



**World of Vacuum Technology**  
Schmalz – The Company

Consistent customer orientation and groundbreaking innovations, excellent quality and comprehensive consulting competence make Schmalz the world's leading partner for vacuum technology in automation, handling and clamping applications.





Dr. Dipl.-Ing. Kurt Schmalz

Dipl.-Ing. Wolfgang Schmalz

## Our Purpose

We are committed to maintaining a fair partnership with our customers and suppliers: one that is beneficial for all parties.

As a family-run company, we think and act according to the principle of sustainability. By combining economic success with environmental and social commitment, we are able to retain our freedom to manage the company as an independent entity. Our customers and suppliers can therefore rest assured that we are the right choice for a long-term partnership.

Our company is driven by the innovative spirit of our employees coupled with the expertise we have gained from more than 30 years' experience in the field of vacuum technology. Our customers associate Schmalz with energy-efficient solutions and services, advanced technology and premium quality. As pioneers in vacuum technology, we succeed in this time and time again. We identify trends, come up with market-driven innovations and set the standards. In this way we support our customers heading towards Industry 4.0: we offer a variety of intelligent vacuum solutions which make processes more productive, efficient and flexible. 2015 Schmalz received an award for "Best Innovation System" of German industry.

Our company's readiness and capacity for change is important to us personally. We invest in technologies of the future and have also positioned ourselves successfully with our own subsidiaries in the most important international growth markets.

Our employees derive their dedication and loyalty as well as their motivation for outstanding performance from a modern corporate culture and the opportunity to share in our economic success.

You, too, can engage in a partnership that brings real competitive advantages in the long term – place your trust in Schmalz vacuum technology.

Dr. Dipl.-Ing. Kurt Schmalz  
Managing Director

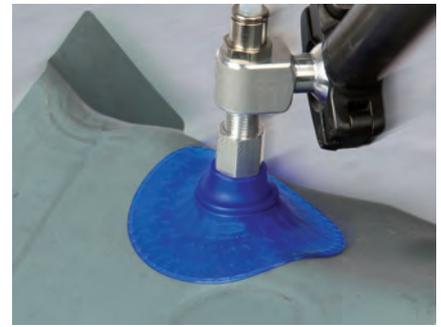
Dipl.-Ing. Wolfgang Schmalz  
Managing Director



Glattis Razor Blades, 1910



Vehicles, 1948



Vacuum technology since 1984



Schmalz Glatten

## Schmalz – a History of Innovation



Communications Center for Visitors and Employees

Our roots lie in southwest Germany; the company is headquartered in Glatten, in the beautiful northern part of the Black Forest. For us, it provides the perfect backdrop for inspiration and ongoing innovation.

This is where Johannes Schmalz founded the "Johannes Schmalz Rasierklingenfabrik" in 1910. The "Glattis" brand of razor blades was known throughout Germany for its excellent quality and was highly successful, selling up to 600,000 razor blades every month.

However, the proliferation of the electric shaver required the company to change its focus. From 1948 onwards, engineer Artur Schmalz led the company to further success by making innovative developments in the field of light motor vehicles. Schmalz supplied luggage trailers and mobile steps to airports all over Europe, while furniture factories integrated our workshop equipment into their production processes.

