgen Ganzmann Industry Manager Céline Wolf Event Manager	Sternenhof Auditorium
10h00 – 10h30	Coffee break		Sternenhof Atrium
10h30 – 12h00	Enhancing your productivity! <ul style="list-style-type: none"> ▪ Ensure repeatability in processing ▪ Compliance to food safety and quality standards ▪ High plant availability ▪ Resource conservation 	Matthias Schützeberg Industry Manager	Sternenhof Auditorium
12h00 – 13h00	Lunch		Sternenhof Atrium
13h00 – 14h15	Monitoring volume flow and raw material quality in the raw material reception <ul style="list-style-type: none"> ▪ Flow measurement ▪ Hands-on 	Hege Bjonnes Industry Manager	Sternenhof Auditorium
14h15 – 15h45	Factory Tour at Product Center Flowtec, Reinach	Winfried Amman Head of Department Customer Care	Endress+Hauser Product Center Reinach, Switzerland
15h45 – 16h15	Coffee break		Sternenhof Atrium

Monday, 06 May 2019

16h15 – 17h00	Calibration services	Jürgen Ganzmann	Sternenhof Auditorium
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17h00 – 17h45	Transfer to Basel City Centre		Bus
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17h45 – 19h00	Free time for shopping in Basel City Centre		
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19h00 – 22h00	Dinner & entertainment at Restaurant Desperado, Basel		
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22h00	Transfer to Hotel Stücki, Basel		Bus
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Cathedral of Basel, Switzerland with the river „Rhein“ in the front

Basel, Switzerland

Basel is situated on the River Rhine and located in the three-country corner of Switzerland, France and Germany. Basel is the third largest city in Switzerland with 200 000 inhabitants.

History

During the days of the Roman Empire, the settlement of Augusta Raurica was founded 15 km upstream of present Basel. The Romans built 30 B.C. a castle overlooking the river where the Basel Münster stands now. Even older Celts settlements have been discovered in the area of the Münster.

Switzerland first university was founded 1460 in Basel. Notables like Erasmus of Rotterdam and Paracelsus taught at the University. At the same time the new craft of printing was introduced to Basel. Since 1837 the Saline Schweizerhalle (close to Basel) are mined. Salt as a raw material plays an important role in the chemical industry. Therefore various chemical companies settled down in the region of Basel.

Today

Nowadays the most economic power comes from the pharmaceuticals industries as well as from logistic, transportation and financial field. Basel is the most important location for trade fairs and congresses in Switzerland. Basel is one of the cities with the highest quality of life worldwide.

Museums

Basel is very proud of its many museums. No other European city has so many top museums in such a small space (37 square kilometers for almost 30 museums). The various museums cover a wide range of interests but mainly focused in fine art. Collecting art has a long tradition. Basel was the first European city to open the doors of an art collection in 1661.

Apart from the Art Museum some other interesting museum like the Museum of History, Museum of Culture, Museum of Antiquity and Museum of Natural History can be found. Over the last two decades, some private institutions such as the Fondation Beyeler (1997), the Museum Tinguely (1996) and the Schaulage (2003) have made Basel more attractive for the general public.

Architecture

Basel is a city which is conscious of tradition and open to innovation. In the well-preserved Old Town classical patrician residences and medieval churches can be visit. In the meantime modern buildings designed by internationally renowned architects such as Richard Meier, Mario Botta, Renzo Piano or Herzog & de Meuron can be found.

Shopping

Best places for shopping are the shopping malls Stücki and the St. Jakob-Park in Basel. Many jewelry and watch stores can be found at the shopping street Freie Strasse in Basel.



Dinner at Restaurant "Safran Zunft" with Endress+Hauser customers

Tuesday, 07 May 2019

Time	Program	Speaker	Location
08h00	Transfer to Endress+Hauser Headquarters Reinach, Switzerland Meeting point: Hotel lobby Time: 07h50		Bus
08h30 – 09h30	Storage management and production preparation Level measurement Hands-on	Ralph Knall Area Support & Industry Business Development	Sternenhof Auditorium
09h30 – 10h15	Storage management and production preparation Pressure measurement Hands-on	Ralph Knall	Sternenhof Auditorium
10h15 – 10h45	Coffee break		Sternenhof Atrium
10h45 – 11h45	The Endress+Hauser culture and its value for our customers	Urs Endress Endress+Hauser Ambassador	Sternenhof Auditorium
11h45 – 12h00	Group picture		
12h00 – 12h45	Lunch		Sternenhof Atrium
12h45 – 13h30	Transfer Product Center Maulburg, Germany		Bus
13h30 – 13h45	Welcome words		
13h45 – 15h30	Factory Tour Product Center Maulburg		
15h30 – 16h00	Coffee break		
16h00	Transfer to the picturesque Lake Titisee in the famous Black Forest		Bus

