



YOU
ASK.



WE DELIVER
SOLUTIONS.



BLUMENBECKER AT A GLANCE



3 areas of competence

Industrial automation

We produce switchgear at our factory in one-off and series production according to the latest standards and regulations. In addition, we develop innovative robotics solutions and act as a system integrator for your projects.



8 countries

Industrial trade

Blumenbecker can advise and supply you with the full range of products – from C-parts to machine tools. We also supply our customers quickly and smoothly from our modern logistics centre.



> 30 locations



> 1,200 employees

Industrial service

Blumenbecker is your go-to partner for end-to-end service: servicing, testing and professional maintenance of crane and gate systems, lifting and loading equipment, aerial work platforms and many other machines and pieces of equipment.

WHO IS
BLUMENBECKER?

**AN INDUSTRIAL SERVICE
PROVIDER: INTERNA-
TIONAL AND DIVERSE.**

The **Blumenbecker Group** is a high-capability partner for industry and the trades. We develop custom solutions for customers from a broad portfolio of services and products. We believe in long-term partnerships and intensive dialogue. Three areas of competence, one promise:
We deliver solutions.

TRADITION INNOVATION

From a small craftsman's business over 100 years ago to today's international group of companies – our success is grounded in the pragmatism of a visionary family. Tradition and innovation are not mutually exclusive at Blumenbecker. On the contrary, our values are the foundation for balanced, independent growth. This strong foundation gives us the freedom to always think one step ahead – tradition breeds innovation.



“Blumenbecker creates a corporate culture that welcomes and encourages change and continuous innovation, with the goal of continually improving our products and processes in order to become more competitive.”

Astrid Blumenbecker, Majority Shareholder



TAKE RESPONSIBILITY. PRESERVE TRADITION. INSPIRE WITH SECURITY.

■ **As a successful family company, we know what matters.**

Blumenbecker is pragmatic and has set its sights on the future. With three generations of experience under our belt, we are used to thinking long-term. We would rather maintain and build on what we have already achieved than attempt headlong expansion. This approach provides a stable foundation for balanced growth and openness to innovation and internationalisation. One thing is certain, though: We want to maintain our independence.

Business means change. And actively shaping change is the only way to succeed in the long run. Our corporate culture focuses on personal responsibility and independent, constructive action. You can count on Blumenbecker. We base our business relationships on equality, fairness and sustainable business principles. This benefits our customers above all.

We can provide compelling all-in-one packages thanks to our employees' extensive knowledge and experience.

WHAT IS THE SECRET
TO **SUCCESS?**

ACTING
WITH FORESIGHT.



CONNECTED INTEGRATED

Blumenbecker combines a wide range of competences: What one division does not cover, the next one will. We put together customised solution packages from all our services – across all trades. Because customers' requirements may be different, but the Blumenbecker promise is the same: We deliver solutions.

CONNECTED FOR THE FUTURE

■ **The future often begins by asking: How can we do things better? To get the right answer, you have to start with yourself.**

In the industrial sector, digitalisation is not just a good idea – it is essential for competitive survival and success. And it requires absorbing, understanding and adapting to technological developments.

Knowing this, we rethought the entire production process in industrial automation a few years ago: All our process data was digitalised and shared at every point in the value creation process. This internal process gave rise to digital solutions that we now use to optimise the processes of other production operations.



We have been implementing system-integrated custom webshops for our customers for years. That makes us pioneers in digital procurement management.

Blumenbecker also employs a fully digital workflow for maintenance and testing in industrial service through our maintenance customer portal.

WHAT DRIVES
BLUMENBECKER?

TO (HELP) SHAPE
THE FUTURE.





“The highest form
of communication
is dialogue.”

August Everding

OUR SUCCESS LIES IN DIALOGUE

■ Asking questions, talking to each other, thinking ahead: The Blumenbecker family's fundamental attitude has made the Blumenbecker Group great. And this attitude will continue to power our stable growth.

At Blumenbecker, we treat one another as partners, whether within the group or in our dealings with customers or suppliers. Long-term partnerships are win-win for everyone.

However, they do require intensive dialogue. Because we can only provide the right answers if we take the time to know exactly what our customers want and need.



WHY DOES
BLUMENBECKER
DELIVER
SOLUTIONS?



BECAUSE WE
NEVER STOP,
ASKING
QUESTIONS.

CUSTOMER TESTIMONIAL

■ Clutch and brake specialist Intorq chose Blumenbecker when looking for an automation system to place blanks into CNC machines in production.

Jürgen Kampmeier,
production planner for resource management at Intorq GmbH & Co. KG.



Why did you choose Blumenbecker?

Kampmeier: “We chose Blumenbecker as a partner because they could provide us with an end-to-end solution from a single source. Most of all, we did not want a prototype. Blumenbecker won us over with a tried and tested, fully mature process.”

What makes working with Blumenbecker so special?

Kampmeier: “We felt that Blumenbecker knew what mattered right from the start. They immediately understood what was required and implemented it.”

INTERNATIONAL REGIONAL

Eight countries, more than 30 locations and over 1,200 employees from a wide range of nations – in the Blumenbecker Group, we thrive on diversity and act as one. We work with our customers to find the best solution, whether control systems for customers in Mexico, roof working platforms at the ICE plant in Munich, or end-to-end service for a local company. Across national borders and areas of competence.

TAILOR-MADE AUTOMATION

■ When you get industrial automation from Blumenbecker, you get custom solutions that set new global standards based on our innovative strength.

From conveyor technology to visualisation, industrial robotics, switchgear and PLCs, Blumenbecker supplies tailor-made solutions for many industries around the globe.

