



# The Schmalz Company

[WWW.SCHMALZ.COM](http://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 components and robotic gripping systems as well as 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

to 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. 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 1700 employees at 23 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. We develop solutions for the digitally networked factory and innovative grippers for industrial and lightweight robots. 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

# 112 years

in family hands.

**1910**

**Foundation of the company**

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

**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.

**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.

**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 boasting 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.

2016

**1000 employees**  
The company enjoys dynamic growth, with the one thousandth employee joining Schmalz.

2019

**Innovation is our drive**  
Products for industry 4.0, grippers for cobots & co., bin picking solutions: Innovation is in our blood and is the driver for our growth.

2020

**Sustainable success**  
Schmalz is awarded with the German Sustainability Award as one of the three most sustainable medium-sized companies in Germany.





J. Schmalz GmbH, Germany



Schmalz India Pvt. Ltd., India



Schmalz K.K., Japan



Schmalz Inc., USA



Schmalz (Taicang) Co. Ltd., China



# 80 *countries*

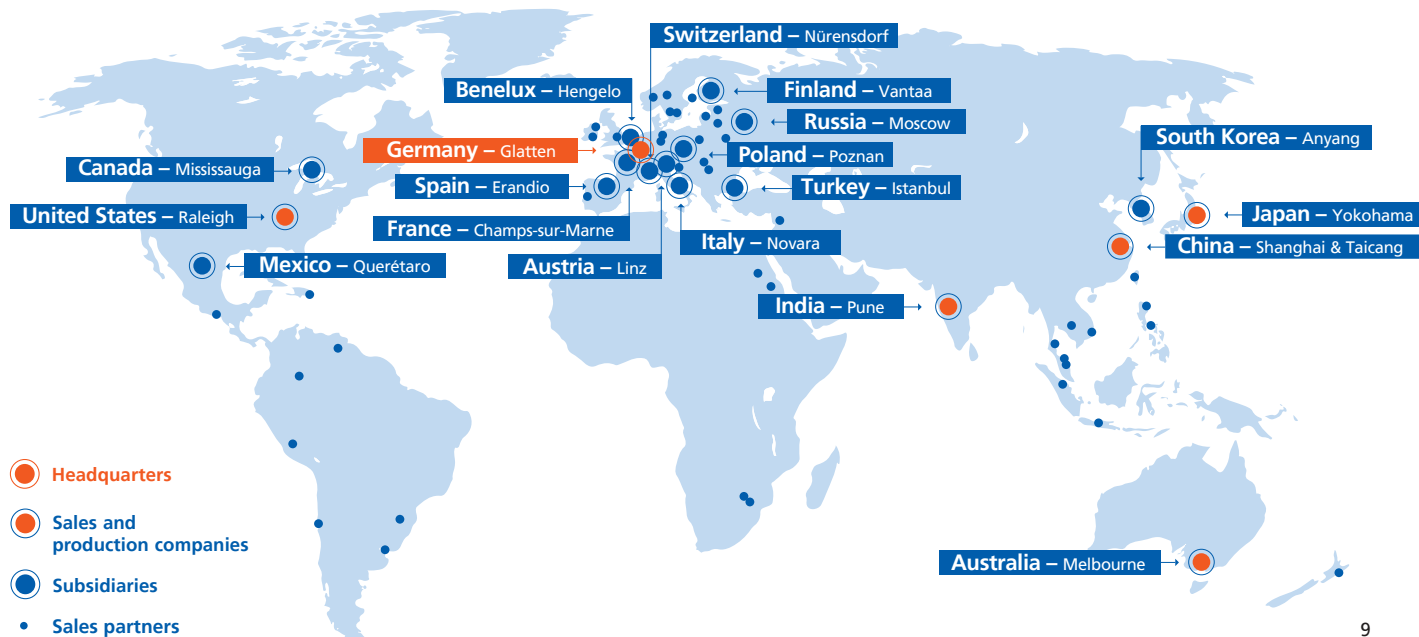
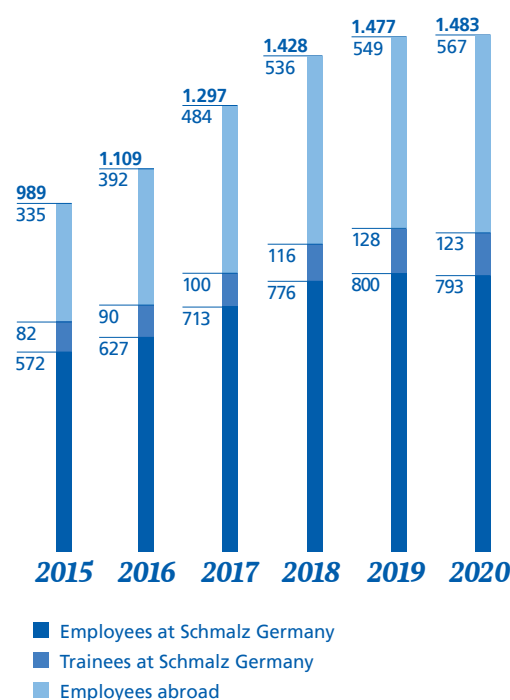
worldwide to be on location for our customers.