Tuesday, 07 May 2019

17h00 – 19h00 **Sightseeing & shopping** at Lake Titisee
Home of the German cuckoo clock

19h00 – 21h30 **Dinner & entertainment**
at Hotel Maritim Titisee

21h30 – 22h30 **Transfer** to Hotel Stücki Bus

Wednesday, 08 May 2019

Time	Program	Speaker	Location
08h30	Transfer to Endress+Hauser Headquarters Reinach, Switzerland Meeting point: Hotel lobby Time: 08h20		Bus
09h00 – 10h00	Cleaning production facilities & reducing waste and Industrial waste water process	Christian Schäfer Application Consultant	Sternenhof Auditorium
10h00 – 11h00	Energy Solutions	Victor Rojas Business Development Manager	Sternenhof Auditorium
11h00 – 11h30	Coffee break		Sternenhof Atrium
11h30 – 12h30	Hot at Endress+Hauser	Steffen Ochsenreither Business Development Manager	Sternenhof Auditorium
12h30 – 13h30	Lunch		Sternenhof Atrium
13h30 – 14h30	Life Cycle Management Live Demo	Konrad Becker Business Development Manager	Sternenhof Auditorium
14h30 – 16h30	In-house exhibition (incl. coffee break)		Sternenhof Auditorium
16h30 – 17h00	Transfer to Hotel Stücki		Bus
17h30 – 19h00	Free evening		

Thursday, 09 May 2019

Time	Program	Speaker	Location
09h00	Check-out from Hotel Stücki Meeting point: Hotel lobby Time: 08h45		Bus
09h00 – 10h30	Transfer to Rothaus Brewery		
10h30 – 12h30	Visit of the Rothaus Brewery		Rothaus Brewery
12h30 – 14h15	Lunch		Rothaus Brewery
14h15 – 18h30	Transfer to Sonthofen with coffee break at Lake Constance, at SENTIDO Seehotel Am Kaiserstrand		Bus
18h30	Check-in at AllgäuStern Hotel, Sonthofen		
19h00	Dinner at AllgäuStern Hotel		



The Rothaus Brewery in the Black Forest

Rothaus Brewery

The Rothaus Brewery is located in the heart of the Black Forest 1000 masl (3300 ft.) close to Grafenhausen. The brewery remains 100 % owned by the state of Baden-Württemberg since 1922.

History

The brewery was founded by the Abbot Martin Gerbert from St. Blasien in 1791. The abbot had the intention to get independence from the brewery in Fürstenberg and to encourage the region to economic growth. The ownership changed to the Grand Duchy of Baden in 1806. The name State Brewery of Baden Rothaus has been remained since the abolition of the monarchy in 1918. The location is perfect as the brewery owns seven spring waters. This water is still used for brewing today.

Today

The Badische Staatsbrauerei Rothaus is one of Germany's most successful and profitable regional breweries. The brewery has become well-known outside Baden in the past decade. In 2012 the company put out 790 000 hectoliters of beer, made revenue of € 80 Million, paid € 17 Million as dividends and has 213 employees. The brewery is one of the most important employers for the south-central Black Forest.



Lunch at Restaurant Rothaus Brauerei with Endress+Hauser customers

Branding

The "Rothaus Tannenzäpfle" or simply "Zäpfle" is a Pilsner-style beer and comes filled in 33cl bottles. Tannenzäpfle literally means "little fir cones" and is a reference to typical Black Forest tree "spruces". The labels of the bottles are printed with a blond girl in traditional dress for the region, holding two glasses of beer and next to her hanging the "little fir cones".

