

AUTOMATION TECHNOLOGY ENGINEERING INDUSTRIAL TRADE INDUSTRIAL SERVICE TECHNICS

WE DELIVER **SOLUTIONS.**

A man in a blue uniform is working on a server rack. He is using a power drill to work on the cables. The server rack is filled with various cables and components.

WHAT MAKES BLUMENBECKER DIFFERENT FROM ALL THE OTHERS?

WE DON'T JUST APPLY OUR
KNOWLEDGE.
WE SHARE IT WITH YOU.

Worldwide competition means that your industrial production must be of the highest possible standard. It must be fast, flexible, inexpensive and reliable. That is why you need partners who are just as flexible, innovative and expert in their field as you are.

*»Tailor-made,
customised solutions
coupled with the best
possible service.
That is Blumenbecker.«*

With a wide range of products and services, the Blumenbecker Group assists you in achieving your goals. All of our activities, including the automation of plants and machinery, the development of innovative ro-

botic solutions, the supply of products from C parts to machine tools, the inspection, maintenance and repair of your plants, and special-purpose machine building, are supplied from a single source – worldwide.

But perhaps most importantly, we regard ourselves as a partner to our customers. For that reason we attach so much importance to maintaining a dialogue with you. Only when we take the time to consider your questions, can we be sure to give you the right answers.

These answers also entail us passing on our specialist knowledge to you, thus allowing you to enjoy an added value, one that will serve you well in the future. Tailor-made solutions coupled with the best possible service. That is Blumenbecker. ■



INTERNATIONAL COLLABORATION

With branches in nine countries across three continents, it is no surprise that international project teams are rather common at Blumenbecker. Indeed, Blumenbecker's employees come from many different countries, speak different languages, and have very different cultures. All of which is good for the customer.

Because whatever the local conditions, whether in China or the Ukraine, we are already familiar with them. Moreover, we employ labour in the local region, providing them with the necessary intensive training, which means that we are able to offer you the same high technical standards, wherever you are in the world.



YOU WILL FIND US
**WHEREVER YOU
NEED US.**



- BLUMENBECKER locations
- Worldwide customer projects

OUR SERVICES AT A GLANCE.

AUTOMATION TECHNOLOGY

Key Activities:

- | Plant automation
- | Machine automation
- | Switchgear production
- | Programming
- | Visualisation
- | Worldwide assembly and commissioning
- | Electrical engineering supplies

