

“Digmesa is a reliable, competent and fair partner for our customers, our suppliers and last but not least for our employees.”
Stefan, CEO of Digmesa, holds up the company values and at the same time promotes agility, automation and digitalization.

Stefan, can you introduce yourself and tell us a little bit about your job at Digmesa?

After my studies in engineering I started as a development engineer 20 years ago. Shortly after my employment, I got the chance to take on the position of head of development. In this position I was allowed to expand and reorganize the development department.

During my work as a developer, I was able to accompany many of the products that Digmesa sells today from the beginning to the production phase. It still fills me with pride when I see these products today and recognize my part in the success of Digmesa.

I have been managing Digmesa AG since 2017. In my daily work I try, together with all employees, to further develop the company and create a solid basis for the future. The consideration of the Digmesa values and the ideas of the founder Heinz Plüss are extremely important to me.

What has changed during these years, what is the situation now and what do you expect for Digmesa in the future?

Digmesa AG has grown significantly over the past 20 years. Today, Digmesa AG is more diversified and much broader than it used to be. Digmesa AG has always understood how to tackle the necessary changes and therefore has developed itself in a very positive manner. Today, for example, we are much more agile and much closer to the customer than before. We have also



Stefan Schneider, CEO of Digmesa AG

increased the degree of automation and digitalization in the processes. We will move on this way in the future. Thanks to our focus on the value stream we will continue to increase efficiency, customer benefit and quality. Despite all past and future changes, we put great importance to respect our corporate values. As in the past, we want to be a reliable, competent and fair partner for our customers, our suppliers and last but not least for our employees.

Can you give us an idea of the changes in order patterns and customer management? Is this becoming more flexible and cooperative, what is the general trend here?

The trend that customers order their goods at a short notice and expect delivery on the exact day has lasted for a long time. We have adjusted our processes to these customer requirements in recent years. The pandemic, which has been very prevalent over the past two years, has slowed this trend. Due to the difficulties in procurement and deliveries, we had to look for solutions together with our customers to manage these difficulties. Thanks to our closeness to the customers and the increased exchange of information, we were able to receive orders much earlier, which was very important and helpful for our ability to deliver on time. However, we assume that this is more of a temporary situation and that short-term orders will return to normal.

Would you share some insider knowledge with us? Which new possibilities does the NANO flow meter offer in comparison to the classic FHKSC?

The flow sensor FHKSC has been the standard product for use in domestic coffee machines for many years. With the nano sensor we have realized a smaller, more flexible alternative we are very proud of. The advantages of the new product approach are obvious: thanks to its small design and position independence, the nano can be placed anywhere in the coffee machine. The coffee machine manufacturer has a significantly higher degree of freedom in this regard. The measuring range and the measuring accuracy are comparable for both products. The most important technical advantage is the measurement resolution, which is many times higher with the nano.

The nano is the perfect choice when a small design, position independence or a higher resolution is required. But sometimes it is just the technical fascination for this innovative product that is decisive!