Products

- Tannenzäpfle Pilsner-style beer
- Alcohol free Tannenzäpfle Pilsner-style beer
- Hefeweizen Zäpfle; wheat beer
- Eiszäpfle Märzen; beer brewed below 10 degrees
- Radle Zäpfle; beer mixed with lemon soda

Equipment

The Rothaus Brewery is well equipped by Endress+Hauser instruments. The high-grade steel storage tanks allow the production of high quality beer according to the traditional brewing process. The automatic ampoule filling systems are state-of-the-art. They allow high hourly capacity and ensure highest quality.

Have a look inside the brewery to see the process of beer production.



The Rothaus Brewery well equipped by Endress+Hauser instruments

Friday, 10 May 2019

Time	Program	Speaker	Location
08h15	Transfer to Product Center Wetzer Nesselwang, Germany Meeting point: Hotel lobby Time: 08h05		Bus
09h00 – 09h15	Welcome and Introduction to Product Center Wetzer	Thomas Frank Marketing Director	Endress+Hauser Wetzer Auditorium
09h15 – 10h45	New modular hygienic line for F&B Industry <ul style="list-style-type: none"> ▪ Overview product portfolio hygienic ▪ Innovations adding value for you: <ul style="list-style-type: none"> ○ Outstanding Sensor technologies - the right solution for your applications ○ World's first self-calibrating thermometer, iTHERM TrustSens 	Sonja Schaub- Adolf Area Manager Heiko Schmidt Area Manager	Endress+Hauser Wetzer Auditorium
10h45 – 11h15	Coffee break		Endress+Hauser Wetzer Foyer
11h15 – 12h45	Factory Tour along individual demonstration and discussion topics: <ul style="list-style-type: none"> ▪ Outstanding insert technology & production (by movie) ▪ Mechanical production ▪ Electronics & transmitter production ▪ Hygienic temperature devices, Compact thermometers & System products ▪ Accredited calibration laboratory 		Endress+Hauser Wetzer Auditorium
12h45 – 14h00	Lunch		
14h00 – 14h30	Demo modell of self-calibrating thermometer iTHERM TRustSens		Endress+Hauser Wetzer Foyer

Friday, 10 May 2019

14h30 – 15h15	In-line quality monitoring	Ola Wesstrom Industry Business Manager	Endress+Hauser Wetzer Auditorium
15h15 – 16h00	Summary & Conclusion	Jürgen Ganzmann	Endress+Hauser Wetzer Auditorium
16h00 – 18h45	Transfer & free time at AllgäuStern Hotel		Bus
18h45 – 19h00	Transfer to Farewell party		Bus
19h00 – 23h00	Farewell Party at Sonnenkopfhütte		
23h00	Transfer back to the hotel		Bus

Saturday, 11 May 2019

Time	Program	Speaker	Location
08h45	Check-out from AllgäuStern Hotel, Sonthofen		
09h00 – 10h00	Transfer to Castle Neuschwanstein Meeting point: Hotel lobby Time: 08h50		Bus
10h00 – 11h00	Walk to the Castle via Marien Bridge		
11h00	Guided tours at Castle Neuschwanstein (11h10 & 11h15)		
13h00	Lunch at Schlossbrauhaus Schwangau		
14h30	Transfer to Munich		Bus
16h30 – 19h00	Free time in Munich city centre		
19h00 – 21h30	Dinner at restaurant Franziskaner		
21h30 – 22h00	Transfer to Hotel Moxy Munich Airport		Bus
22h00	Check-in at Hotel Moxy Munich Airport		

Sunday, 12 May 2019

Time	Program	Speaker	Location
	Individual departure of participants		



Breathtaking the castle Neuschwanstein

The fairy tale castle Neuschwanstein

Schloss Neuschwanstein is one of the most popular sightseeing spots in Germany. The castle is situated eighty kilometers in the southwest of Munich. The region is one of the most beautiful locations in eastern Allgäu surrounded by the Alps, lakes and castles. The “fairy tale castle” thrones two hundred meters above the village of Hohen Schwangau in southern Bavaria.

