

**WYMED AG**  
THE PRECISION  
SPECIALIST



WHAT STARTED OUT AS A ONE-MAN BUSINESS IN 1946 HAS GROWN INTO A RENOWNED ENTERPRISE, PROVIDING EXCEPTIONAL PERFORMANCE DRIVEN BY EVER-INCREASING AND DIVERSIFIED DEMAND.

# THE PRECISION SPECIALIST

PROJECT MANAGED BY: RASH UDDIN

**Wymed AG is a specialist in providing sophisticated precision parts manufactured by machining, to be applied primarily in medical technology but also made for life sciences, semiconductors, watchmaking, sensor technology diagnostics and other applications.**

“The company’s core competence lies in turning and milling sophisticated, high-precision parts to the strictest tolerances, complemented by specialised functional in-house testing.

Environmentally compatible mechanical barrel finishing as well as ultrasound cleaning are used to achieve the final finish of any part. Component materials include stainless steels of all qualities, titanium, and cobalt-chrome alloys which are difficult to machine, as well as exotic performance plastics.

The company supports its partners from prototypes to series production with complete component assembly, including the procurement of required C-parts. “We can do the final product including cleaning, packing and labelling according to our motto ‘You develop and sell, we do the rest,’” says CEO Marc Plihal.

He further explains that Wymed is a CMO (Contract Manufacturing Organisation) and, using its R&D network, is able to help its customers to find a Swiss or EU-based authorised representative.

## CORE COMPETENCE

Wymed provides highly individualised solutions, supplying to companies whose preference is to leave the manufacturing of their products or components to specialists. This includes products that have to meet very high technical and optical standards, such as medical technology instruments and implants.

Employing the latest technology seamlessly integrated with its CAD/CAM system, Wymed can produce prototypes within a very short period of time and manufacture serial parts with a minimum need for retooling. >>





[www.steiger.ch](http://www.steiger.ch)

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### STEIGER GALVANOTECHNIQUE SA

Leader in the production and innovation of surface treatments for medical applications, space, electronics, precision mechanics including UV-LIGA Microelectroforming.

Approved surface treatments for medical applications are applied to titanium, stainless steel, and aluminium parts. Titanium and stainless steel materials are mainly used for implants and aluminium is used for instruments and apparatus components. Titanium can be anodised by three different processes: colour anodisation (Biocoat®), alkaline anodisation (Biodize®), and glow discharge anodisation (Biocer®). Further surface treatments for Titanium and stainless steel are electropolishing (Biobright®) and passivation. For medical instruments in stainless steel or brass, a chromium layer, Medicrom, has qualified for temporary contact with internal organs. Different aluminium anodisation is well-suited for the treatment of instruments: the colour anodisation, the hard anodisation, and the Ematal which is suitable for contact with blood. For stainless steel external fixators where an anti-seizing coating is required, the Ni-PTFE is a well-adapted solution.

Steiger Galvanotechnique SA offers a full package of services including not only the surface treatment but also the following steps: laser marking, final cleaning in biological controlled water, packaging in a clean room, labelling and sterilisation. Steiger Galvanotechnique SA offers a transport service to simplify logistics and customs clearance formalities for customers near the Switzerland border.

Steiger Galvanotechnique SA is very innovative in the development of new surface treatments and can offer solutions for bioactive and biofunctionalised surfaces on implants.

**DENTAL IMPLANTS:** two validated surface treatments are offered: the glow discharge anodisation Biocer® and the SLA functionalisation. Furthermore, the final cleaning, packaging in cleanroom ISO7, labelling and sterilisation are also provided.

**SPECTRACOAT®:** is our latest development which consists of a coloured, wear-resistant coating, applicable on titanium, stainless steel, copper alloys, as well as on ceramics and plastics. The coating is appropriate for skin contact and is biocompatible, implantable and radio-opaque. SPECTRACOAT® is suitable for medical applications as well as for jewellery and watches.

Steiger Galvanotechnique SA is certified as conforming to ISO 13485:2016; ISO 9001:2015.

[www.steiger.ch](http://www.steiger.ch)

### SIGNER TITANIUM AG

Signer Titanium AG is a wholesaler, distributor, stockist and service provider of semi-finished titanium products and special metals, primarily for the medical technology industry. We also serve customers from the watch industry, the aerospace industry, the chemical industry, and the construction industry (architecture) with high-quality semi-finished products like round bars, wires, profiles, sheets, plates, foils&strips and powder.

Signer Titanium's 40-year success story is no coincidence, but the result of a thorough understanding of materials and the market. Thanks to our focus on the distribution of titanium and special materials, we have successful, satisfied, and long-term customers and suppliers.

