



The Schmalz Company

WWW.SCHMALZ.COM

Who we are.

Schmalz is the market leader in vacuum automation and ergonomic handling systems.

Our products are used in the field of logistics, the automotive industry, the electronics sector and in furniture production. Our wide range of products in the Business Unit Vacuum Automation includes individual components such as suction cups and vacuum generators as well as complete gripping systems and clamping solutions for holding workpieces. In the Business Unit Handling Systems, we offer innovative handling solutions with vacuum lifters and crane systems for industrial and handicraft applications. With the Business Unit Energy Storage, we are creating a new pillar in the field of stationary energy storage.

This is Schmalz.

3 values

that guide us.

Three values make Schmalz outstanding as a company: Values that make a unique impression on our customers and partners. Values that guide the actions of our employees. Values that define our work – day after day and to the benefit of our customers and business partners all over the world.



pioneering

- forward looking
- definitive
- groundbreaking
- innovative



sustainable

- long-term oriented
- holistic
- efficient
- value driven



inspiring

- passionate
- convincing
- competent
- authentic



From left to right: Dr. Hinrich Dohrmann, Dr. Kurt Schmalz, Andreas Beutel

100 percent

customer orientation and solutions with real added value.

Pioneering ideas

As the market leader in vacuum automation and ergonomic handling systems, Schmalz is in demand worldwide. The basis for our success is our passion for innovation – a passion that drives all of our employees. We know and understand our customers' requirements and develop the right products from groundbreaking ideas.

With our expert consulting, outstanding service and first-class quality, we offer our customers sustainable value for their processes.

Convincing sustainability

As a third-generation family company, we think and act sustainably, pairing economic success with environmental responsibility and social commitment. The concept of sustainability is rooted deep in our company tradition.

When the company was founded in 1910, our machines were driven by water power. Today, sustainability is our compass for the future: both as an ecologically conscious company and as an employer for around 1500 employees at 19 locations worldwide.

Inspiring solutions

Continuous change is what drives us and stimulates our innovative spirit – from our very first product, razor blades, through our vacuum technology solutions that are shaping the market for manual and automated gripping. Moreover, our solutions are helping to build the digitally networked, intelligent factory of the future, known as Industry 4.0. Place your trust in the experience of Schmalz and secure lasting competitive benefits for your company.



Dr. Kurt Schmalz
Managing Director and Shareholder



Andreas Beutel
Managing Director



Dr. Hinrich Dohrmann
Managing Director

109 years

in family hands.

1961

Airport apron equipment
Schmalz stairways convey passengers into aircraft, including the Boeing 707 – the largest passenger plane of the time.

1984

Focus on vacuum technology
The vacuum table developed by Dr. Kurt Schmalz signals the company's entry into the field of vacuum technology.

1989

First complete range of vacuum components
For the first time, Schmalz offers all elements needed to create complete vacuum systems.

1954

Postal service and federal railway place their trust in Schmalz
Schmalz transport equipment helps the German postal service and federal railway company to deliver letters and luggage to customers.

1910

Foundation of the company
Schmalz sells millions of "Glattis" razorblades per year to customers worldwide.

1910 to 1945



First generation

Johannes Schmalz opens the razor blade factory bearing his name. Customers across the globe begin to shave with "Glattis" blades.

1945 to 1984



Second generation

Artur Schmalz opens up a new field of business with transport equipment. It is used by the postal service and at airports.

1984 until now

1990 to 2017



Third generation

Dr. Kurt Schmalz (left) shifts the company focus to vacuum technology in 1984. His brother Wolfgang Schmalz (right) follows him into the company management in 1990 before switching to the company's advisory council at the end of 2017. Together, the two grandsons of the company founder transform a handicraft business into an internationally successful industrial enterprise with customers from virtually all industries.



1998

Foundation of the first subsidiary abroad

The first foreign subsidiary is established in Switzerland. It is followed by many more, in the USA and China for instance.

2002

First online shop

Customers can now procure numerous Schmalz products directly from the online shop.

