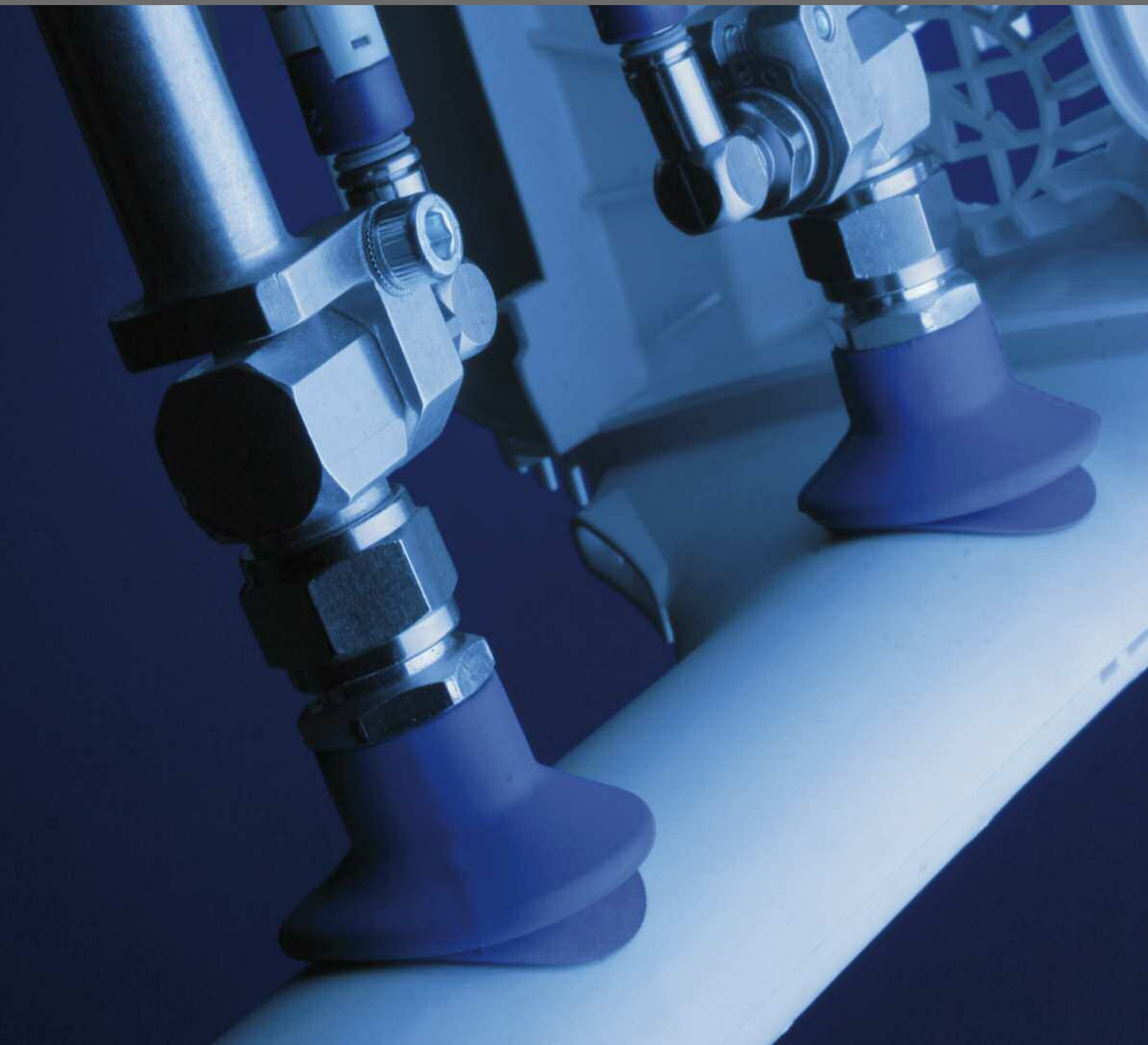




World of Vacuum Technology
Schmalz – The Company

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.

Schmalz is a family-run company, and we focus on long-term objectives. Our company philosophy is based on the principle of sustainability: economic success combined with ecological and social engagement. This ensures that we remain self-sufficient and affords us the necessary creative freedom.

