



BLUMENBECKER

WE DELIVER SOLUTIONS

AUTOMATION TECHNOLOGY ENGINEERING **INDUSTRIAL TRADE** INDUSTRIAL SERVICE TECHNICS

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



WHAT IS SPECIAL ABOUT **INDUSTRIAL TRADE** AT BLUMENBECKER?



WE DEAL IN YOUR BEST INTERESTS.

■ **Anyone can sell catalogue products and many do. But with Blumenbecker you get a lot more than just industrial supplies off-the-shelf: we specialise in personalised solutions that are specially tailored to meet your requirements.**

Where others back off we like to go up a notch or two. And that is very much appreciated by countless customers around the world. Order today and tomorrow it will be on its way – and that applies to most of the hundred thousand or more items in our warehouse.

We provide full customer support as part of a comprehensive service package that commences from day one of the planning phase. Having long specialised in machine tools and machining technology we are in a position to deliver precision solutions of the highest quality. And it is not just the A and B parts that get our full attention, for with E-procurement we are also able to help you order C parts, thereby saving you both time and money.

Being close to our customers is really important to us and our branch offices and qualified sales representatives are always near at hand for personal advice and assistance. Even after the sale has been made we are still there to provide support: our extensive after-sales services include everything from equipment calibration to tool regrinding and sharpening.

»By discussing your needs with you, we devise solutions that precisely meet your production requirements.«

Read on to find out how Blumenbecker Industrial Trade can provide you with real hands-on support.

We hope that the following pages will give you both enjoyment and inspiration. What sets Blumenbecker Industrial Trade apart from the rest? We always act in your best interest! ■



OLAF LINGNAU

CEO of Blumenbecker
Industriebedarf GmbH

FULL PRODUCT RANGE FOR INDUSTRY AND CRAFTS.