2008

First vacuum generator with IO-link

Schmalz releases the first IO-link vacuum generator, thus paving the way for Industry 4.0 – a concept that has yet to be coined.

2016

1000 employees

The company enjoys dynamic growth, with the one thousandth employee joining Schmalz.

2018

Shaper of Industry 4.0

With digital components and services, Schmalz is designing the digital factory – for greater efficiency and economy.



J. Schmalz GmbH, Germany



Schmalz India Pvt. Ltd., India



Schmalz K.K., Japan



Schmalz Inc., USA



Schmalz (Shanghai) Co. Ltd., China

80 countries

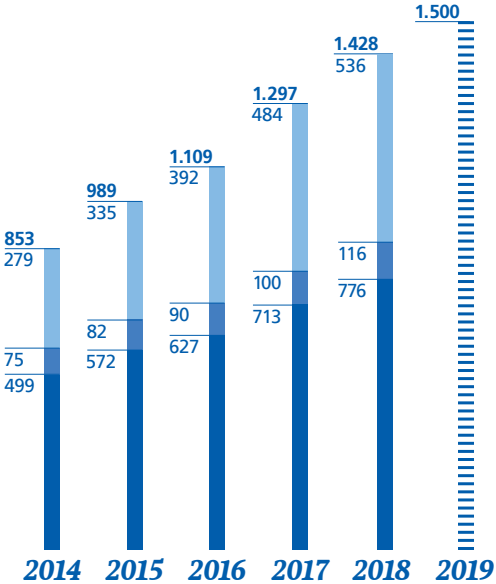
worldwide to be on location for our customers.

Dynamic growth

Schmalz has enjoyed very dynamic growth for decades – and all over the world. With 19 locations and numerous sales partners, the company has a presence in more than 80 countries. Schmalz currently employs around 1500 employees.

Close to our customers

In Glatten (Germany) and at the international locations, Schmalz is continuously investing in modern, sophisticated workplaces as well as efficient production and logistics processes. The new building in Raleigh (USA), the new company headquarters of Schmalz Japan and the modern Schmalz Value Stream Factory in Glatten are just some examples.



- Employees at Schmalz Germany
- Trainees at Schmalz Germany
- Employees abroad



14 industries

and countless innovative solutions for our customers.



AEROSPACE



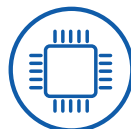
AUTOMOTIVE



BATTERY



PACKAGING



ELECTRONICS



COMPOSITE



LOGISTICS



METAL



PLASTICS



CHEMISTRY



WIND ENERGY



SOLAR



GLASS



WOOD

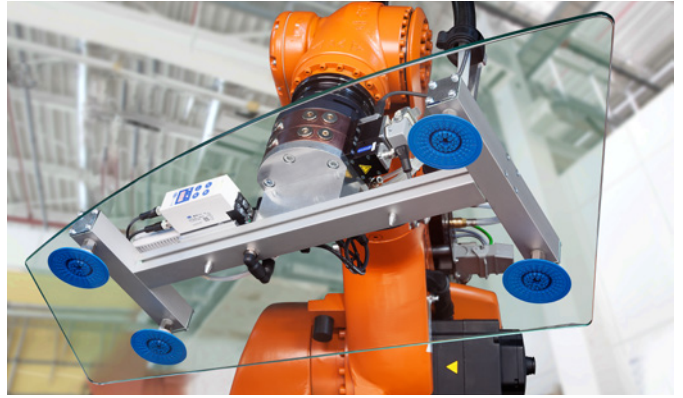
Industry expertise and extensive market knowledge

Schmalz offers solutions for a wide range of industries and requirements. Vacuum technology is just as well suited for gentle handling of sensitive surfaces as it is for applications in harsh production environments. Vacuum power ensures reliable gripping of all manner of goods: Tiny printed-

