

Thomas, Director of Sales and Marketing at Digmaesa, stresses the importance of focusing on local providers and a supplier-customer relationship based on respect.

Thomas, would you introduce yourself and tell us a little bit about your job at Digmaesa?

I was born in Biel, the bilingual and multicultural world capital of the watch industry. And since my studies I have been dealing with measurement technology. Be it with X-rays, oscillating beams, laser light, pistons or, since Digmaesa, with turbine technology. For 9 years at Digmaesa, I've been thrilled every day to discover new applications with the team and to tackle individual measurement solutions together with customers. I love sport and enjoy nature, and for a short time I have been enthusiastic about cross-country skiing in the forests of the Jura.



Thomas Studer, Director of Sales and Marketing

What do you think about the current scarcity of raw materials and what will this mean for your customers?

A very good question. And personally, I think we should again focus more on the values and advantages of local providers. Digmaesa has maintained this philosophy since it was founded over 38 years ago and has therefore been spared from bottlenecks so far.

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

The entire supply chain is currently under enormous pressure. This also promotes the exchange with the customers and so today, we have long-term order prospects which greatly improves the security of supply for the customer. And I have noticed that the supplier is increasingly viewed as a partner. A declaration of respect that makes me even more excited.