24-HOUR SERVICE

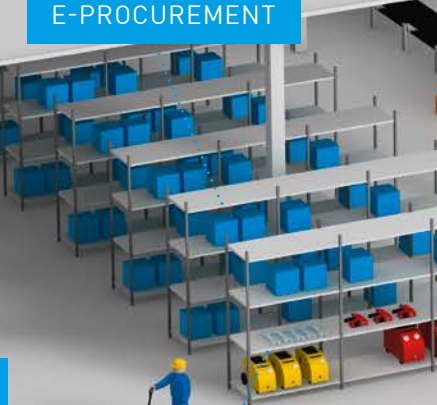
WEB SHOP

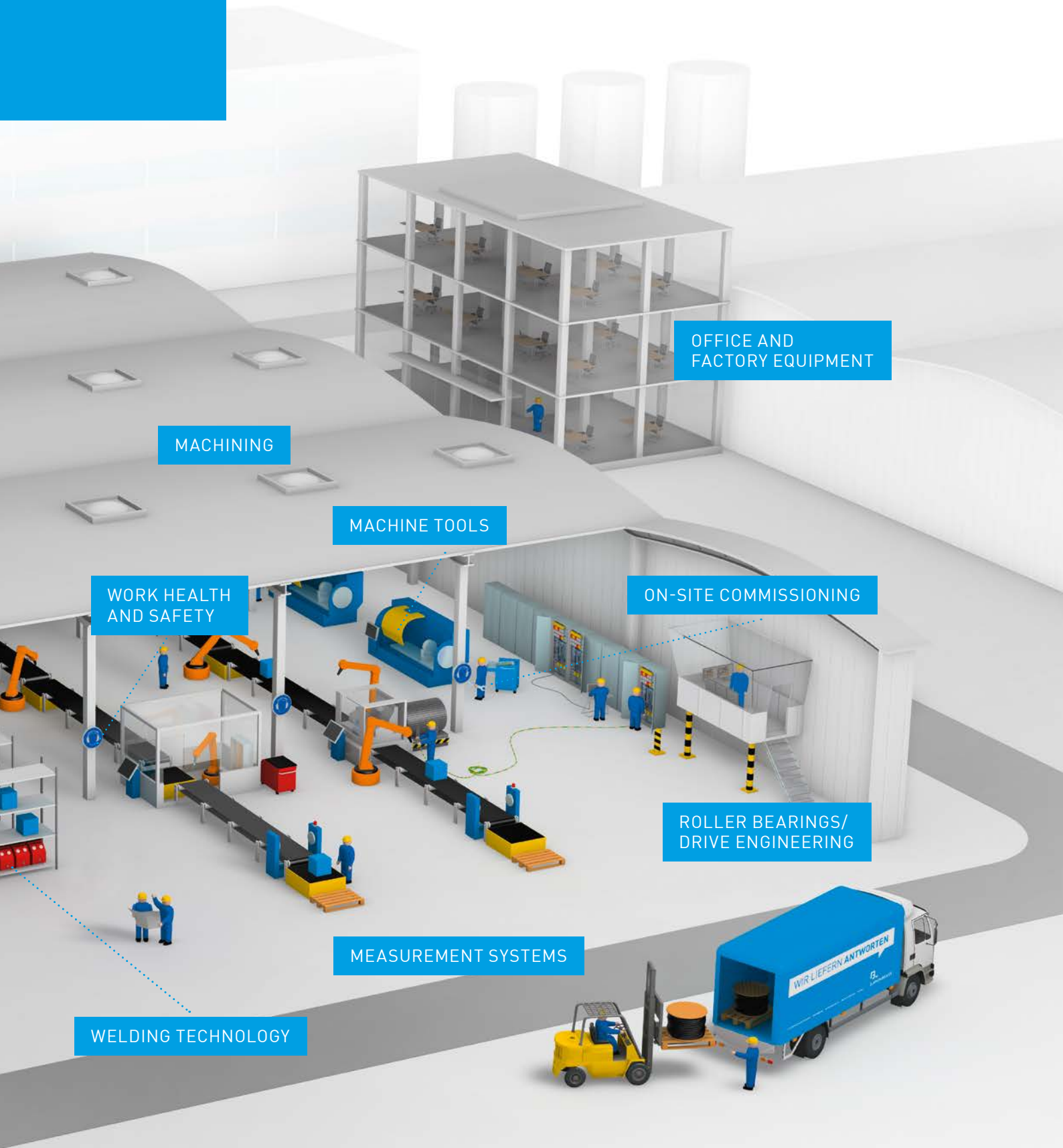
REPAIR SERVICE

E-PROCUREMENT

POWER TOOLS

TOOLS





MACHINING

MACHINE TOOLS

WORK HEALTH AND SAFETY

ON-SITE COMMISSIONING

ROLLER BEARINGS/
DRIVE ENGINEERING

MEASUREMENT SYSTEMS

WELDING TECHNOLOGY

OFFICE AND
FACTORY EQUIPMENT

COMPLETE ASSORTMENT OF INDUSTRIAL SUPPLIES.



EVERYTHING UNDER ONE ROOF

We can, if requested, deliver full service packages that even include kitting out your staff with workwear. This helps relieve the in-house workflow and allows you to focus on the core business at hand.

■ **What does it mean to team up with a full-line provider for industrial goods and services? The answer is – all manner of benefits. Whatever you need we can procure – quickly and without fuss: everything from a hammer to a full-on machine tool.**

At Blumenbecker's you will find the full range of industrial supplies under one roof. This makes your procurement process very simple and also makes economic sense. Our range of goods only includes products that have been well tried and tested and whose quality we believe in. With links to established international brands, along with top-performing labels of our own, we can offer you a huge selection of tools and products of all kinds.

Tools: looking for power tools, hand tools or precision tools? Whatever the case, you will always find one that will perform reliably for many years under the toughest conditions.

Industrial technology: What's is to be? Hoses, valves and fittings, pneumatics, industrial rubber products, profiles, elastomer components, high-pressure/high-temperature sealing and insulating technology, techno-chemical products, semi-finished plastics, cable fittings and heating systems?

Machine tools and machining:

We offer precision machining solutions for the manufacturing industry: from milling heads and precision measuring equipment from our partner Mitutoyo through to custom-built machining systems.

WHY GO TO
BLUMENBECKER?

FOR THE FULL RANGE OF
INDUSTRIAL PRODUCTS
AND SERVICES.

INCLUDING
SPECIAL ORDERS!

Welding technology: with firms like Lorch, Hypertherm and Rhöna as our partners we are in a position to supply all common welding techniques, plasma cutters, gas welding technology, welding turntables, soldering and propane technology, welding guns, accessories and filler metals.