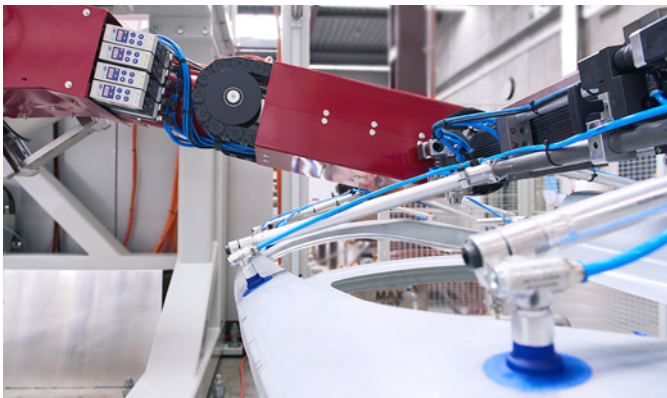
circuit boards as well as massive rotor blades for wind turbines, small packages or heavy metal sheets. Our products are in high demand worldwide: Schmalz customers include both handicraft businesses and international car manufacturers.



Logistics



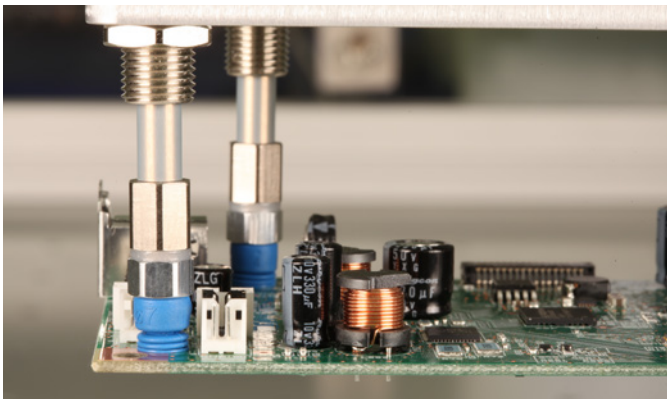
Glass



Automotive



Wood



Electronics



Metal / metal sheet



Food / packaging



Wind energy

Shaping the future.

Challenges that drive us.

9
percent

of our revenue is invested in ideas and new products every year.

Schmalz promotes innovation by combining an experienced developer network with a creative start-up mentality. All across the globe, Schmalz developers convert ideas into new products – with utmost agility, speed and focus. A perfect example is the SICON-Box developed by the Schmalz subsidiary GPS as a product for intelligent process communication.

GPS GESELLSCHAFT FÜR
PRODUKTIONSSYSTEME



3
C zones

stand for communication, concentration and creativity.

The world of work is ever changing. The “flexible working environments” concept from Schmalz means that there are no fixed workplaces and no set working hours any more. The offices have think tanks, creative spaces, conference rooms and even silent corners. Employees can always choose the ideal location for their work – depending on whether the emphasis is on creativity, communication or concentration.

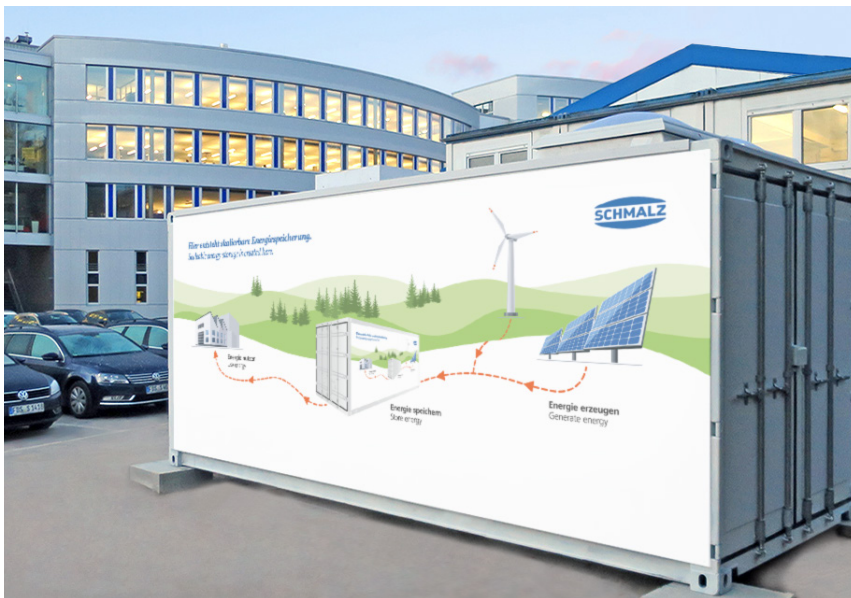




11500^{m²}

of additional space for an ideal value stream in production.