History

The young King Ludwig II started the construction of a new palace in place of the two ruined castles in 1869. His wish was to create a monument resembling the old German medieval knight's castles. The castle often mocked to be too kitschy can be counted as one of the main oeuvres of European historicism. That means the imitation of ancient architectural style in the 19th century. The architecture of the castle shows amongst other Romanic characteristics. Unfortunately King Ludwig never saw the finalization of his dream since he died in 1886. Schloss Neuschwanstein was opened to public seven weeks after his dead.

The Castle

Ludwig II wished to have his castle with two hundred rooms but only fifteen were eventually completed and furnished. Despite the medieval style the castle owns its interior was equipped with technical equipment. Floating water was available in the entire castle. Even elevators were installed to transport food and goods to the upper floors. In addition large sized windows were especially produced for the palace which was highly uncommon for this time and age.

Sängersaal (The Hall of the Singers) is the largest room in the palace with 270 square meters. The opulent interior design is inspired by a swan motive giving the castle its name. Several mural paintings show extracts of medieval myths presenting a particular interest of Ludwig II.

The Throne Hall with 240 square meters is situated in the west wing of the palace. With its height of 13 meters it occupies the third and fourth floors. Religious and political ideas were involved in the planning of the Throne Hall. The paintings here show how Ludwig saw kingship “by the Grace of God”: as a holy mission, with power that the Bavarian king had never possessed. The chandelier of four meters height is fashioned after a Byzantine crown.

Today

Nowadays Schloss Neuschwanstein is visited by more than 1.3 million people per year. Averages of six thousand visitors per day admire the interior of the castle in the high season (summer). This – in combination with light and alpine climate – leads to extensive damage of the precious furniture and paintings.

The idyllic location of Schloss Neuschwanstein is breathtaking. Nevertheless movement in the foundation of the castle has to be supervised constantly. The rock walls which surrounding the castle need to be secured in order to protect the area from falling rocks.



Endress+Hauser customers in front of the castle

Travel information

Seminar Venue

Endress+Hauser Headquarters
Sternenhof, 4153 Reinach, Switzerland

Product Site Visits

Product Center Flowtec, Reinach, Switzerland
Product Center Maulburg, Germany
Product Center Wetzler in Nesselwang, Germany

Date: 5 – 12 May 2019 (including arrival and departure dates)

Travelling

The seminar will start in Endress+Hauser Headquarters in Reinach, Switzerland close to Basel. **Arrival flights** should land in **EuroAirport Basel, Mulhouse**. Our **last visit** will take place at our Product Center Wetzler close to Munich. Therefore, please ensure to arrange the **departure flights** from **Munich Airport**. Transfer between the different facilities will be arranged.

Arrival & Transfers

EuroAirport Basel, Mulhouse

A shuttle service will be available to take you to Hotel Stücki upon arrival. More detailed information in that respect will be circulated closer to the event.

Zürich Airport

If you have to fly via Zürich Airport, kindly note we only arrange pick up **for two or more participants** arriving on the same time. After customs and baggage claim a driver will wait with an Endress+Hauser sign. Single arrivals are kindly asked to take the train from the Zürich Airport to the Basel SBB station. It is a one-hour ride by train. Please use the following link for train connections www.sbb.ch.

Railway Station Basel SBB & Badischer Bahnhof DB

Please note no transfer will be arranged from Train Stations in Basel. Customers are kindly asked to take upon arrival a taxi to the hotel. Cost of taxi will be reimbursed by showing taxi receipt to Céline Wolf.

Hotels

Accommodation will be blocked and prepaid.
Kindly settle all extras like minibar, phone, laundry etc. upon check-out.

Visa

Please check with the Swiss Embassy if visa is required. Kindly ensure that you get a Schengen Visa. Please let us know in due time if visa invitation letter for the Embassy is needed.

Airport restriction and security

Check with your airline for any specific hand luggage policies and the number of items of baggage that can be taken onto the aircraft.

Limited quantities of liquids, gels and pastes can be included in your hand luggage. 100 ml bottles with a maximum capacity per bag up to one litre. These items need to be contained in a single, transparent, re-sealable plastic bag (about the size of a small freezer bag) - 20cm x 20cm. Please do not put any sharp, pointed or dangerous items in your hand luggage.