Our sustainability principle as well as our lean and efficient processes keep us permanently competitive and reassure our customers that we are the right choice for a long-term partnership. Our customers associate Schmalz with innovative products and services, advanced technology that is available worldwide, as well as unsurpassed application knowledge.

Convincing customers requires enthusiastic employees, who develop excellent innovative products and market these in accordance with customers' requirements and profitability. The Schmalz employees derive their motivation for their above-average efforts and loyalty from a modern corporate culture and share in the economic success of our company.

Our company's readiness and capacity for change is important to us personally. We have, for example, already positioned ourselves successfully for the future by founding our own subsidiary companies in the most important international growth markets.

You will profit from a partnership which ensures long-term and real advantages over your competitors – rely on Schmalz's world of 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



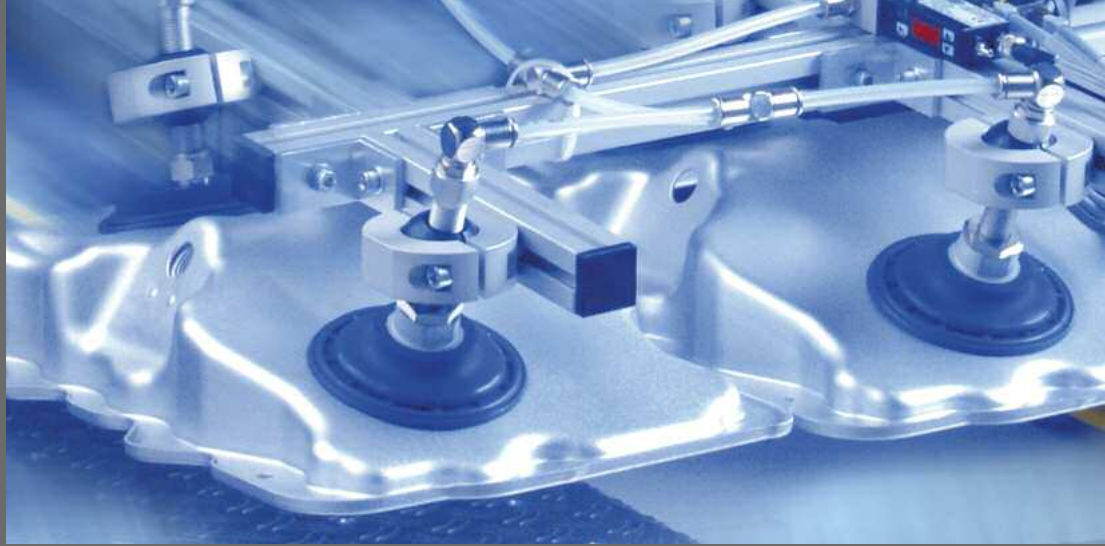
Our roots lie in southwest Germany; the company is headquartered in Glatten, in the beautiful northern part of the Black Forest. For us, it provides the perfect backdrop for inspiration and ongoing innovation.

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 one of the world's leading providers of vacuum technology.

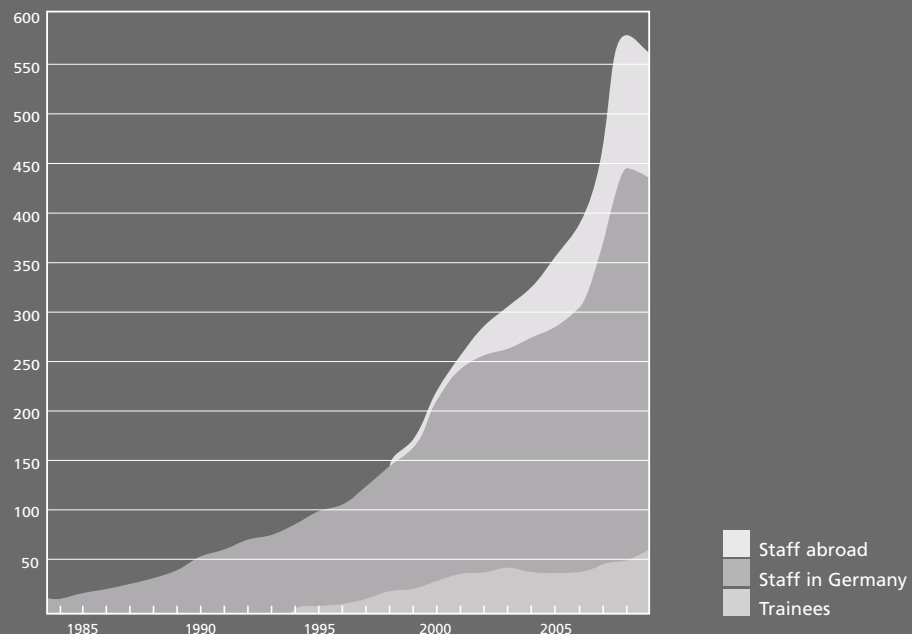
With the great-grandchildren of the company's founder the fourth generation of Schmalz will soon be in a position to secure the independent development of the family-run company for the long-term.