The Schmalz Value Stream Factory in Germany is the biggest construction project in the company's history and serves as a benchmark for ultra-modern production: From order receipt and project planning to production, packaging and shipment – the entire value stream is designed to minimize processing times, stock levels and costs. The international customers receive products of the highest quality – with maximum speed and reliability.



20 households

can be powered with the energy of this battery storage system per day.

In the future, renewable energies will contribute the main share to the electricity supply in Germany, at least 80 percent by 2050. In an internal start-up, Schmalz is developing innovative storage solutions to enable temporary storage and demand-based usage of regeneratively produced energy. The battery demonstrator in Glatten is used for testing the local produced redox-flow battery stacks and systems.



6000 components

for reliable automation.

BUSINESS UNIT VACUUM AUTOMATION



Components

Vacuum components for all requirements

Schmalz develops and manufactures vacuum components for all common applications. This includes all elements required to set up a vacuum system, such as grippers, mounting elements, system monitoring components, filters, connections and vacuum generators. As well as standard components, Schmalz also carries wide range of 4.0-compatible products. These can be easily integrated in the application environment and transmit status and process data to the control system, smartphone or cloud.



Systems

Vacuum gripping systems for efficient processes

Schmalz develops plug&work-compatible gripping systems for use in automated production, commissioning and distribution logistics. The gripping system is the robot's hand and serves as the link between the robot and workpiece. Its design and quality dictate the efficiency and performance of the handling process. Schmalz develops individual solutions for various requirements, workpieces and processes.



Clamping solutions

Vacuum clamping technology for reliable fixation

Schmalz clamping solutions are used for a wide range of machining and assembly tasks. With vacuum power, components made from wood, metal, glass or plastic are fixed securely and without distortion. Schmalz boasts decades of experience with well-known machine manufacturers. The clamping solutions can be used, for example, to clamp furniture parts or metal plates, but also to secure display glass and three-dimensional shapes with uneven contours.



1000 *fold*

proven vacuum lifters and crane systems.

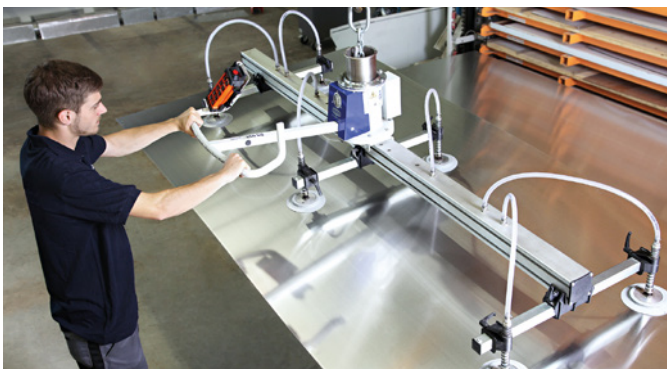
BUSINESS UNIT HANDLING SYSTEMS



Vacuum tube lifter Jumbo for light loads

Rapid handling of small loads

Vacuum tube lifters from Schmalz are designed for ergonomic handling of loads weighing up to 300 kilograms. They optimize material flows requiring rapid turnover rates and high handling speeds. They help to prevent the musculoskeletal problems that are frequently caused by the physical strain encountered during operational production and warehouse processes.