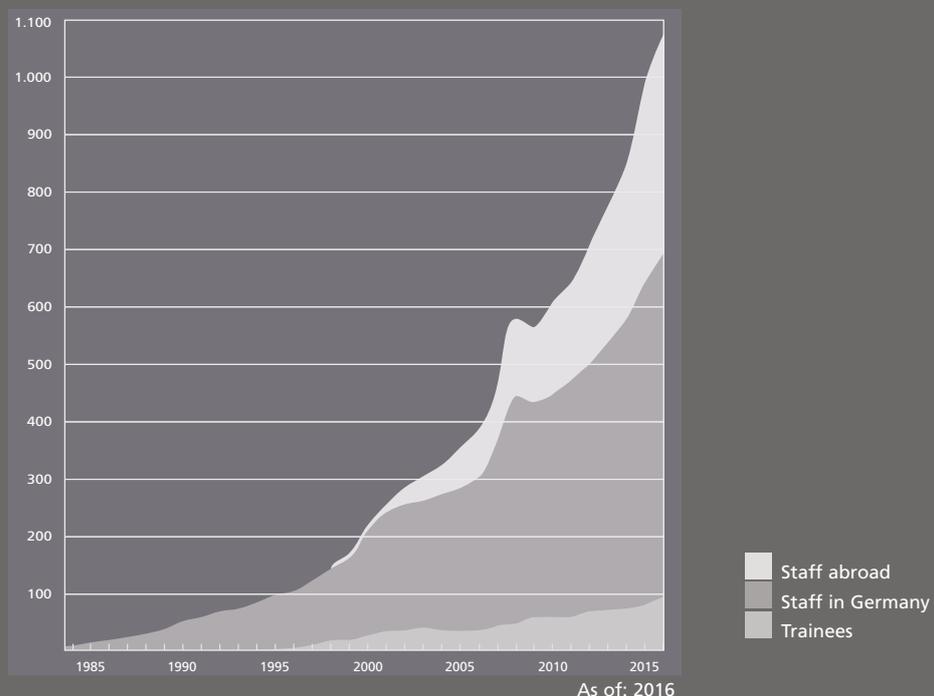
When Dr. Dipl.-Ing. Kurt Schmalz took over the management of the company in 1984, the company moved in a new direction and began to specialize in vacuum technology. In 1990, graduate engineer Dipl.-Ing. Wolfgang Schmalz joined the company's management. Together, the two brothers have transformed a company with a long tradition into the worldwide leading provider of vacuum technology.



## Dynamic Growth is our Passion

Founded:	1910 by Johannes Schmalz
Market importance:	Leading global supplier of vacuum technology in the areas of automation, handling and clamping technology
Business areas:	Vacuum components Vacuum gripping systems Vacuum handling systems Vacuum clamping systems
Employees:	More than 1,000 worldwide, 13 % trainees (in Germany)
Innovation indicators:	About 450 industrial rights chartered and granted 8.5 % of turnover spent on research and development
Locations:	17 Schmalz companies worldwide
Sales partners:	In more than 60 countries worldwide
Certifications:	DIN ISO 9001 (quality management) since 1994 DIN ISO 14001 (environmental management) since 1997 DIN ISO 50001 (energy management) since 2012 AEO C (authorized economic operator – customs simplifications) since 2012

Staff growth, worldwide, 1984 – 2016





## Worldwide at Home in many Industries

As a global supplier of outstanding products and services, we provide groundbreaking solutions to our customers in all industries and trades. We fully inspire customers wherever production processes can be made more efficient with the aid of vacuum technology.



To meet the specific demands of various industries, we offer vacuum components and system solutions in the fields of automation, handling and logistics.



### We focus on the following industries:

- Aerospace
- Automotive
- Baggage logistics
- Battery
- Chemicals/Pharmaceuticals
- Electronics/Solar
- Fiber composites
- Glass
- Logistics/Packaging
- Metal/Sheet metal
- Plastics
- Wind energy
- Wood



## Vacuum Components and Gripping Systems



Best Innovation System  
in German Industry

Vacuum components and vacuum gripping systems from Schmalz permit decisive productivity improvements in automated processes. Whether in mechanical engineering or in the robot industry – Schmalz customers in all areas of automation technology profit from our qualified system consultancy services and our groundbreaking, innovative solutions. The range of workpieces which can be handled with vacuum extends from easily damaged, small parts such as electronic chips or CDs to furniture elements or heavy sheets of steel.

Our specialists' expertise guarantees efficient and economical solutions for the automation of a process; from the individual components, to the complex gripping system, all the way through to the particular customer-specific application.



### Vacuum Components

- Vacuum suction cups
- Special grippers
- Vacuum gripping systems
- Mounting elements
- Vacuum generators
- Valve technology
- Switches and system monitoring
- Filters and connections

### Vacuum Gripping Systems

- Fully configured systems for industrial robots and portals, delivered ready for connection

# Vacuum Handling Systems

Vacuum handling systems from Schmalz rationalize and simplify production processes by facilitating easy and efficient workpiece handling. They feature functionality, safety and ergonomic operation in processes such as the loading and unloading of machines.



## Vacuum Tube Lifter Jumbo

Vacuum tube lifters are ideal for the frequent and rapid lifting and moving of cardboard boxes, sacks, barrels, and numerous other applications weighing up to 300 kg.

## Vacuum Lifting Devices VacuMaster

Vacuum lifting devices are the ideal tool for the ergonomic and safe handling of loads weighing up to several tons.