Roller bearings: To keep things running true we can supply a full range of rotary and linear bearings, including products from market leaders SKF. We also stock all kinds of maintenance accessories, such as anti-corrosion agents and shaft-alignment systems.

Factory equipment: plant expansion or extension? New staff rooms or new production line? Replacement parts? We can provide anything that your plant requires.

Workplace safety: being properly protected means greater workplace safety and security. We are your point of contact for safety shoes, workwear, ear defenders, PPE and safety clothing. ■

ARE YOUR PROCESS COSTS FOR C PARTS A BIT STEEP? E-PROCUREMENT SAVES TIME AND MONEY.

Put an end to high process costs for C parts management. With e-procurement you move from operative to strategic purchasing. This saves money and optimises your procurement processes.

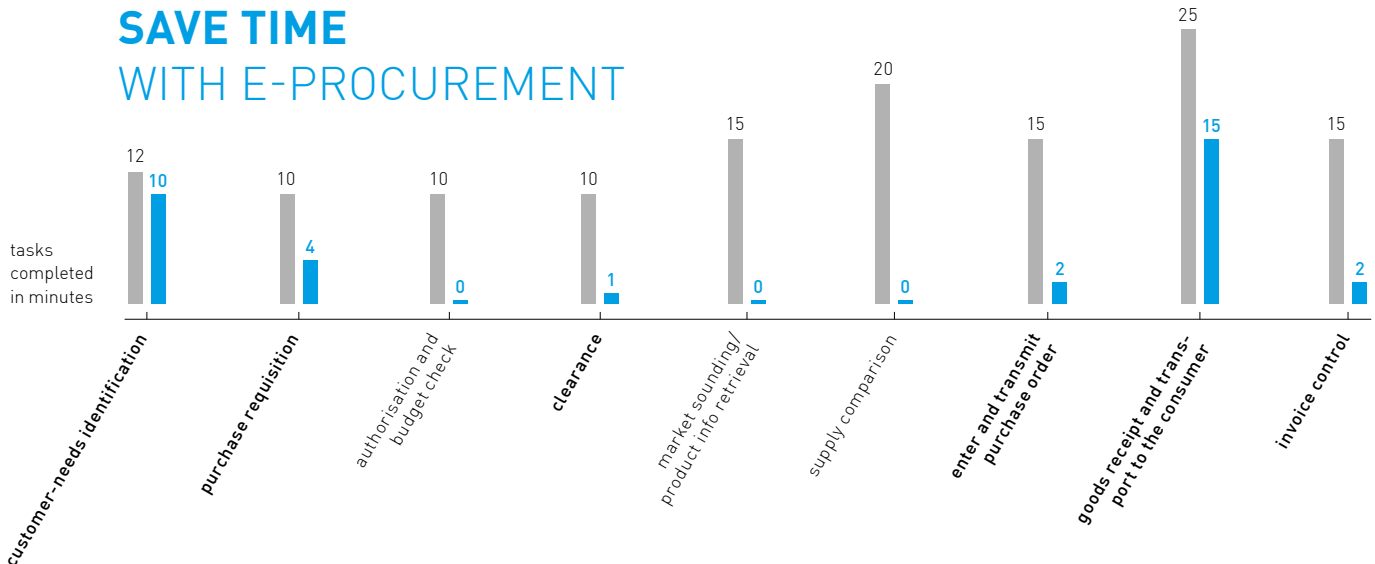
C parts are inexpensive, but they cost a lot since the procurement effort is many times more than the value of the goods. And when it comes to individual orders the cost-benefit ratio is particularly unfavourable. This is where e-procurement comes in. The ordering process is not initiated by the purchasing department but at the actual workplace where the demand is. This means that the requester is also the customer. Incorrect orders, transposed digits and misrouted items are reduced to a minimum. This takes the strain out of the purchasing process and accelerates the entire procurement operation. End result: the process costs per order are reduced by as much as 75%. Welcome side-effect: electronic mapping of the entire ordering process makes it much easier for you to monitor and check the payment transactions.