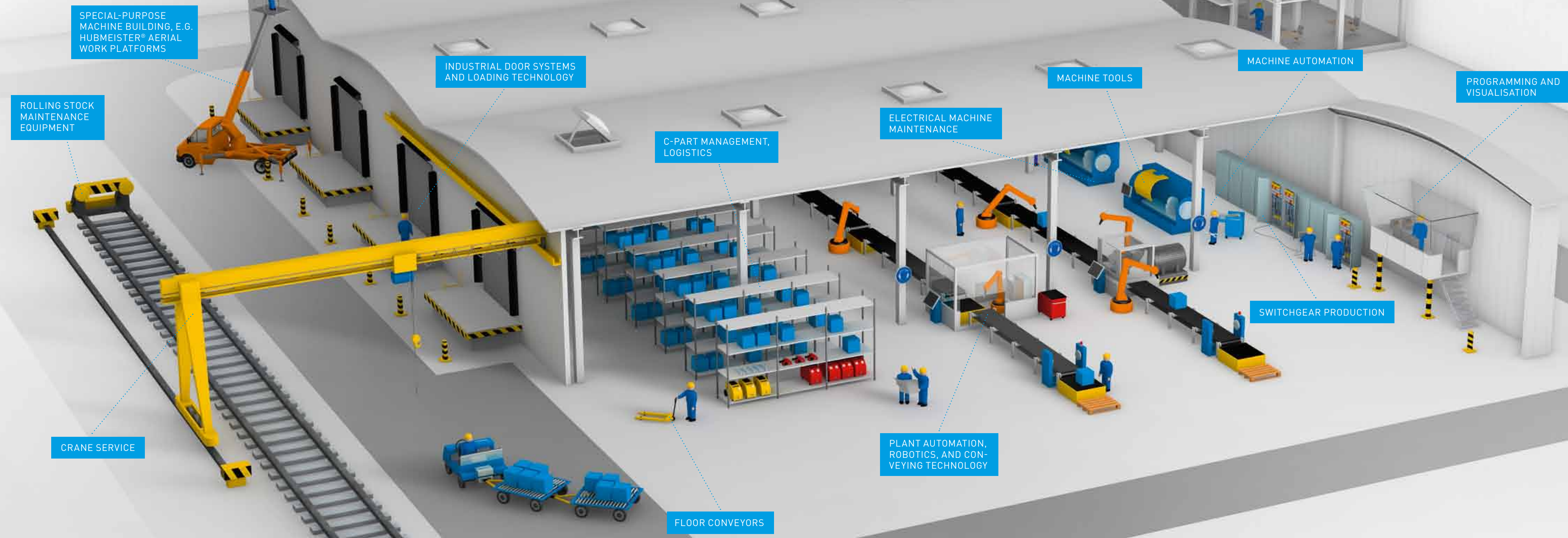
ENGINEERING

Key Activities:

- | Control engineering
- | Drive engineering
- | Visualisation and process control
- | Data logging systems
- | Robot and handling systems
- | Conveying systems
- | Worldwide commissioning and online service

Key Sectors:

- | Conveying systems
- | Extrusion
- | Storage technology



ROLLING STOCK MAINTENANCE EQUIPMENT

SPECIAL-PURPOSE MACHINE BUILDING, E.G. HUBMEISTER® AERIAL WORK PLATFORMS

INDUSTRIAL DOOR SYSTEMS AND LOADING TECHNOLOGY

C-PART MANAGEMENT, LOGISTICS

ELECTRICAL MACHINE MAINTENANCE

MACHINE TOOLS

MACHINE AUTOMATION

PROGRAMMING AND VISUALISATION

SWITCHGEAR PRODUCTION

PLANT AUTOMATION, ROBOTICS, AND CONVEYING TECHNOLOGY

FLOOR CONVEYORS

CRANE SERVICE

OFFICE AND FACTORY EQUIPMENT

INDUSTRIAL TRADE

Key Activities:

- | Tools
- | Power tools
- | Welding technology
- | Machine tools
- | Machining
- | Measurement systems
- | Factory equipment
- | Roller bearings/drive engineering
- | Work health and safety
- | E-procurement
- | On-site commissioning
- | Repair service
- | Web shop
- | 24-hour service

INDUSTRIAL SERVICE

Key Activities:

- | Maintenance and repair of industrial plants and machinery
- | Electrical motors, generators and pumps
- | Crane modernisation and automation
- | Industrial door systems and loading technology
- | Performance of legally required inspections
- | Expert approvals
- | Assembly/disassembly of plants and machinery