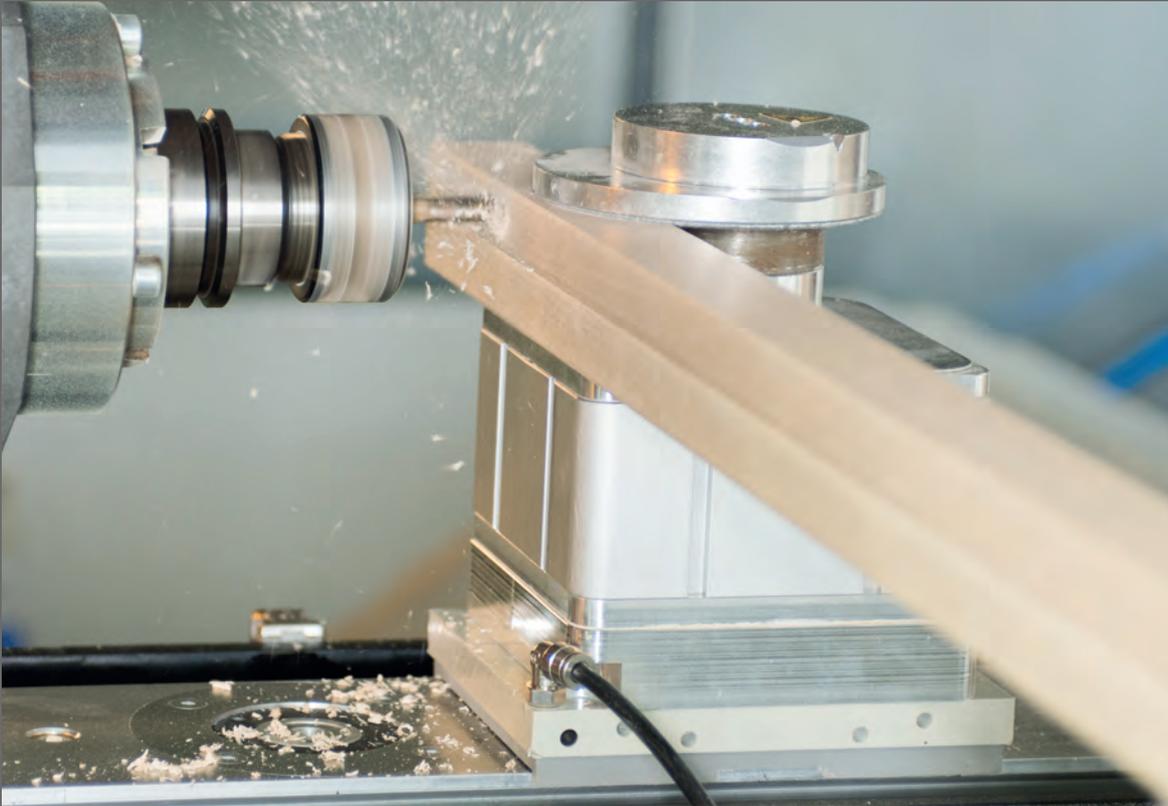
## Cranes and Crane Systems

Various working ranges, load classes and aluminum or steel crane rails facilitate their use in a variety of applications.

## Workshop Equipment

Workshop equipment provides invaluable support in trade and industrial production processes.

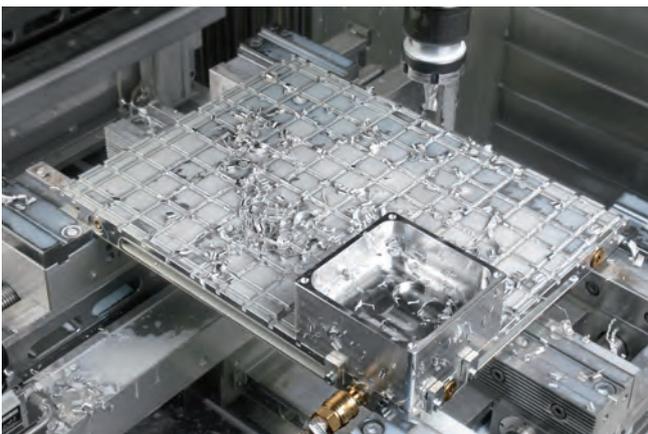




## Vacuum Clamping Systems

Schmalz vacuum clamping technology enhances the efficiency in production processes for CNC machine tools. Innovative ideas, numerous national and international trade mark rights, system diversity and customer focus have made Schmalz to the world market leader in the area of vacuum clamping technology.

We are the system supplier to the internationally leading manufacturers, who equip their CNC machining centres as standard with Schmalz clamping systems, thus ensuring maximum productivity for their customers.