Blumenbecker will provide comprehensive support so that you and your company can set up an individual e-procurement system:

- | We analyse your purchasing process and advise you on configuring a stocklist
- | We help you to incorporate other suppliers
- | We provide full training for your staff
- | We compile your individual product catalogue and develop the cost centre structure you need
- | You specify the order authorisations allocated to individual users. Where required we can create an interlink between our own stock items and your material numbers.
- | We populate the product data and transfer this information to your ERP system if necessary



SAVE TIME WITH E-PROCUREMENT



Quick-check of the benefits of e-procurement:

- | Bundling of purchase volumes
- | Relieves the purchasing department of operational tasks
- | Tailor-made customer solutions
- | Full transparency and cost control
- | Short throughput times
- | Integration of existing suppliers
- | Seamless integration into any ERP system
- | Connection via OCI interface makes for invoice processing in the 1-creditor model

In addition to e-procurement Blumenbecker also offers other ways of optimising your C parts management process:

ETT: electronic material outputting system

ETT is an automatic stockkeeping, stock replenishment and ordering system that can be used for tools, fastening systems and work safety items. It is suitable for material stocks comprising between 162 and 2,200 items and ensures safe, traceable withdrawal from stock based on a tamper-proof, infrared recognition system. An automatic e-mail order is sent to us as and when stock needs replenishing.

conty: individual container system

conty is a cost-effective logistic system solution for the optimised procurement and storage of C parts at construction sites, workplaces and production workshops. A container is placed at the point of demand and becomes an integral part of your internal materials supply system. The assortment of items is continuously adjusted to meet the demand. Our efficient management system ensures that the specified items are always available exactly when they are needed.

kanban: shelf box system

kanban is an intelligent procurement solution for production and assembly operations. Your operatives are able to pick the components they need from the kanban shelf system. The shelves are kept filled on a regular basis either by us or by upstream departments.

	conventional purchasing	with e-procurement
Total time required	132 min.	34 min.
Process costs <small>(equates to employee salary, calculated gross hourly rate of 39 €)</small>	86€	22€

-64€

COST SAVINGS WITH E-PROCUREMENT



FROM SINGLE COMPONENTS
TO COMPLETE MACHINES.



■ Holding your own in the face of industrial competition means having manufacturing equipment that you can rely on: machine tools that fit your needs like a tailor-made suit and will continue to perform flawlessly for years to come.

Just advise us of your requirements and we will come up with the right solution. It is that simple. At Blumenbecker's we combine technical know-how and years of experience in engineering and tool making with sound consulting expertise. We listen carefully to you, we identify your needs and specifications and on this basis we can then develop practical proposals for tools, machines, control systems, clamping devices and gauges. And if you need something that is not exactly standard then that suits us fine, for one-off engineering is another of our specialities.

Solutions designed for the perfect fit

As a long-term partner of a number of leading manufacturers we are able to supply precision solutions of the highest quality. Our own brands – WESTTURN, WESTMILL, WESTSAW and WESTGRIND – are designed to deliver real performance at a very attractive price. With a wide range of options to choose from we are able to provide the best solution for your needs and your budget. You can even test things for yourself before purchasing. The Blumenbecker competence centre in Münster has

more than 100 machine tools all charged up and ready for you to try out for free.

Complete service from a single source

We are there whenever you need us – for the entire life cycle of your machine: from initial delivery and assembly through to maintenance and servicing. Major overhauls, refurbishments and repairs – we can do it all. And our parts delivery service ensures that things keep rolling no matter what. ■

NEED SPARES FOR OLDER MACHINES?

NO PROBLEM. WE CAN EVEN OBTAIN PARTS FOR ZMM MACHINES FROM THE 1970S.

SOME EXAMPLES OF OUR PRODUCT RANGE:

- | TURNING
- | MILLING
- | DRILLING
- | PLANING
- | SAWING
- | GRINDING
- | PRESSING
- | BENDING
- | STAMPING
- | SHEARING

OUR SERVICES AT A GLANCE:

- | PLANNING, ADVICE AND SOLUTION DEVELOPMENT
- | ONE-OFF DESIGN ENGINEERING
- | DELIVERY AND INSTALLATION
- | ON-THE-JOB TRAINING AND INSTRUCTION
- | SERVICING AND SPARE PARTS SUPPLY

MEASUREMENT SYSTEMS



Getting the best results from metal cutting means having the right machines and accurate and precise measurement systems. Blumenbecker has the complete range of products for the job: a full array of analogue and digital instruments plus all the additional services you need.

What kind of measurement equipment best suits my purpose and my requirements? At Blumenbecker we offer comprehensive advice and never lose sight of the cost-benefit ratio. From market leaders Mitutoyo to our own in-house brand Format – with a wide range of options available we will always be able to find the best solution.