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:	About 600 worldwide, 14% trainees (in Germany)
Innovation indicators:	About 350 industrial rights chartered and granted 7% of turnover spent on research and development
Subsidiaries abroad:	In 16 countries worldwide
Sales partners:	In over 40 countries worldwide
Export quota:	Around 50%
Certifications:	DIN ISO 9001 (quality management) since 1994 DIN ISO 14001 (environmental management) since 1997

Staff growth, worldwide, 1984 – 2009

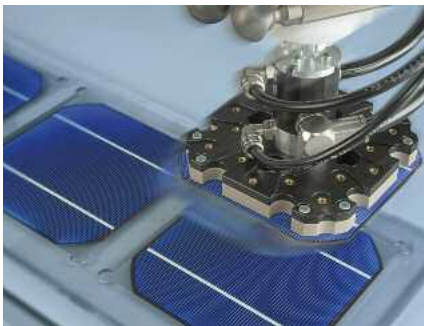


As of: 31 December 2009



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
- Chemical/Pharmaceutical
- Glass
- Logistics
- Metal/Sheet metal
- Plastics
- Packaging
- Solar
- Wind power
- Wood



Vacuum Components and Gripping Systems

Vacuum components and vacuum gripping systems from Schmalz permit decisive productivity improvements in automated processes. Be it 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.



Recognition in the competition for the Innovation Prize of the State of Baden-Württemberg/Germany, 2006

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 pads
- Special grippers
- 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 Jumbo 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 VacuMaster 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; in the wood and solar energy industries, for example.





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 for the Wood Industry

- Profitability through shorten set-up times

Clamping Solutions for the Metal Industry

- Precise and secure

Modernising

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



Schmalz Services – Supporting you all the Way



Consultation

Professional project planning and expert realization of your individual solution – profit from our experience.

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.

Start of Operations

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

Operation

Schmalz service technicians optimize the performance capability of your system. Innovative vacuum solutions ensure a high degree of equipment availability.

Training

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

Repair Service

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



Enthusiastic Employees Make an Unbeatable Team



| Handelsblatt



Axia-Award 2009
Category
Staff Management

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 company on its way to becoming the world market leader.

Job security, performance-related salaries and a positive working environment have resulted in a team of highly-motivated employees. The employee council acts as an important link between the management and the employees.



Schmalz employees benefit from a reward scheme and a wide range of services:

- Flexible working hours
- Family-friendly working time models
- Profit sharing and health insurance premiums
- Integration programs for new employees
- Active involvement in decision-making processes through the comprehensive suggestion scheme
- Joint recreational activities and celebrations to further strengthen the team-feeling
- A wide range of sports on offer, and a company-owned beach volleyball field

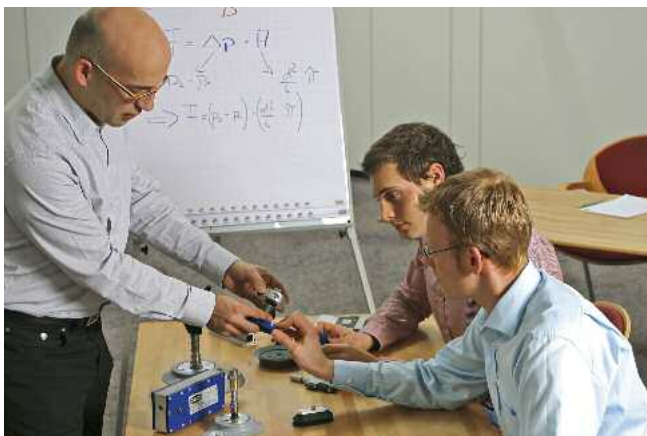
Training and further Education at Schmalz

Goal-oriented, intensive and exemplary

In Germany Schmalz offers 16 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.