### Clamping Solutions in the Areas of Wood, Metal, Glas and Fiber Composites

- Profitability through shortened set-up times
- Precise, secure and delicate clamping

### Modernising

- Retrofitting for consisting machines
- Set-up reduced by up to 80 percent



## Schmalz Services – Supporting you all the Way

Our expertise in providing systems together with years of experience in producing components gives you the real competitive advantage you need. Through a forward-thinking approach with a sharp focus on technological innovation and functional performance, we ensure economic and efficient processes.



### Consultation

Individual project planning due to qualified consultants – profit from our experience.



### Operation

Schmalz service technicians optimize the performance capability and availability of your systems from energy efficiency assessments up to condition monitoring systems.



### Procurement

Attractive terms and reliable delivery service – Schmalz provides security for all your purchases. We are there for you 24 hours a day at our online shop.



### Training

We impart knowledge in the Schmalz Academy – carefully tailored to the needs of your employees.



### Start of Operations

We support you during the start of operations and assist you throughout the entire process.



### Repair Service

The vacuum specialists of the Schmalz Group assist you in emergencies worldwide – quick and straightforward.



Best Employers in Germany  
2015, 2012, 2009, 2004



Axia Award 2009  
Category Staff Management

## Enthusiastic Employees Make an Unbeatable Team

With their entrepreneurship, effectiveness, know-how, productive efficiency and competence, our employees make a major contribution to the success of our company. Their enthusiasm results from a corporate culture that combines the familiar atmosphere of a medium-sized company with the dynamic of an international world market leader.

The employees' steering committee acts as an important link between the management and the employees. In this committee the employees' representatives of all departments meet regularly to discuss with the management about the employees' needs. Together they have implemented a lot of measures for better working conditions that way already.



### LIFE+ benefits package

Schmalz provides its employees with all-around support. LIFE+ is a comprehensive benefits package that addresses all areas of employees' lives.

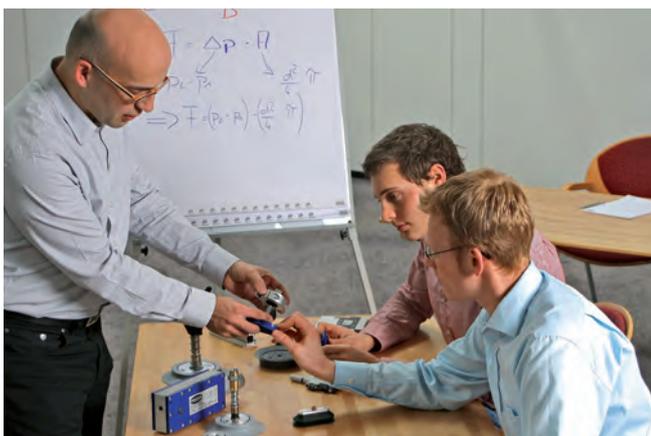
Schmalz is offering a range of benefits for its employees in each of the areas of "Finances & Security", "Future Prospects & Education", "Health & Well-being" and "Family & Leisure Time". Employees have the option to actively participate in and thus benefit hugely from what is being provided. A young team, a social and ecological vision, technically sophisticated products and an international environment are also the foundation for a modern working atmosphere.

# Training and further Education at Schmalz

## Goal-oriented, intensive and exemplary

In Germany Schmalz offers 15 future-oriented apprenticeships for various officially recognized trades and also degree programs at cooperative universities. In addition to gaining a specialist qualification, trainees are taught how to work independently as well as in a team, and about social and ecological responsibility as part of the wide-ranging and practice-oriented apprenticeships.

A key factor in global competition is the international orientation of apprenticeships: We offer our students the opportunity to spend a period of time abroad.



### Schmalz Academy

With more than 200 seminars per year, the Schmalz training centre offers an outstanding range of programs for the professional and personal development of our employees. Intensive funding and training programs allow us to offer an insight into the latest research and new perspectives on an ongoing basis. The Schmalz Academy makes our employees well-equipped for the future.



Awarded a prize for excellent education



Excellent Knowledge Organization 2009



## Sustainability in Practice

Schmalz operates sustainable: economic success combined with ecological and social engagement

Schmalz has made the principle of sustainable entrepreneurship its corporate objective. We think long term and not just quarter by quarter. Economic success, environmental responsibility and social commitment are closely interwoven at Schmalz.