Calibration of measuring equipment and instruments

Reliability and accuracy are of utmost importance in the world of machining. Even the smallest measurement error can have major implications for product quality and work safety. Blumenbecker can provide all the support you need to maintain the quality of your measuring systems. Our partnership with Kalibrix means that you have access to a full range of calibration and validation services for your measuring equipment and instruments.

- | Dimensional measurement: length (hand-held instruments, gauges and calipers)
- | Mechanical testing: materials testing machines (force, length changes, hardness, impact resistance)
- | Electrical testing: AC/DC current strength, voltage, resistance and frequency

Mobile calibration

Is your measuring and testing equipment place-bound? We can also undertake testing and calibration on site. Our accredited calibration truck is available as a fully equipped mobile testing laboratory.

- | Optical measuring instruments (profile projectors, image processing systems)
- | Electronic height gauges (Linear Hite, Digimar, TESA Hite, Sylvac)
- | Roundness, roughness and contour measuring equipment
- | Dial gauge testers
- | Hardness testing devices, materials testing machines
- | Production-integrated temperature sensors, heat furnaces and climate-controlled ovens
- | Production-integrated sensor systems for pressure, force and torque
- | Electrical measurement and testing equipment

Measuring tools

When you opt for Blumenbecker measuring instruments you can be sure of tools that will perform reliably for many years under the toughest of operating conditions:

- | Thickness gauges
- | Endoscopes
- | Caliper gauges
- | Rolltacho measuring devices/surveying wheels
- | Dial gauges
- | Distance meters
- | Hardness testing devices
- | Scales
- | Angle gauges
- | Temperature measurement instruments
- | Gauge stands

Repairs

We also undertake repair work on dimensional measuring equipment and can fix almost any type of hand-held measuring instrument, no matter what the brand and manufacturer.

WE DO IT **PRECISELY** –
ANALOGUE AND DIGITAL!





FROM CONTACT TIPS TO WELDING MACHINES.

Looking for the perfect seam or spot weld? Want an efficient production set-up? And safe welding processes? Blumenbecker has the right solution for every aspect of welding.

Plasma cutting or gas welding, extraction technology or work safety: we have everything you need for welding operations – from the smallest contact tip to a full-on welding machine. And lots of well-thought-out services to match.

Advice from the experts

We want you to get the very best from your welding projects. That is why we scrutinise your requirements in every detail: welding material, thicknesses, power supply, mobility, production processes etc. Based on this analysis we then develop the most suitable solutions. Established brand names such as Lorch, voestalpine Böhler Welding, Hypertherm, GCE Rhöna and our own in-house label Format provide the quality guarantee you are looking for.

In-house test centre

Want to know if our proposed solution meets your needs? Then come and try it out. Our welding competence centre in Beckum has been set up so that you can test new processes under expert guidance and supervision. And a wide range of products and accessories can be found right next door!

INCLUDING
SPECIAL ORDERS!

Robotic welding cells

When it comes to the automation of welding operations we are able to develop complete solutions for all conventional technologies (e.g. spot welding, MIG/MAG, TIG) and for laser welding. Our vendor-neutral robotic welding cells are constructed on modular principles. This approach really pays off, as the robust and compact units can be easily transported and put into operation thanks to plug 'n play technology.

Sustaining value

It is part of our philosophy to ensure that we do not lose track of your welding equipment even after the sale has been made. Our skilled technicians are on hand to carry out regular maintenance, calibration and validation work and are also available to undertake periodic safety testing. And if for some reason things stop running smoothly we can come out as soon as you need us. We are able to repair welding equipment of any kind, whatever the manufacturer. Thanks to our massive spare parts warehouse a repair can usually be effected immediately. This keeps downtime to a minimum and provides valuable flexibility.

QUALITY YOU CAN DEPEND ON!



■ Often it is the small things that matter most when it comes to the smooth running of a large machine. With Blumenbecker you get the full range of rotary and linear drive technology. And everything built to a quality that you can rely on completely.

»The machine runs and runs and runs...«. This is what we like to hear, as it confirms our philosophy that special attention should always be paid to the machine drive system.