A trainee quota of 14% (60 apprentices) is a clear indication of our responsibility towards the younger generation.



Schmalz Academy

With over 150 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.



Sustainability in Practice

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

Schmalz has made the principle of sustainable development to one of the corporates' objectives. Only sustainable growth allows us to protect our corporate interests. Since we are thinking in the long-term and not just quarter-by-quarter, we align our corporate strategy in such a way that economics, ecology and social commitment complete each other. This means we are able to finance our growth ourselves, to ensure secure jobs, and actively realize our social and ecological responsibility.

The special importance of "sustainability" is reflected in the corporate principles. The company management and employees are required to think and practice business with environmental awareness. It is our firm opinion that economic success is compatible with the awareness of ecological and social responsibility. This has worked for us in the past, and will continue to work in the future: our company benefits from this commitment, so does the environment and our society.

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

German Prize
for Business Ethics





Schmalz children's holiday program

Socially Engaged

Schmalz realizes social responsibility worldwide

Providing financial assistance to our employees and their families across the world is as important to us as social engagement in the local communities where our subsidiaries are situated.

The company offers financial support to a diverse range of non-profit organizations, social and cultural facilities, regional associations and clubs. In addition, Schmalz gives regular donations to national and international institutions, such as the Deutsche Gesellschaft der Mukoviszidose e.V. (German Cystic Fibrosis Association), a children's home in India and a school project in Namibia.



Besides the direct financial commitment, together with our employees we are active in a number of different ways. For example, we donate fully functional computers to schools in developing countries. During the summer holidays we offer a holiday program for the children of our employees. Our apprentices and their mentors tutor children in regional schools and pre-schools. Moreover staff are encouraged to register with the DKMS (German Bone Marrow Donor Centre) as part of a stem cell donation campaign.

Wherever possible we encourage volunteering and voluntary commitments of our employees.

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 efficiency and recyclability 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.

Moreover, Schmalz is active in finding solutions to worldwide environmental problems by diverse means. A multitude of environmental awards and our certification according to DIN ISO 14001 (environmental management) illustrate our exemplary dedication.

As a positive energy company, Schmalz generates more energy 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 (biomass heating)



Resource conservation

- Heat recovery
- Rainwater usage
- Material separation (over 99% recycling rate)

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, school, clubs and associations can learn about a diverse range of environmental practices and find out how to take advantage of their positive effects.



Schmalz Worldwide

On-site expertise in over 50 countries

Schmalz Subsidiaries

Brazil

Schmalz do Brasil Ltda., Curitiba

China

Schmalz (Shanghai) Co. Ltd., Shanghai

Germany

J. Schmalz GmbH, Glatten

Finland

Oy Schmalz Ab, Vantaa

France

Schmalz S.A.S., Champs sur Marne

India

Schmalz India Pvt. Ltd., Pune

Italy

Schmalz S.r.l. a Socio Unico, Novara

Japan

Schmalz K.K., Yokohama

Canada

Schmalz Vacuum Technology Ltd., Mississauga

The Netherlands

Schmalz B.V., Hengelo

Poland

Schmalz Sp. z.o.o., Warschau

Russia

Schmalz Repräsentanz, Moskau

Switzerland

Schmalz GmbH, Nürensdorf

Spain

Schmalz S.A., Erandio (Vizcaya)

South Korea

Schmalz Co. Ltd., Seoul

Turkey

Schmalz Vakum San. ve Tic. Ltd. Sti., Istanbul

USA

Schmalz Inc., Raleigh NC

J. Schmalz GmbH

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