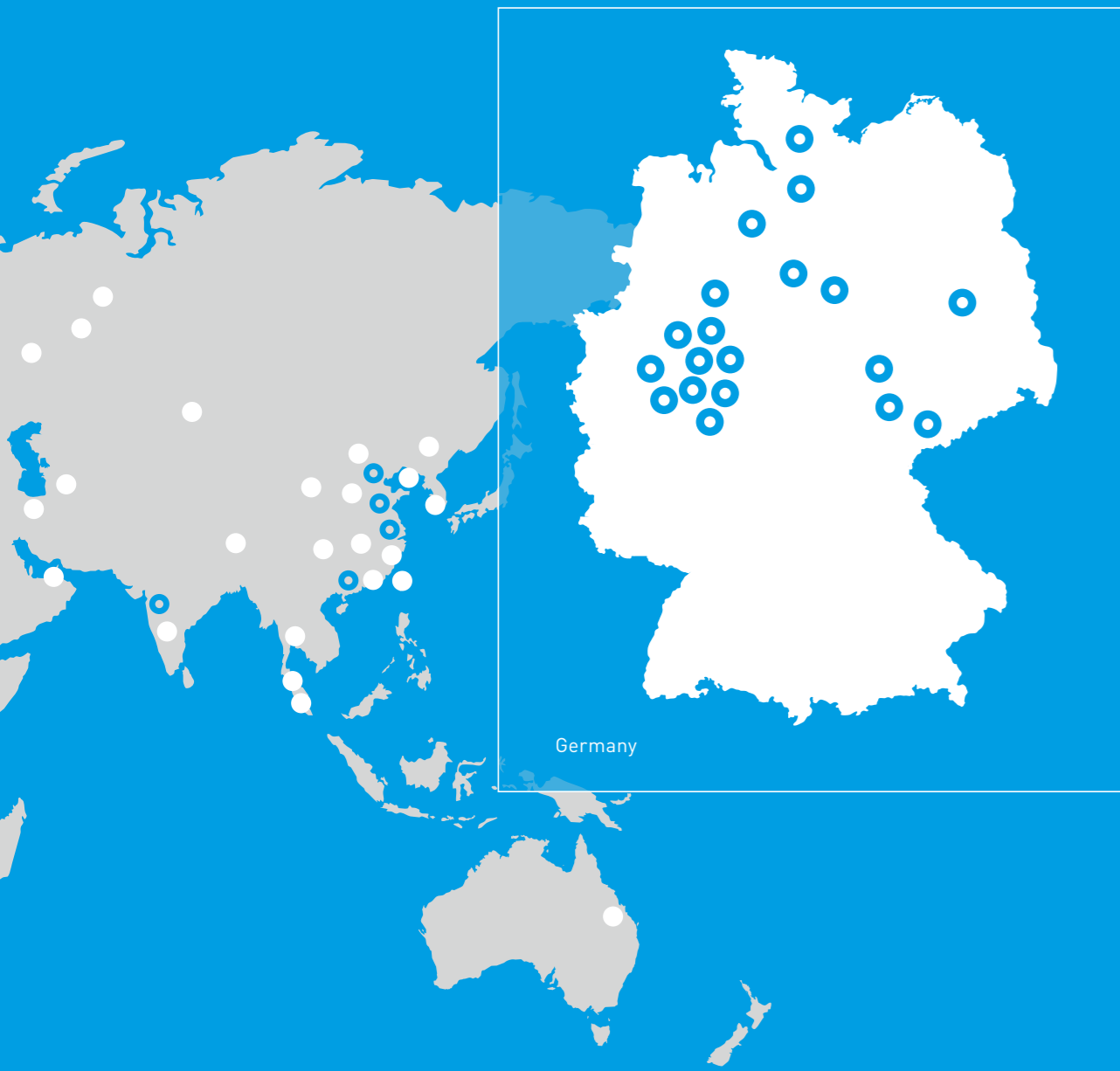
TECHNICS

Key Activities:

- | Maintenance equipment for rolling stock
- | Control engineering and power distribution
- | HUBMEISTER® aerial work platforms
- | Airport ground equipment
- | Crane and industrial door service



WE KNOW WHAT SWITCHING IS ALL ABOUT – AUTOMATION TECHNOLOGY



■ The field of control engineering is as broad as the areas of application in which it is employed. What it certainly requires is plenty of experience and know-how. And our engineers and technicians prove time and again, day in day out, that they have what it takes.

We develop solutions that meet your requirements after conducting an intensive dialogue with you. From individual switchgear units to highly complex systems, we produce and install a wide variety of switchgear installations to suit your needs, in both individual and serial production, in compliance with all relevant standards and regulations.

By constructing switchgear units in our own production facilities, we offer you complete solutions from a single source. The close proximity of the construction department to the switchgear production facility guarantees that any design modifications can be rapidly implemented.

With our modular B-Connect partner system, we offer you a wide range of service modules, ranging from the assumption of standard tasks in production and series and variant manufacturing all the way to complete business process outsourcing.

