

SOLUTIONS.

The company magazine of the Blumenbecker Group





3

Competence fields



8

Countries



19

Companies



Industrial Automation

In our switchgear production, we create switchgear in individual and series production according to the latest standards and regulations. We develop innovative robotics solutions and work as a system integrator for your projects.



Industrial Trade

Blumenbecker advises and supplies you with a comprehensive range – from C-parts to machine tools. With our modern logistics centre, we ensure a smooth and fast supply to our customers.



Industrial Service

Blumenbecker offers you an all-round service: Maintenance, testing and professional servicing of crane and gate systems, lifting and loading technology, lifting platforms and many other machines and systems.

 > **30**
Locations

 > **1200**
Employees

 **186**
Mio. € Turnover*

WE DELIVER SOLUTIONS

Surviving in today's globally competitive market means producing goods in a way that is flexible, reliable, fast and cost-effective. As an **international industry** service provider we have made it our mission to support our customers in this in the best possible way. We see ourselves as **a partner to our clients** and base our approach on intensive dialogue in line with the company philosophy: **listening carefully, finding the right answers and putting these into practice reliably and on-time.**

B.

*Figure comes from 2021

EDITORIAL



Dear customers and partners,

Welcome to the anniversary edition of our company magazine SOLUTIONS.

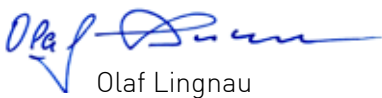
The year 2022 is a very special one for us and has the motto: **Tradition.Passion.Vision.**

100 years ago in May, Theodor Blumenbecker laid the foundation stone on which we have been able to build today's group of companies with a small anchor winding business. Come with us on a journey through the history of Blumenbecker, which began in Beckum. Even today, all the threads come together here at the headquarters. All the more reason for us to introduce you to our headquarters and the "cement town with "pütt" and cat".

We look back on our developments and decisions that have made us an international industrial services provider. The passion with which we implement projects for our customers together as a team is what distinguishes us as a Group. Be it in C-parts management, the development of smart airport ground support equipment or the use of our maintenance customer portal.

We also have our sights set on the future: With our commitment to the Strahlemann Talent Company in Beckum, we are continuing our tradition of training and promotion.

We hope you enjoy immersing yourself in the world of Blumenbecker.


Olaf Lingnau


Richard Mayer


Harald Golombek

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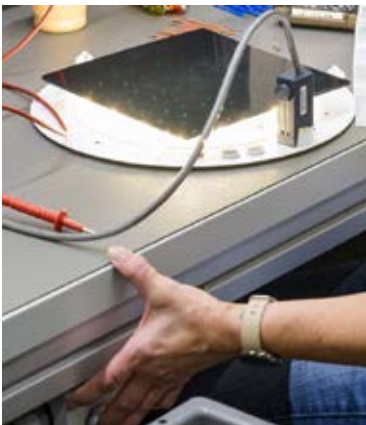


*Cover photo:
Jan Weiß at the new production site in Haiger*

C-parts management for RZB

WORKING TOGETHER FOR 10 LIGHT YEARS





Modern production in Bamberg

"We make light" – not everyone can say that about themselves. RZB Rudolf Zimmermann, Bamberg GmbH can. And it's obvious to anyone who has visited the exhibition at the headquarters in Bamberg that they don't have to hide it under a bushel. The medium-sized family business develops, produces and sells a range of over 10,000 articles. Whether wall, ceiling or outdoor luminaires, emergency or safety luminaires – RZB is one of the leading manufacturers in Germany. With its developments, the company has won a number of renowned design awards.

RZB also needs C-parts to keep production running smoothly. When it comes to tools, factory equipment and fastening technology, the company relies on Blumenbecker's expertise – and has done so for more than 10 years. Since 2020, orders have also included items such as medical masks and corona tests.

Blumenbecker has integrated a total of 14 catalogues – including special catalogues such as packaging and hygiene – for RZB.

Reliable purchasing service provider sought and found

After the first contact with Matthias Starkmann, Key Account Industrial Customers at Blumenbecker Industriebedarf, the solution was quickly apparent: E-procurement. With electronic procurement, a large part of the administrative work is eliminated because the requester in the company is also the orderer. Erroneous orders, wrong numbers or wrong orders are a thing of the past; ordering times are shortened.



»The cooperation has proven itself well.
Even when things get difficult,
Blumenbecker finds a solution.«

Michael Schumacher, Authorised Signatory and Purchasing Manager, RZB Rudolf Zimmermann, Bamberg GmbH





An end and a new beginning

In 2017, the surprising thing happened for Blumenbecker: RZB parted ways with the e-procurement software provider. Instead, the company switched to a new provider. "The new tool brought some challenges for us" admits Starkmann. "But we got involved with the – for us – unfamiliar system and have remained the system partner for RZB, regardless of the software provider." Schumacher is also pleased with the flexibility. The users at RZB eagerly use the individual web shop. A large part of the C-parts procurement is covered by it.