## Dynamic growth

Schmalz has enjoyed very dynamic growth for decades – and all over the world. With 23 locations and numerous sales partners, the company has a presence in more than 80 countries. Schmalz currently employs around 1700 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.



# 15 industries

and countless innovative solutions for our customers.



AEROSPACE



AUTOMOTIVE



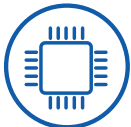
BATTERY



CHEMISTRY



COMPOSITE



ELECTRONICS



HYGIENE



GLASS



LOGISTICS



METAL



PACKAGING



PLASTICS



SOLAR



WIND ENERGY



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.

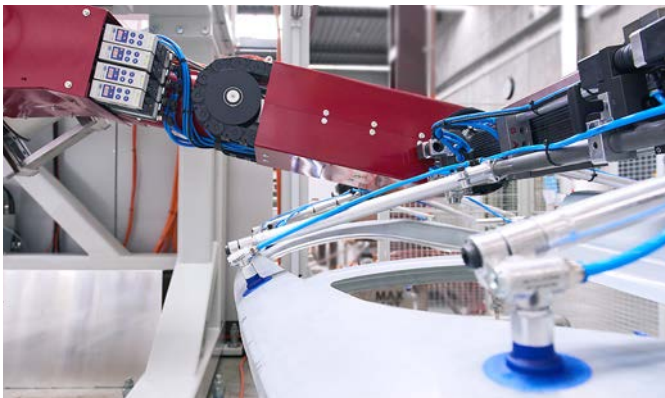




Logistics



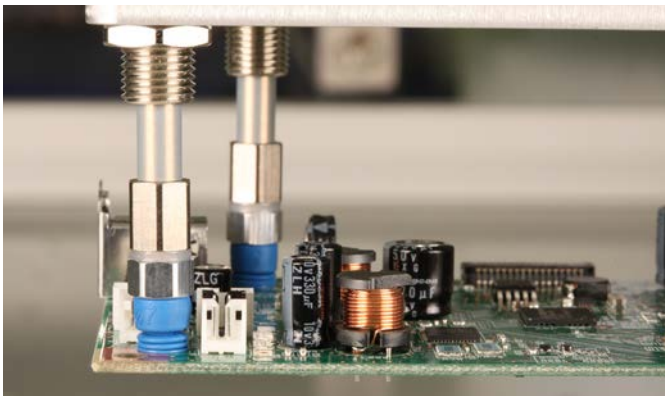
Glass



Automotive



Wood



Electronics



Metal / metal sheet



Food / packaging



Wind energy

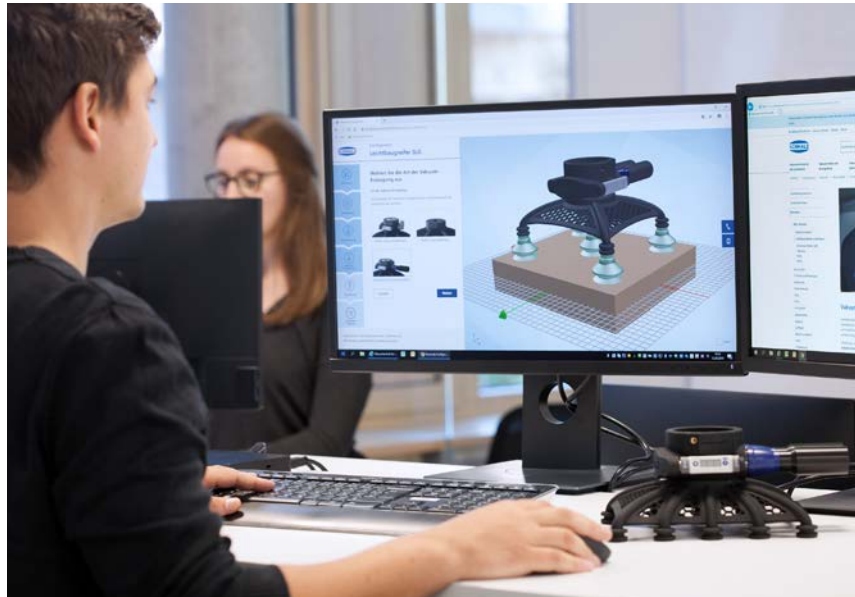
# Shaping the future.

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. This is also how the new lightweight gripper SLG was created, which is easily configured online and then manufactured by additive 3D printing.