Moreover, we perform the entire spectrum of automation and control engineering activities, from customer-specific hardware planning to compiling documentation with CAD systems, from creating software for programmable logic controllers and computer-controlled switchgear installations to worldwide commissioning services. ■

WHAT MAKES YOUR SOLUTIONS UNIQUE?

THEY INCREASE OUR CUSTOMERS' COMPETITIVENESS.

INDIVIDUAL SOLUTIONS THAT WORK FLAWLESSLY.



BENEFIT FROM OUR KNOW-HOW

Blumenbecker delivers a full range of automation services – ranging from consulting and development of solutions to software development and extending to switchgear production and commissioning.

DEVELOPMENT

Taking into consideration customer specifications, we design and configure the electronic modules for the installations. Our collaborative partnership with you enables us to develop the most cost-effective solution.

PROGRAMMING

We employ a number of standards, such as Siemens, Rockwell and Schneider Electric (including associated visualisation) as well as all common bus systems and components.

TAILOR-MADE SOLUTIONS – ENGINEERING



DO YOU ALSO
PERFORM MORE THAN
JUST SUBTASKS?



Engineering by Blumenbecker means: solutions for your facilities that are not simply off-the-peg, but tailor-made to meet your requirements. Solutions that, time and again, keep setting standards through their innovative power.

We provide you the entire automation chain in manufacturer-independent hardware form. Thanks to the broad-based know-how our employees have at their disposal, we are able to answer virtually any question relating to the design and implementation of your new installations or concerning refits and upgrades to your existing facilities. With subsidiaries in numerous countries, we accompany you and your automation projects wherever you are in the world, supporting you in the face of global competition.

Our engineers and technicians work in close cooperation with you towards optimising your particular processes and production procedures, integrating new and existing machines and robots, developing the necessary automation solutions, and programming the appropriate software. One of our main fields is conveying technology.

We realise complex industrial networks for you and integrate them into your company network. In close cooperation with leading robot manufacturers, we develop the optimum solution for your individual purpose, which entails programming and

advanced positioning techniques and construction of special robot components.

We are your partner when it comes to visualising processes, from fault-reporting and data input systems to local screen displays and central control systems. Additional services include the deployment of operating systems for optimising man-machine communication and operating data acquisition using database-oriented systems.

UPON YOUR REQUEST
WE CAN ALSO
ACT AS INTEGRATOR.



COMMISSIONING

It goes without saying that we also provide services like start-up monitoring, availability testing and process optimisation, to facilitate rapid integration of installations into the production process. Our services include shift supervision by our engineers and technicians as well as the training of your employees.

ROBOTIC HIGHLIGHTS

- | MACHINE VISION AND ROBOTICS
- | LASER WELDING CELLS
- | BIN PICKING

WE DEAL IN YOUR BEST INTERESTS – INDUSTRIAL TRADE

■ **Anybody can sell catalogue products, but we regard ourselves as more than just purveyors of industrial supplies. By discussing your needs with you, we devise solutions that precisely meet your production requirements.**

With first-class quality materials and workmanship and functionality that conforms with the latest technical standards, our parts offer long durability at favourable terms.

More than 100,000 different articles – all of them available online as well – are processed at the modern packaging line in our central warehouse. As your system partner for machine tools and machining technology, we support you in your planning phase, by making suggestions based on your specifications for tools, machines, control engineering, and clamping and measuring equipment. We also construct special fixtures for your machines and provide support during installation. As a partner of leading manufacturers, we only supply precision solutions of the highest quality.

When purchasing C parts, our tailor-made e-procurement solutions save you both time and money. Whether you wish to integrate additional suppliers or interface with your inventory control system – we are sure to find the appropriate solution to meet your requirements.

Our large warehouse stock, coupled with efficient logistics and the systematic selection of additional suppliers, means that we are able, like virtually no other company, to provide you with a fast and smooth supply flow.