These values play a central role in our strategy – we bundle our activities in the Schmalz ecoSYSTEM. ecoSYSTEM encompasses long-term stability, resource-efficient products and processes, and fairness towards customers, employees, suppliers and society.

The special importance of sustainability is also reflected in our corporate principles. The company management and employees are requested to think and practice business with environmental awareness. This allows us to continuously increase the efficiency of our products and processes.

Our exceptional dedication has gained wide recognition and has been rewarded with numerous awards.



Axia Award 2014  
Category Sustainable  
Company Management





Schmalz children's holiday program

## Socially Engaged

### Schmalz realizes social responsibility

Supporting our employees and their families around the world is as important to us as social engagement in the local communities where our subsidiaries are situated. The company supports a number of charitable and cultural organizations, as well as clubs and associations such as the Mukoviszidose e.V. – the German Cystic Fibrosis association – a children's home in India and a school project in Namibia.

Along with direct financial donations, we also support charitable activities in other ways. For example, we donate functioning computers to schools in the region and in developing nations. During the summer holidays we offer a holiday program for our employees' children with professional caretakers. Trainees and their supervisors teach children in regional schools and kindergartens. Wherever possible we encourage voluntary commitments of our employees.

#### Schmalz Kinderwelt

An own company child care center makes it possible for young parents to quickly return to their careers. Schmalz Kinderwelt is primarily focused on the professional care of small children and has flexible opening times.

#### Training initiative

Through a training initiative, we offer career opportunities to graduates of the special education centers in the region. As the founders of this initiative, Schmalz has been able to partner up with a wide number of mid-sized companies, special education centers, the Employment Agency in Freudenstadt as well as the Chamber of Industry and Commerce Northern Black Forest.



# Protecting the Environment

For Schmalz, environmental protection has long been a high-priority corporate objective and is part of our daily working practice. Ecological considerations such as energy and resource efficiency are an integral part of product development, the design of production processes and industrial operations.

Even in the energy sector environmental protection is part of the Schmalz tradition. Renewable energy sources are implemented in considerable scope, and the conservation of resources forms part of our overall environmental protection model.

A multitude of environmental awards and our certifications according to DIN ISO 14001 (environmental management) as well as DIN ISO 50001 (energy management) illustrate our exemplary dedication.

As a positive energy company, Schmalz generates more electricity and heat from renewable sources than the company needs for itself.



BDI Environmental Prize 2004



European Business Award 2004



Winner of European Award for Solar 2007

## Renewable energy generation

- Photovoltaic (electricity generation)
- Solar (hot water generation)
- Wind (electricity generation)
- Hydro-power (electricity generation)
- Wood chip recycling (heat generation)

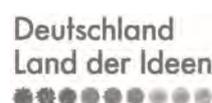


## Resource conservation

- Heat recovery
- Rainwater usage
- Material separation (over 99% recycling rate)
- Energy and load management

## Ecological trail project

With our activities, we would like to sensitize people and raise public awareness on acting ecologically. Therefore we present the full extent of our activities on our ecological trail. On the trail, individuals, companies, schools, clubs and associations can learn about a diverse range of environmental practices and find out how to take advantage of their positive effects.



Selected Place 2009  
Category Ecology



## Schmalz Worldwide

On-site expertise in more than 80 countries

### Schmalz Subsidiaries

#### Canada

Schmalz Vacuum  
Technology Ltd.  
Mississauga

#### China

Schmalz (Shanghai) Co. Ltd.  
Shanghai

#### Finland

Oy Schmalz Ab  
Vantaa

#### France

Schmalz S.A.S.  
Champs-sur-Marne

#### Germany

J. Schmalz GmbH  
Glatten

#### India

Schmalz India Pvt. Ltd.  
Pune

#### Italy

Schmalz S.r.l. a Socio Unico  
Novara

#### Japan

Schmalz K.K.  
Yokohama

#### Mexico

Schmalz S.de R.L. de C.V.  
Querétaro

#### The Netherlands

Schmalz B.V.  
Hengelo

#### Poland

Schmalz Sp. z.o.o.  
Suchy Las (Poznan)

#### Russia

Schmalz Representation  
Moscow

#### South Korea

Schmalz Co. Ltd.  
Goyang

#### Spain

Schmalz S.A.  
Erandio (Biscay)

#### Switzerland

Schmalz GmbH  
Nürensdorf

#### Turkey

Schmalz Vakum  
San. ve Tic. Ltd. Şti.  
Istanbul

#### United States

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