Weather

It is the end of spring and the temperatures can be nice and warm. But we never know! Please also bring warmer clothes with you, especially in case of chilly evenings. Umbrellas will be available in case of rain. Please check out your weather forecast:

<http://www.weather.com/weather/tenday/Basel+SZXX0004:1:SZ>

Travel information

Dress code

On Monday for the official seminar start and on Tuesday for the group picture, a business suit is required. For the other days and the evening activities smart casual or casual will be accepted.



Business suit



Smart casual



Casual

Currency

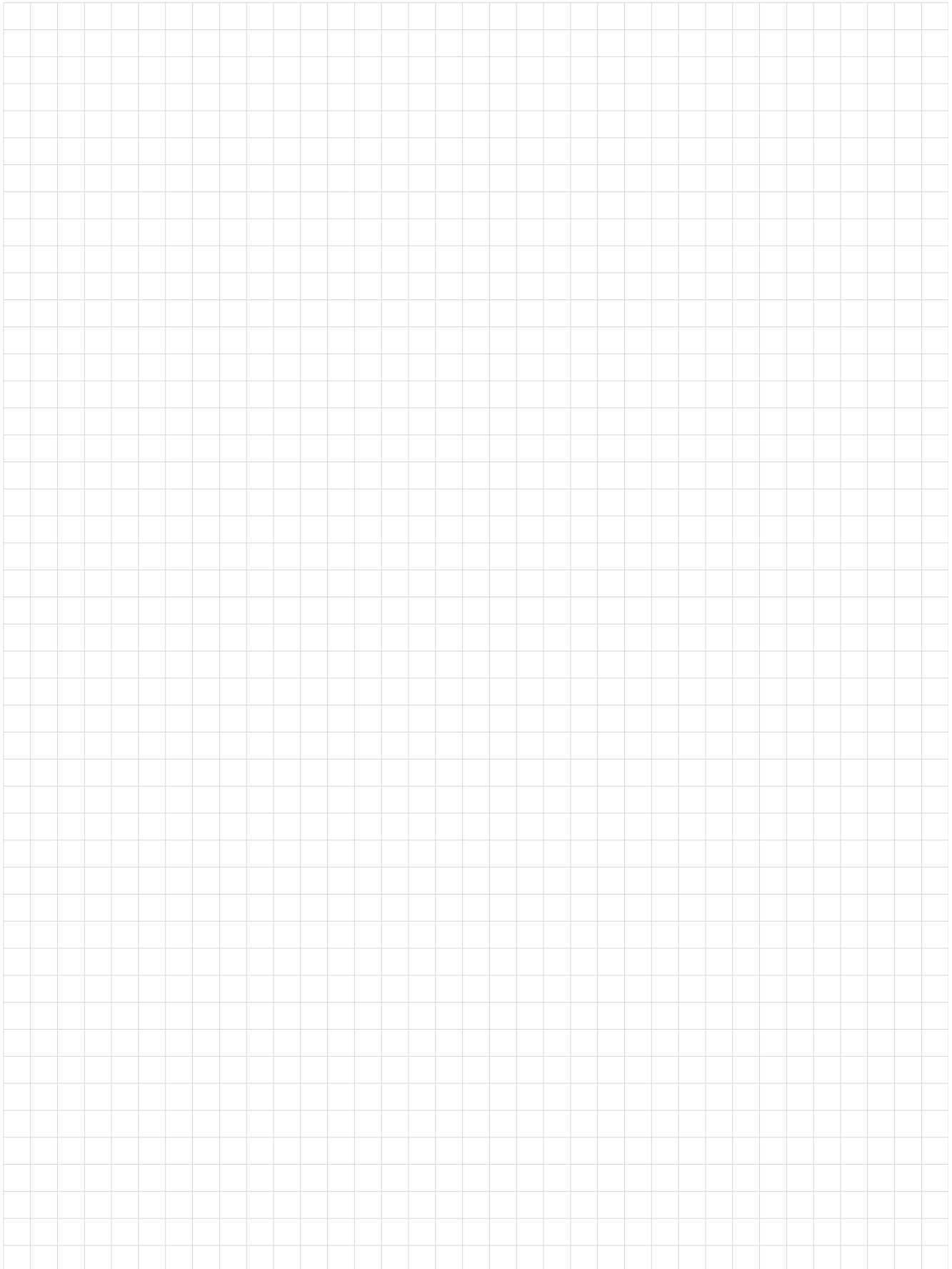
Local currency in Switzerland is Swiss Franc CHF and in Germany Euro €. Most Swiss Shops may accept Euros. Please use the following website for current exchange rate: www.oanda.com

Electricity

The Swiss and German electricity is 230 Volts alternating at 50 cycles per second. If your device does not accept 230 Volts at 50 Hertz you will need a voltage converter.