In addition to our extensive product and service range, we also maintain an after-sales service, something which is not so widespread in industrial trade. Our external sales force and application technicians offer a joint range of service activities, including repairs, maintenance, on-site consultancy, commissioning, rental, and space planning for plant fittings. ■

**OUR THREE-BRAND STRATEGY:
THE RIGHT PRODUCT FOR EVERY BUDGET,
ALWAYS IN TESTED QUALITY**

- | MANUFACTURER BRANDS
- | TRADE BRAND
- | PRIVATE BRANDS



DO YOU ONLY SELL MACHINES FROM THE CATALOGUE?

NO, WE OFFER SYSTEM SOLUTIONS BASED EXACTLY ON YOUR REQUIREMENTS.

YOUR BENEFIT: SHORTER PROCESSING TIMES AND BETTER COST EFFECTIVENESS.



**EVERYTHING FROM
A SINGLE SOURCE**

As a full range supplier, we offer you everything from hammers to machine tools – a full range of industrial supplies from a single source.

WE CARE ABOUT YOUR FACILITIES – INDUSTRIAL SERVICE



■ **Maintenance, inspection and repair of industrial machines and plants – that is what the more than 200 highly skilled, and above all highly motivated employees in the Industrial Service division take care of.**

With their specially equipped service vehicles, they guarantee that your motors, generators, pumps, cranes, industrial doors, lifting platforms, floor conveyors, load-carrying equipment and other systems are always operating at their highest performance level.

Our employees receive regular praise from our customers for their technical knowledge, flexibility, and readiness to perform. Not without reason, because we consider ourselves as more than just contractors – together with you, we actively develop tailor-made suggestions and strategies, designed to preserve the value of your investment.

Our numerous locations make up a comprehensive service network for your plants. Our service employees are all skilled, SCC-certified technicians who possess all the required qualifications and receive regular additional training. This ensures that their knowledge and skills always reflect the latest technical standards.

Our experts conduct the numerous inspections required by law and perform any necessary repairs immediately.

Major repairs are performed in our repair workshops, which are all equipped in line with the latest technological standards, including a pyrolysis oven, vacuum impregnation system, and computer-controlled balancing bench. We only use the most modern measuring equipment and methods. Of course, we also provide you with comprehensive documentation of all work performed. All the important process steps are documented by data loggers.

We are also your reliable partner when it comes to planning, installing and automating your cranes and crane systems. ■

WHY CAN I RELY ON YOUR TECHNICAL EMPLOYEES?

ALL OF OUR TECHNICAL STAFF POSSESS SCC CERTIFICATION.



ALL MAKES

In addition to drive motors of all makes, shapes and types our specialists also repair pumps, welding machines, electromagnets and other electrical equipment – independent of manufacturer.

COMBINED COMPETENCIES – TECHNICS

Blumenbecker Technics offers professional services and convincing products. Control engineering, crane refits and service, industrial maintenance and repair, rolling stock maintenance equipment, mobile aerial work platforms and airport ground equipment – all taken care of by more than 100 employees at four locations.

Many companies have come to rely on our longstanding experience; they appreciate the active advice we give even before any order is placed, ensuring joint development of the best solution.

We provide all types of low-voltage power distributors, according to your requirements – from professional systems to basic solutions. We hold certifications from Siemens, Möller, Striebel and Rittal and can supply you with controllers, frequency inverters, radio remote control units, power distributors and TSK switchgear systems for low-voltage use up to 6300A.

We also offer you a tailor-made service for your cranes, industrial doors, lifting tables, and more. We advise in the run-up before purchasing new equipment and are available to perform any inspections, maintenance and repairs.

And if a standard product isn't sufficient, we can devise custom solutions in the fields of aerial work platforms, rolling stock maintenance and airport ground equipment.

Under the name of our private label, HUBMEISTER®, we offer you a wide range of aerial work platforms for lorries and transporters. HUBMEISTER® aerial work platforms feature reliable operation, they are robust, require low maintenance, and are service friendly. From two-arm articulated masts for small transporters or vans to telescopic aerial work platforms with basket masts for 18-tonne lorries – you will find that we can provide the right solution for any vehicle and application. Our service technicians and 24-hour emergency callout service ensure a smooth customer care process.

We also have long experience in planning and constructing workshop equipment for domestic and international railway companies and have been developing and building equipment for airports for more than 30 years.