In addition to providing technical support and advice on titanium issues, we also provide various pre-processing services, like:

- Cutting services (water jet cutting, sawing, shearing and PE-coating)
- Machining services (profile-milling, bar peeling, centerless grinding, sheet grinding)
- Heat treatment (stress relief heat treatment)
- Straightening
- Marking (laser marking & colour marking)
- Quality inspections & technical reports
- Laboratory analyses (chem. analyses, hydrogen analysis, metallurgical tests, ultrasonic / eddy current inspections)

We offer our customers comprehensive and customized supply chain solutions:

- Inventory programs with shipments on call-off orders
- Long-term agreements
- Efficient and reliable logistic solutions, worldwide
- Rapidly available samples for prototyping and testing

Signer Titanium AG is certified according to ISO 9001 and ISO 13485. Our manufacturing plants and partners are selected and certified companies from Switzerland, USA and Japan.

Visit us on [www.signer-titanium.com](http://www.signer-titanium.com)

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## YOUR TiTANIUM SPECIALIST

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The company's customers include renowned businesses from high-tech sectors such as medical technology, semiconductor production, aviation and space technology, sensor technology, biotechnology as well as process and environmental engineering.

Within the medical technology segment, typical products range from implants; plates to repair spine and broken bones; through to complete joints and systems to repair the spinal column. Other complex products are used in general industry, and increasingly in the life sciences and semiconductor sectors.

Mr Plihal acknowledges that Wymed has a global customer base with most of its clients being American companies, either based in the US or with subsidiaries in Switzerland and Germany or elsewhere in Europe. The number of clients from the Far East is also increasing, and the Asian market is expected to grow steadily in the future. >>



**STRONG FORMATION**

Wymed in its current form came into existence in 2018, as a result of the merger of two Swiss businesses, Wyrsh AG and Medic. Since then, the company has been resident at Freienstein, some 10 km from Zurich airport.

In the 4th quarter 2020, Wymed was acquired by the Swiss company Granita Holding, and together with its sister company the German HIPP Technology Group today operates, under a holding umbrella, as one of the leading precision mechanics group in Switzerland, Germany and Austria. Today, over 70% of the group's sales is generated in the medical technology sector alone.

**“WE CAN DO THE FINAL PRODUCT INCLUDING CLEANING, PACKING AND LABELLING ACCORDING TO OUR MOTTO ‘YOU DEVELOP AND SELL, WE DO THE REST’.”**

“Our businesses complement each other very well and together we provide a perfect combination of material processing capabilities. As each of the companies processes a slightly different but complementary types of products, we can offer a wide range of services to our customers,” says Mr Plihal.

“While our products include small parts for endoscopic applications, orthopaedics instruments and back and hip implants, HIPP’s specialisation lies more with medical cutting, screws and insertion tools. Our customers are global companies who are looking for one-stop suppliers. Now, with our extended and combined capability, we have become one.”

**HANDLING THE CHALLENGE**

Mr Plihal, who became Wymed’s CEO in 2018, explains that being a family-owned company is a clear advantage, with a friendly atmosphere, a high degree of flexibility, a flat hierarchy and high staff retention. “We are a relatively young company, with the employees’ average

age of around 40. Some of our people have been with us for 25 years or more, which means they started right after their apprenticeship and never left.”

While human resources are the company’s valued asset, the issue of the human factor is also a challenge, says he admits. “Like anyone else in industry, we suffer from a shortage of skilled human resources. It is not easy to attract young people into technical professions. Still, we are luckier than most, I believe, with regard to the sound education system in Switzerland and its apprenticeship scheme, meaning that young machinists don’t start from scratch with us but will already have been trained.”

Another - again general - challenge in the post-Covid markets with surging demand is the now notorious shortage of raw materials, increased prices and supply chain disruptions, things that the company needs to handle effectively in face of the growing number of orders.

**BUILDING PARTNERSHIPS**

“There is certainly a busy time ahead,” says Mr Plihal. “Handling the huge ramp up of orders and satisfying new

customers is just one side of the coin. We also need to enhance the group’s synergy, aligning the two companies’ quality systems, learning about each other and finding the best way of working together.”

“Digitisation and automation are the other two concepts that are at the top of our priorities, so that we can support our customers more quickly and more efficiently. Investment in the required technology including robots will be necessary in the near future and has already started.”

He concludes by affirming that Wymed’s key goal is to expand the service portfolio and to grow with its customers. “We are not looking for short-term profits. We are interested in long-term relationships, forming client partnerships built through decades of trust and dependability. Over 70% of our customers have been working with us for over 10 years. That says something about the quality of partnership we are looking for.”

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PRODUCED BY:

**CEO**   
**MEDIA** **GROUP**  
WHERE INSIGHT MATTERS