2  
million

**robots will be newly installed  
worldwide until 2022 <sup>2)</sup>**

Whether bin picking, human-robot collaboration or automated assembly line production – robots have become indispensable in industrial manufacturing. Schmalz develops innovative robot grippers and solutions which are intelligent, flexible and plug-and-work capable. And this for all common cobots, lightweight and industrial robots on the market and for a wide range of applications.

<sup>2)</sup> Source: IFR 02-2020





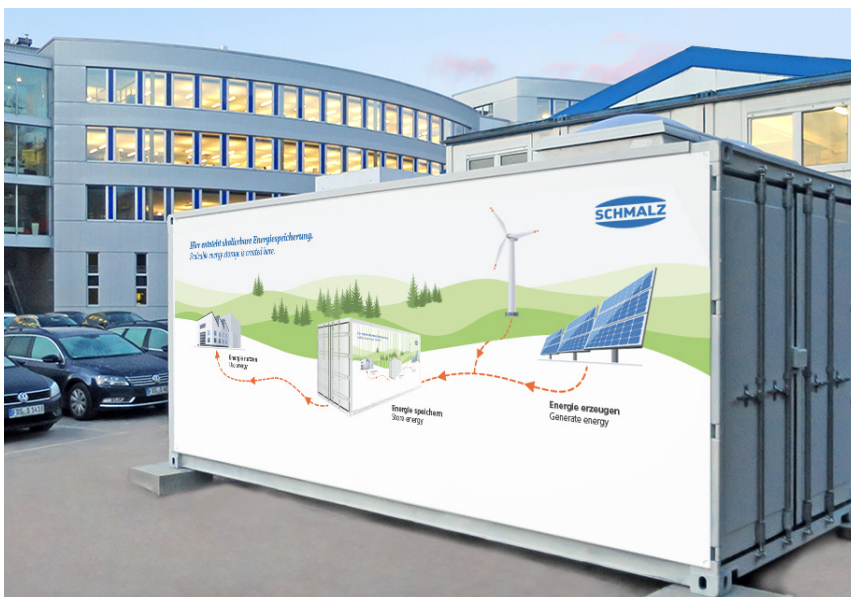


# 44 parcels

on average every German gets per year. <sup>1)</sup>

The online mail order business is washing up rapidly: billions of parcels are sent worldwide every year. Working in parcel logistics involves standing for a long time, bending over frequently and uniform movements. Schmalz develops ergonomic lifting aids such as the tube lifter JumboFlex and sets trends: equipped with the new multi-gripper, it effortlessly transports cartons of different sizes and qualities.

1) Source: Pitney Bowes, 10-2020



# 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 self produced redox flow battery stacks and systems.





# 6000 *components*

for reliable automation.

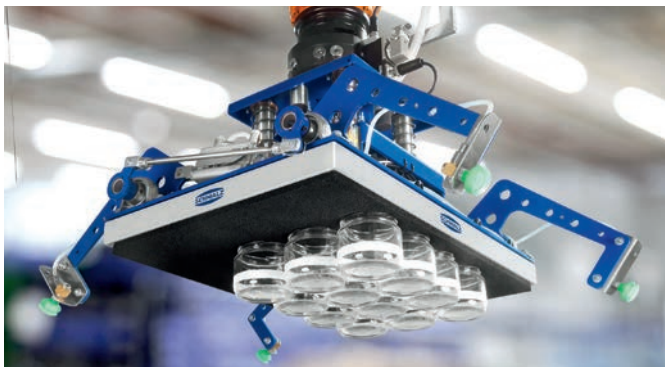
## BUSINESS UNIT VACUUM AUTOMATION



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-and-work capable 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. Also other 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*

foresight 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 communi-

cation 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 14 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 for the sixth time, most recently in 2021.



## 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.

# 100percent

**commitment to economic prosperity, ecological awareness and social responsibility.**

## **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: Because Schmalz produces carbon neutral in Germany the company's products have a much smaller carbon footprint than comparable products on the

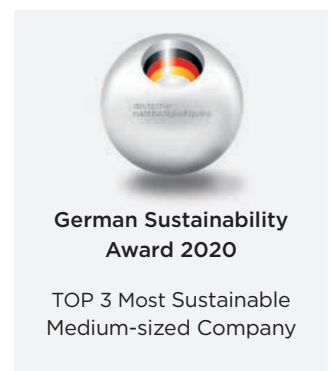
market. In addition, Schmalz ensures efficient handling of the used resources, in everything from product development to daily operation and product recycling.

## **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







# ***What we value.***

## **We speak the language of our customers.**

The customer is the focus of all that we do. As a handling systems 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 planning, installation and start of operations to inspection and maintenance. And they do so all across the globe.

This is Schmalz.



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