FROM EVERYDAY USE – FOR EVERYDAY USE

HUBMEISTER® is the name of a line of aerial work platforms which is oriented completely towards the requirements of everyday working use. In addition to a comprehensive range of standard features, we also supply a wide variety of options for special solutions.



QUALITY

Strict compliance with manufacturer specifications and the best possible quality of our switchgear systems are essential to us. To this end, we rely on constant quality controls according to DIN ISO 9001, modern production facilities and the experience of our personnel.



WHATEVER THE TASK: WE DELIVER SOLUTIONS.

Are you planning to relocate your production facilities? Do you want to modernise an existing plant? Do you need somebody to inspect, maintain or repair your plants and machinery? Do you require machine tools or factory equipment? Are you looking for a reliable

partner for factory or process automation or innovative robot solutions? Whatever it is you are looking for – Blumenbecker is your reliable and professional partner, who is always there for you. Our various divisions offer you a wide range of services from under the same roof.

WHAT IS IT ABOUT A FAMILY COMPANY THAT MAKES IT SO SPECIAL?

FOR US, VALUES ARE MORE IMPORTANT THAN WORDS.

■ Reliability, adherence to deadlines, quality consciousness, customer proximity, and a constant openness to listen to our customers' wishes – these are the values that have characterised Blumenbecker since it was first established about 90 years ago.

Since then, the company has gone on to develop from a craftsman's workshop to an industrial group with international operations, employing more than 1,000 people in 20 highly specialised subsidiaries.

Indeed, much has changed since Theodor Blumenbecker first started his armature winding business in 1922. But one thing has remained constant: we want to be a reliable and independent partner for our customers.

This is why we are not organised as a centralised group but as a group of companies, each of which has the freedom to act on its own judgement and has the authority required to make decisions. We rely on the knowledge, experience and powers of judgement of our management personnel at each site, because we know that market familiarity, customer proximity and flexibility are decisive factors of our sales markets, and that these vary widely in terms of their products and regions.

As a family company in its third generation, we feel committed to the values that have helped us to grow into what we are now and that we have laid down in our company philosophy. We are accustomed to thinking beyond the immediate future and attach great importance to long-term customer relations, based on a constructive and tenable partnership.



ASTRID BLUMENBECKER
Majority shareholder

»Blumenbecker lives a company culture that favours change and constant innovation, with the aim of continually improving our products and processes.«

Our intensive dialogue with you is an essential part of this philosophy: listening to you, finding the right answers, and realising our solutions reliably and in keeping with deadlines. In this sense, we are dedicated to working together with you to ensure that you increase your productivity and maintain the value of your investments. ■



QUALITY IS ONE OF OUR QUALITIES.



Our quality principles are based on a philosophy whose aims go far beyond the legally prescribed standards. Because for us, quality consciousness does not stop once minimum standards have been met.

At Blumenbecker, quality begins the very first time we talk to a customer. Because only when we know your precise needs and requirements, are we able to apply our technical knowledge to your full benefit. Which is why a dialogue with you is of central importance, to enable us to maximise the advantage you have from our know-how.

A special quality and environment manager monitors compliance with the DIN EN ISO 9001 quality standard.



MANFRED WUNDERLICH
Quality and environment manager

OUR QUALITY PRINCIPLES:

- | CUSTOMER SATISFACTION
- | QUALITY RIGHT FROM THE START
- | READINESS TO PERFORM
- | COST-EFFECTIVENESS

Whether manufacturer seminars or internal training: Our employees are obliged to take part in constant further training to ensure that they remain up to date with technology, thus giving you the quality that you expect.

As you would expect, all branches and divisions of the Blumenbecker Group, as well as the head office in Beckum, have all the relevant certifications.

This is why we are constantly committed to improving the quality of our products and services.

WHERE CAN I FIND OUT MORE ABOUT YOUR COMPANY?

JUST CALL US OR VISIT US ON THE INTERNET.

www.blumenbecker.com

WE ARE LOOKING FORWARD
TO YOUR QUESTIONS.