We manufacture switchgear in one-off or series production at our five production sites in accordance with the latest standards and national regulations. Blumenbecker is a one-stop shop for services ranging from consulting, design and development to production and commissioning.

In industrial robotics, we develop proprietary robot control software and design component-specific applications. Our 360° service portfolio extends from exhaustive advance testing and offline programming to on-site commissioning.

We assume overall responsibility as a system integrator: We integrate new and existing machines, robots and conveyors and develop the requisite automation solutions.



WHY IS BLUMENBECKER THE **RIGHT PARTNER** FOR THE FUTURE?



WE DEVELOP **SMART, VERSATILE SOLUTIONS.**



WHERE CAN I FIND
THE **SOLUTION**
FOR MY NEEDS?



WE HAVE THEM **IN STOCK.**



WE ACT OUT OF CONVICTION.

■ For Blumenbecker, business is more than just supplying goods. As a service provider for industry and the trades, we provide a 360° service comprising products, procurement management, spare parts, repairs and everything in between.

From chain hoists to head guards, roller bearings to machine tools, jig saws to cutting torches, our logistics centre has an assortment of more than 100,000 industrial materials, capital goods and electrical components.

Our efficient logistics guarantees quick, hassle-free deliveries. That does not, however, mean we neglect the personal touch: We pride ourselves on our ability to work with customers to develop solutions precisely tailored to their requirements.

Our latest e-procurement solutions make it easier for our customers to do everything from purchasing C-parts to setting up their own e-procurement system. We analyse your purchasing process, maintain your product data if you wish and compile individual product catalogues. And in the process, you shift from operational to strategic purchasing.



GOOD SERVICE THINKS AHEAD

■ **Industrial service from Blumenbecker: It is about more than just servicing, testing and maintaining industrial machines and equipment.**

Our skilled service technicians are at the cutting edge of technology and can be at your site quickly thanks to our wide service network.

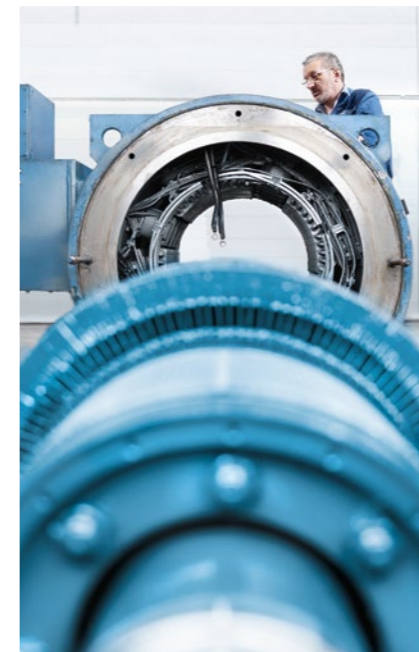
We use specially equipped service vehicles and in-house repair shops to keep your motors, crane systems, gate systems, lifting platforms, robots and many other electrical machines running at full capacity all the time.

We believe that service does not stop after maintenance. We think ahead: Our maintenance portal for customers keeps our customers updated on what

is happening with their machines and equipment. All test reports are available digitally. Our customer portal also pulls up status updates on maintenance, tests and upcoming activities, including all relevant documents, with one touch of a button.



WHAT MAKES THE
BLUMENBECKER
**SERVICE SO
SPECIAL?**



WE THINK AHEAD.

FAST TRACKS AND OPEN SKIES

■ We know our way around large plants. That includes railways and taxiways.

From testing the running gear to changing wheel-sets and bogies, rolling stock maintenance equipment also needs to be maintained and tested regularly. Blumenbecker is a reliable partner for building equipment like test tracks or roof working platforms to maintain the trains.

Blumenbecker is also an expert in the maintenance and testing of airport ground equipment such as cargo and baggage trailers or passenger and service steps. We produce our cargo and baggage trailers ourselves so our customers can enjoy German-engineered quality and reliability.



WHY SHOULD I CHOOSE
BLUMENBECKER
FOR RAILWAY AND
AIRPORT SYSTEMS?

WE SET THE
COURSE FOR
YOUR SUCCESS.



CUSTOMER TESTIMONIALS

■ Blumenbecker is committed to long-term partnerships with customers, suppliers and its own employees. A stable partnership is built on trust and provides security for everyone.

Satisfied partners have been driving Blumenbecker's long-term success for over 100 years.

“At Blumenbecker, I get more than just professional maintenance service. I also get transparent, **digital documentation** in the customer portal.”

Michael Arning,
Head of Maintenance Lehrte, Plant Business Unit Professional,
Miele Professional



“Our suppliers' performance is crucial for us to maintain our top position in the **international marketplace**. By partnering with Blumenbecker, we have been able to hone our reputation as a **reliable, innovative** provider in recent years.”

Jörg Stolz, Director Procurement,
Reifenhäuser GmbH & Co. KG Maschinenfabrik

SUPPLIER TESTIMONIALS

“We extend our sincere thanks to the Blumenbecker Group for the many years we have been working together successfully. As an ABB authorised value provider, Blumenbecker has always been a benchmark for profound expertise and excellence in customer intimacy.”

Dr Volker Lindenau,
Lead Motion Manager Germany, ABB AG

“We have a long-standing partnership with the Blumenbecker Group across all divisions. As an official partner of Festo, Blumenbecker makes a valuable contribution to the satisfaction of our shared customers with innovative logistics concepts and profound delivery excellence.”

Thomas Otto, Head of Key Account Management Distribution,
Festo Vertrieb GmbH & Co. KG



www.blumenbecker.com