Vacuum lifting device VacuMaster for heavy loads

Easy handling of heavy loads

Vacuum lifting devices enable straightforward transport of very large and heavy goods weighing several tons. For example, they can be used by a single person to load machines with wood or metal plates reliably and in a manner that protects the users health. Moreover, heavy loads such as large-format glass or plastic sheets can be handled both effortlessly and ergonomically in production, assembly or warehouse environments.



Cranes and crane systems

Crane systems and jib cranes

Schmalz plans and produces individual crane systems – to supplement the vacuum lifters or as stand-alone solutions. The range includes highly responsive crane systems and jib cranes, which combine aluminum construction with straightforward movement, braking and positioning. Schmalz uses high-quality, wear-resistant crane components, thus ensuring a long service life and maximum robustness.



360 *degree*

all-round view toward the wellbeing of employees.

Making the difference

Working at Schmalz means making the difference. The family company offers attractive positions and long-term job security. Innovative products, interdisciplinary teamwork, manifold professional opportunities and a modern working environment are just some of the reasons to apply for a career at Schmalz.

The renowned "Great Place to Work" institute has declared Schmalz one of Germany's best employers on multiple occasions. And the same great working conditions exist for employees at all international locations. Employees enjoy a high level of personal responsibility, diverse career opportunities, attractive benefits as well as open communication and flat hierarchies.

Learning together, growing together

Schmalz attributes great importance to the training and education of its employees. For example, the company has an above-average training rate of over 13 percent at its German headquarters. With its work at the Campus Schwarzwald, Schmalz also supports University education in Germany, specifically in the fields of management, digitalization and sustainability. The Indian subsidiary supports schools in the megacity of Pune in the form of teaching materials and with German lessons.



Multiple awards

Schmalz Germany has received the popular prize five times, most recently in 2018.



Comprehensive benefits package

Employees benefit from profit sharing, massages on the company premises and much more besides.



Attractive study program

Management, digitalization and sustainability are focal points of the Campus Schwarzwald.

100 percent

in accordance with economy, ecology and social commitment.

Economic success

Schmalz is a third-generation family-run business offering job security, innovative products and exciting projects on a global scale. Stable earnings are crucial to the future success and long-term competitiveness of the company. After all, economic success means independence, which is the foundation on which Schmalz can move forward into a successful future.

Environmental responsibility

At its headquarters in Glatten, Schmalz has the strategic goal of generating more energy from renewable sources than the company consumes. This is to the benefit of customers across the globe: Since Schmalz's production processes are carbon-neutral, the company's products have a much smaller carbon footprint than comparable pro-

ducts on the market. In addition, Schmalz ensures efficient handling of the used resources, in everything from product development to daily operation and product recycling.

Social commitment

Schmalz supports its employees in all areas of life. In India, for example, company employees have lunch in a modern company restaurant, just like their colleagues in Germany. Schmalz Japan has adapted the tried-and-tested concept of the Schmalz Academy – an in-house training center – and tailored it to the needs of the Japanese workforce. In addition, Schmalz fully embraces its social responsibility at all locations: In Germany, for instance, Schmalz supports youth development as a partner of the SGM Stadt Dornstetten-Glatten sports club.



Sustainability made by Schmalz

The Schmalz ecoSYSTEM embodies the holistic, sustainable management practiced at Schmalz. It stands for long-term stability, efficient solutions, responsibility towards future generations as well as fairness towards customers, employees, suppliers and the society.