For us this attention begins with a comprehensive technical and commercial consultation. For the last 50 or so years we have been partners with market leaders SKF and can also supply products from well-known manufacturers such as Siemens/Flender, OKS,

Loctite, Cooper, BoschRexrodt and OPTIBELT. Because of this product range and our extensive market know-how, we are able to meet all manner of individual requirements and issue reliable recommendations in terms of price and quality. If a particular set of bearings is no longer available we can recode the data to the best standard and if necessary identify off-the-shelf alternatives. As well as bearings, housings and seals we can also supply all kinds of machining and metal cutting technology. And usually within 24 hours. For we know how important it is to get things running again quickly. ■



PRODUCTS AND SERVICES:

- | ROLLER BEARINGS, HOUSINGS AND ACCESSORIES
 - | LINEAR DRIVE TECHNOLOGY
 - | DRIVE SYSTEMS, BELT DRIVES, CHAIN DRIVES
 - | FLENDER COUPLINGS
 - | V-BELTS AND TOOTHED BELTS
 - | SPECIAL CHAINS
 - | INDUSTRIAL CHAINS
 - | SPECIAL HOUSINGS AND BEARINGS
 - | IMPORTED BEARINGS
 - | SEALING TECHNOLOGY
 - | MAINTENANCE AND REPAIRS
 - | ASSEMBLY, DISMANTLING AND MONITORING
-

IT PAYS TO BE SAFE!



■ According to current estimates, 40% of all health-related absences from work can be avoided. We can help out here in all kinds of ways: from the development of an efficient health and safety management system to the right choice of workwear.

Workplace safety has become a subject of increasing concern for occupational groups and professions of all kinds. And it is about much more than accident prevention. It involves taking a comprehensive approach to the subject that also incorporates the interaction between working environment and working method. Blumenbecker is able to develop occupational safety concepts that are individually tailored to your needs. We want to make your operating procedures safer, healthier and more ergonomic with the minimum of effort and expense on your part.

20,000 items available immediately

When selecting the industrial safety products that best meet your needs we are able to draw from an extensive stock of more than 20,000 items. Strategic alliances with leading manufacturers and a wide range of premium partners ensure that we can always find the ideal workwear solution for every situation and every budget. Workwear samples can be sent out to you quickly and of course we also arrange for fitting sessions so that you can try things on for size.



Maximum performance with PPE and safety products

Foot protection: We have a special instrument for taking foot measurements and if necessary we can come out to your factory premises to do this. Shoes don't pinch when they are supplied by us.

Workwear: We can produce workwear in your corporate design and if requested can provide a full outfitting service for new members of staff. And the size and fit will of course be to professional standards.

Hearing protection: Otoplastics are now playing an increasing role in hearing protection and noise prevention. We can supply high-quality, individually tailored solutions that offer really great value for money.

PPE: We can undertake risk analyses to assess your fall protection situation. We will supply the products you need and will carry out annual inspections of the PPE for protection against falls from height.

Safety clothing: Whether it's a medical surgery or a catering establishment, a road construction site or a welding shop – we have the right safety clothing for every trade and profession. ■

OUR RANGE OF PRODUCTS INCLUDES:

- | SAFETY SHOES
- | WORK CLOTHING
- | FUNCTIONAL WEAR
- | SAFETY HELMETS
- | RESPIRATORS AND HEARING PROTECTION
- | SAFETY AND RESCUE EQUIPMENT
- | SKIN PROTECTANTS
- | CLEANING RAGS AND WIPES
- | FIRST-AID EQUIPMENT



131

129

127

125

123



THE BEST PRODUCTS DELIVERED IN THE BEST TIME

Order today and tomorrow it will be on its way: this applies to most of our 100,000 plus products – and of course they can all be ordered online too. A huge warehouse stock, an efficient logistics system and proven and trusted partners are your guarantee of high delivery reliability.

... TO KEEP THINGS RUNNING SMOOTHLY!

■ How do you derive the best value from your tools and machines in the long term? By ensuring they don't break down. And that is where we come in.

Regular testing and servicing is essential for ensuring the safety, reliability and functionality of machines, tools and operating equipment. Our qualified technicians will ensure that your production line always runs smoothly.

