



The city of business

Many years of expertise,
e.g. K+D AG

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St. Gallen lies in the heart of Europe between Milan, Stuttgart and Paris. K+D AG makes good use of this central location too: from its headquarters in the city of St.Gallen all clients can be reached in less than a day by rail, road or plane. This family-run company uses the most up-to-date technology to develop and manufacture cardboard sales packaging that is high-quality, tamper-proof and conforms to GMP standards (good manufacturing practice) for the pharmaceutical and cosmetics industry. In doing so, K+D AG, uses only biodegradable or recyclable raw and process materials.

K+D AG was founded in 1883 and has been under the management and ownership of the Kuhn family since 1934. Even as a young boy, today's CEO, Stefan Kuhn, was sure he wanted to enter the family firm once he had completed his studies in business administration. Following a degree at the University of St.Gallen (HSG) and subsequent years of education and travel, he took over leadership of K+D AG in 1995. Today the company employs around 100 people at its headquarters in St.Gallen and its branch in Bern. In 1969 K+D AG achieved a production turnover of CHF 1 million for the first time. Today K+D AG achieves sales of CHF 24 million. The company manufactures to the highest level of quality using the latest technology and is therefore among the international market leaders in the industry.



K+D AG at a glance

- Sales packaging for pharmaceutical and cosmetic products
- 100 employees at the St.Gallen and Bern sites
- Over CHF 46 million invested in St.Gallen since 2003
- Annual revenue in 2014: CHF 24 million

Several factors are crucial to K+D AG's success. Stefan Kuhn emphasizes: «Each generation in the 125-year history of our firm has recognised trends in its own way and undertaken strategic changes at the appropriate time. This makes us a pioneer in several different areas.» A crucial factor for success is the highly qualified employees, which are predominantly found and trained by K+D AG themselves within the region. Thanks to them, products emerge that are innovative and adapted to customers' needs, and that meet the highest production standards. «Every piece of packaging is developed specifically for the customer. Developing sustainable packaging is always like walking a tightrope between economy and ecology: we guarantee both», stresses CEO Stefan Kuhn.

K+D AG is sustainably innovative and adopts a pioneering role in many areas. «We were the first packaging printers to receive the GMP certification according to the ISO standard for pharmaceutical packaging in 2004», Stefan Kuhn remembers, not without a touch of pride, and continues: «However we must not rest on our laurels. Continuous investment in the latest technologies and in our staff is important in order to maintain our competitiveness. That's why over the last few years we've invested over 46 million swiss francs at and in the location of St.Gallen.»

The most recent examples are, on the one hand, the photovoltaic system on the roof of Schuppisstrasse 6 and 8, which was realised in cooperation with the city and supplies electricity to 60 households. On the other hand, the world's first three adhesive machines whose 100% electronic control modules are networked with one another are at K+D.

K+D will maintain its leading role for the future in pharmaceutical cardboard packaging printing with an investment in an eight-color offset printing machine and will uphold this role with the construction of a new building for product expansions and offices for third-party companies. Between 2015–2017, the family-run company in St.Gallen will make investments of ca. 30 million Swiss francs.

The high level of competitiveness of Switzerland and St.Gallen is an important factor for K+D AG with regard to location. «Compared to Germany, we Swiss work more hours during the year and have fewer holidays. In addition the taxes and social security contributions here are at a significantly «healthier» level.» St.Gallen's central position between Milan, Frankfurt and Paris also means that K+D AG can reach its customers in a shorter time.

As a place to live and work, St.Gallen offers a high quality of life with attractive recreation areas and good infrastructure. «You always notice it the most when you return from a trip abroad.» Stefan Kuhn is always happy to return to St.Gallen and feels at home in the city: «The location between Lake Constance and the mountain Säntis is ideal. St.Gallen as a small city offers so much – and always more and more.» So his personal slogan for St.Gallen would be: «St.Gallen – the city with a heart.»

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