We are looking forward to welcoming you at Endress+Hauser!

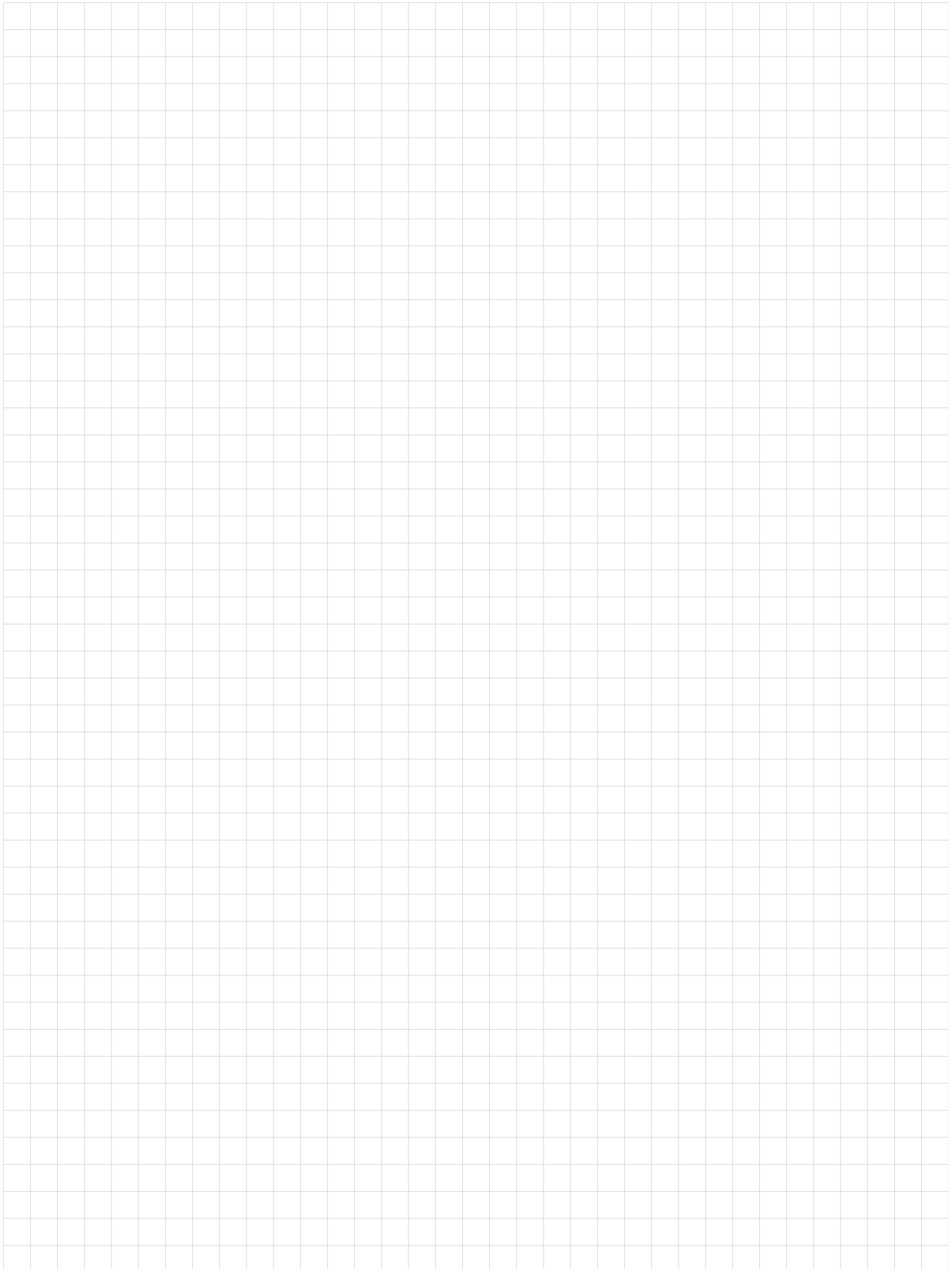
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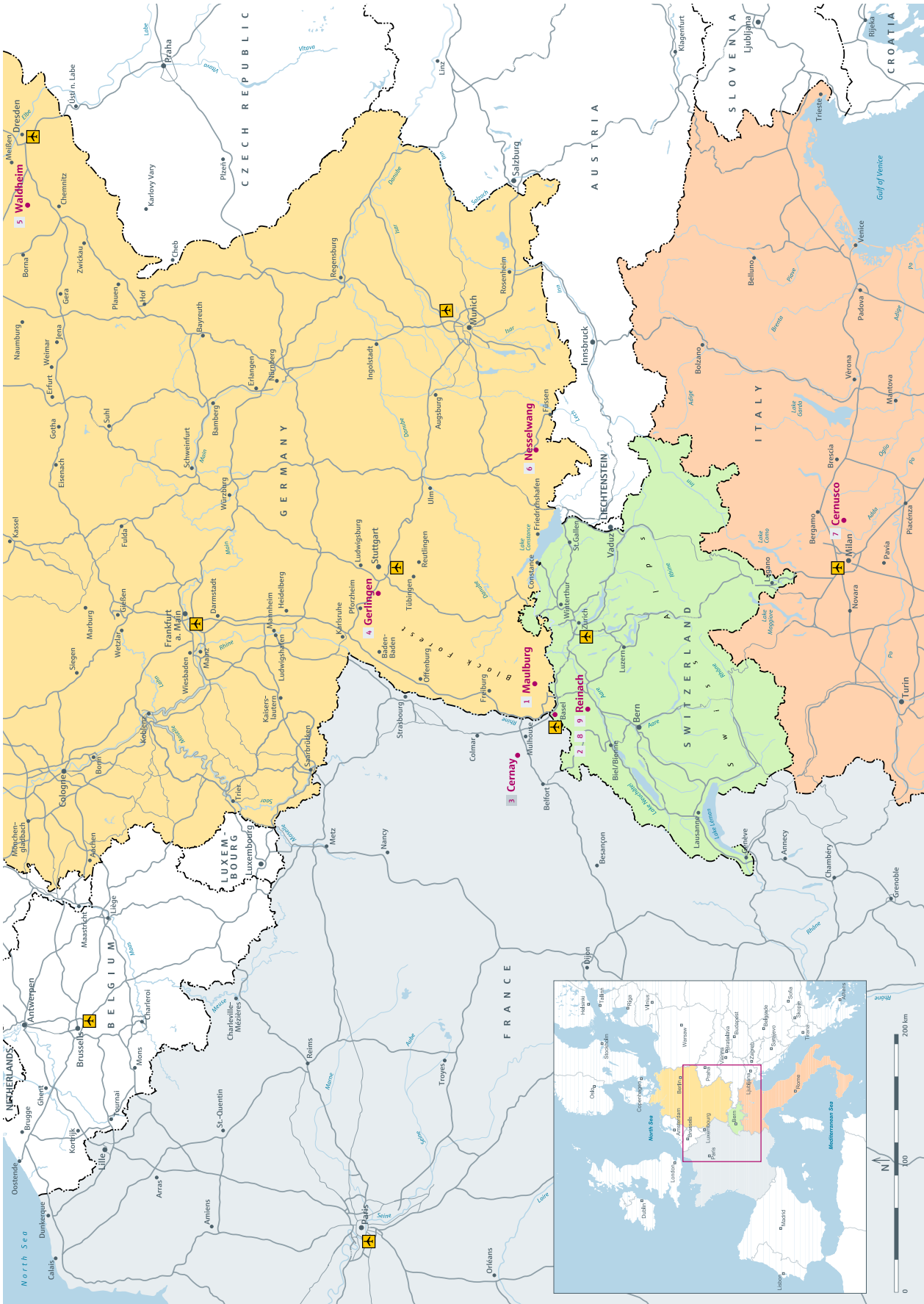
Notes

A large grid of graph paper, consisting of 25 columns and 35 rows of small squares, intended for taking notes during a seminar. The grid is empty and occupies the majority of the page below the title.

Notes



Map



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