Despite the best servicing and maintenance routine machinery and tools sometimes just pack up. And this often happens at the worst possible time. Thank goodness, then, for the Blumenbecker Repair Service. Its job is to settle warranty claims and repair all makes of tools and machinery in the shortest possible time. You only have to send off the defective item, or if you wish the Repair Service can come and collect it. The article in question is usually repaired and on its way back to you within 48 hours. So your tool park or machine pool is back to full strength in no time at all.

When it comes to larger items of machinery we naturally carry out any testing, servicing and repair work on site. If a repair should prove to be uneconomical we will always be able to find a suitable replacement. That is what we mean by the complete service, Blumenbecker style. ■

ALL OUR SERVICES AT A GLANCE:

- | REPAIRS
 - | SERVICING
 - | MAINTENANCE
 - | ON-SITE SERVICE
 - | REGRINDING SERVICES
 - | COLLECTION AND DELIVERY
 - | SPECIALIST ADVICE
 - | SPARE PARTS
 - | NEW EQUIPMENT
 - | ACCESSORIES AND FITTINGS
-



BLUMENBECKER **DELIVERS SOLUTIONS,** NOT PRODUCTS.

Ralf Bott, head of technical design and development, Kuchenmeister GmbH



SERVICE THAT JUST BUILDS AND BUILDS

■ **Why have so many customers come to rely on Blumenbecker for industrial tools and products? Quite simply because we react quickly and without fuss to ensure that your machines keep rolling.**

Blumenbecker are there when you need us: and we are never far away. We have branches in Germany and Poland with teams of qualified field staff and a network of service points.

No matter what your question, you will always get the right answer from us. Contacting Blumenbecker means speaking directly to qualified professionals. Communicating face to face in this way is important to us and it is the reason why we are able to produce the solution that exactly meets your needs.

Our aim is to provide you with the best possible support in achieving your objectives. How do we do this? By providing unrivalled service in this sector. Even before you decide to buy you can try out the proposed solutions under real conditions. And after the purchase is made, our application engineers will take care of commissioning on site so that everything is set up to ensure that the equipment and the tooling all run as smooth as clockwork. Whether you need calibration, maintenance or repair – we are there for you. And if you require fittings we can even get hold of parts for older machines. We can also help with the design, construction and delivery of one-off machines for special applications. Blumenbecker even provides a rental service for a range of products. And when after many years you decide that it is time to part with your machines and tooling, we can take care of that and will then be able to supply an efficient replacement. ■

OUR SERVICES:

- | PLANNING, CONSULTING,
SOLUTION DEVELOPMENT
 - | FIELD TEST
 - | COMMISSIONING ON SITE
 - | SPECIAL SOLUTIONS
 - | CALIBRATION/VALIDATION
 - | MAINTENANCE AND REPAIR
 - | ACCESSORY SERVICE
-

WHAT **ADDED VALUE** DOES BLUMENBECKER OFFER ITS CUSTOMERS?

■ **Global competition demands the highest standards of industrial production: this means working flexibly, reliably, quickly and cost effectively. And to achieve this you need partners who are just as flexible, innovative and competent in your field as you are.**

With the Blumenbecker Group you will benefit from the synergy that is created by the company's five operating divisions: **AUTOMATION TECHNOLOGY, ENGINEERING, INDUSTRIAL TRADE, INDUSTRIAL SERVICE AND TECHNICS.** With a 1,300-strong workforce based at numerous locations in Germany and other countries we are able to provide effective solutions to the most complex of engineering problems.

With our broad portfolio of products and services the Blumenbecker Group is well equipped to help you attain your goals. Plant and machine automation, the development of innovative robotic solutions, the provision of every kind of product from C parts to machine tools, equipment testing, maintenance and repair and the construction of special-purpose machines – all these services are supplied from a single source, wherever you are in the world.

» Blumenbecker operates a corporate culture that favours transition and constant innovation, the aim being to achieve continuous improvement in our products and processes. «

But perhaps the most important thing is that we see ourselves as a partner to our customers. That is why we place so much value on dialogue and direct communication, for only by taking time to listen to your questions can we come up with the right answers.

And in supplying these answers we are sharing our expertise with you and in this way providing you with real added value that you can build on in the years to come. Personalised solutions and the best possible service: that is Blumenbecker. ■



ASTRID BLUMENBECKER
Majority shareholder

WE BELONG TO A **STRONG** **GROUP.**



- Blumenbecker locations
- Worldwide customer projects

WE LOOK FORWARD
TO YOUR QUESTIONS.