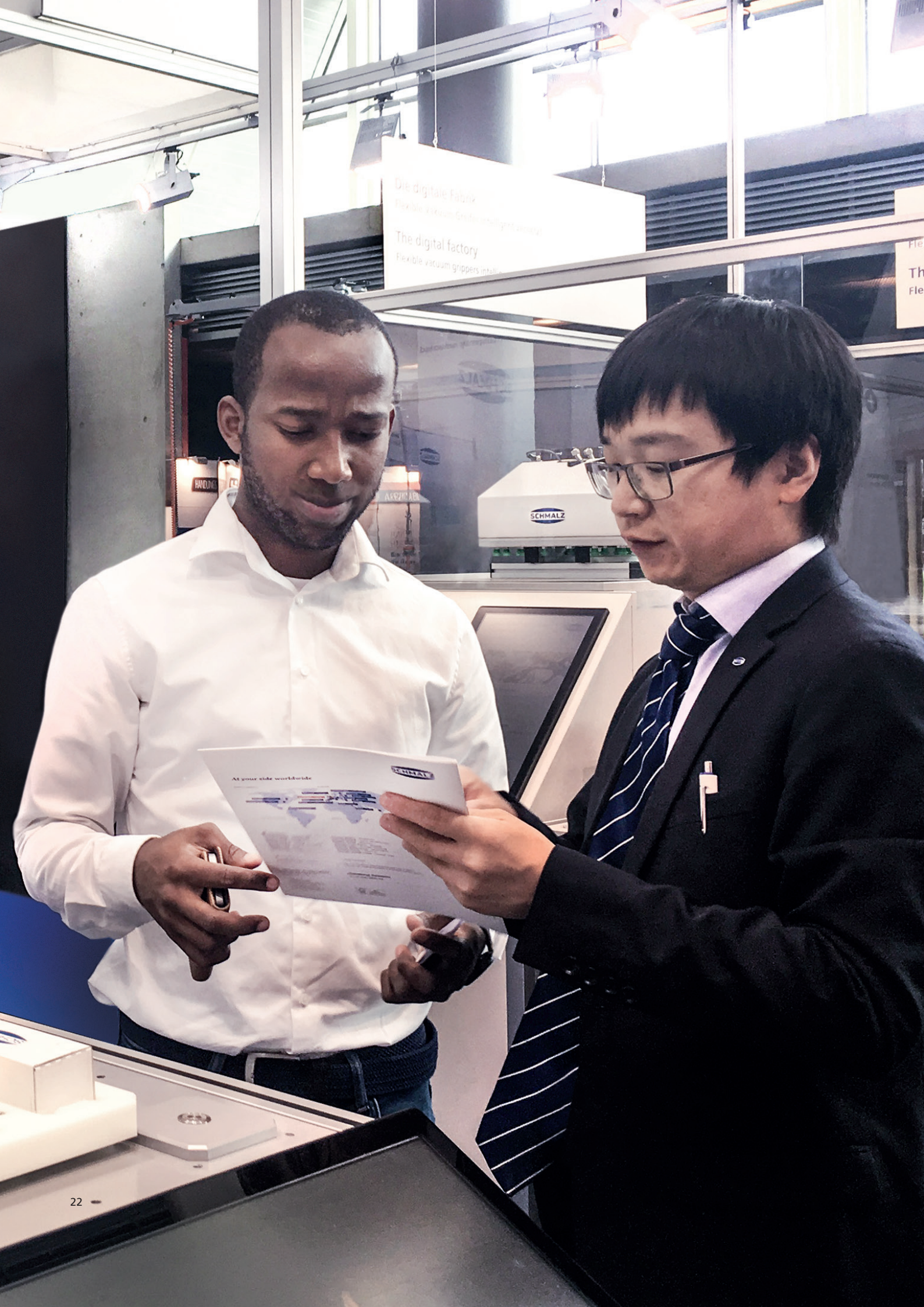
Ecology: energy generation with own wind turbines



Social commitment: partnership with SGM Stadt Dornstetten-Glatten



Economy: economic stability as a foundation



Die digitale Fabrik
Flexible vacuum grippers intelligently
The digital factory
Flexible vacuum grippers intelligently

At your side worldwide
SCHMALZ

What we value.

We speak the language of our customers.

The customer is the focus of all that we do. As a handling and automation specialist with many years of experience and expertise, we are very familiar with the different industries, processes and applications of our customers, and together we develop solutions to drive them forward. We offer products of the highest quality – developed and manufactured for a long, productive life. Our web platform with its sophisticated online shop is available 24/7. Our system consultants and technicians devote their utmost personal attention to customers. They offer a tailored service encompassing everything from installation and start of operations to inspection and maintenance. And they do so all across the globe.

This is Schmalz.

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