In the anniversary year of the Blumenbecker Group, the partnership between RZB and Blumenbecker has lasted more than 10 years. It's time to take a closer look: "The cooperation has worked well. Even when things get difficult, Blumenbecker finds a solution," explains Schumacher. He also has a wish for Blumenbecker for the future: "I wish Blumenbecker that the development will continue positively for the next years, decades and centuries." There is nothing to add to that.



Scan the QR code and watch the explanatory video on the Blumenbecker e-procurement! (Germany only)

Optimise processes and save costs

Because when purchasing C-parts with an e-procurement system, the ordering processes are carried out decentrally by the employees from their workstations, a large part of the administrative work is eliminated. The reason: the requester is also the orderer. Incorrect orders, payment errors or erroneous orders are minimised and ordering times are shortened. By electronically mapping the entire process of an order, payment transactions can also be better monitored and controlled. All in all, e-procurement significantly reduces the workload of the purchasing department and optimises the procurement process.

Contact person



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Benefits of the e-procurement solution



Reduce
procurement
costs



Extend
end-to-end
data integration



Analyse
expenses



Reduce
Maverick Buying



Reduce
stocks



Reduce
number of
suppliers



Reduce
ordering time



Meet
limits & budgets



Reduce
supplier risk

SCULPTED FROM CEMENT

Beckum in the Münsterland region. With just under 37,000 inhabitants, Beckum is a so-called German medium-sized town. But by no means mediocre. Admittedly, not as well-known as Shanghai or Prague. Still, a city with history, recreational areas and enough good reasons to visit.

In 1872, the first cement plant was founded in Beckum. 31 more were to follow. At that time, the Beckum cement district was considered the largest "cement trough" in the world.

From the cement pit to the bathing lake

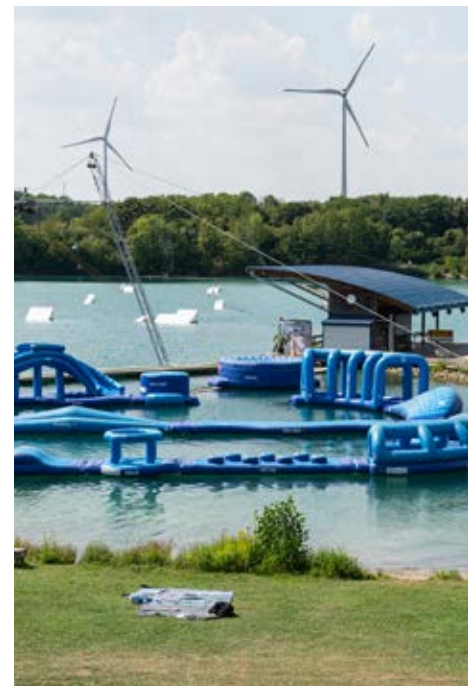
Until the middle of the 20th century, the cement industry was still dominated by medium-sized companies. After that, large corporations prevailed and took over numerous plants. In 1967, the cement industry in

Beckum was also in a deep crisis. Price collapse and a ban on cartels led to an immense decline. Today, there are only two cement plants left in Beckum.

The former quarries have now shed their dusty cement veil. The Phönix Active Park, for example, is a green oasis on the 40,000 square metres lake. Visitors can enjoy the local recreation area in many ways. They can fish, skate, play mini-golf or beach volleyball, climb or simply go for a walk. Those who have never played disc golf or know what it is can try it out here.

Lake Tutenbrock is located directly at the motorway exit. The former limestone quarry has given way to a bathing lake with a sandy beach. If you don't just want to swim and sunbathe, you have to make a choice: Water skiing, stand-up paddling, or rather a round in the aqua park? Alternatively, you can watch the profession-

Phönix Active Park with cement industry in the background





The most famous fountain in Beckum: Pütt fountain



The market square is a meeting place for many events.

als. In 2021, the open European Wakeboard Championship was held here for the first time.

When the adult child has fallen into the fountain

History buffs are well catered for in the town centre, a good three kilometres away. Numerous works of art can be discovered on a walk through the town centre that deal with the Schildbürger pranks. Probably the best known is the "Beckumer Pütt". According to legend, the fountain (also called Pütt in Low German) in

front of the former town hall was to be cleaned. To do this, a chain of men was lowered into the fountain. When the top man had no more strength, he said: "Hold on tight. I have to spit in my hands." And they all fell into the fountain. This Schildbürger prank is also the eponym for the Pütt Days. The town festival takes place every year at the beginning of September.

Aquapark and water skiing at Lake Tuttenbrock

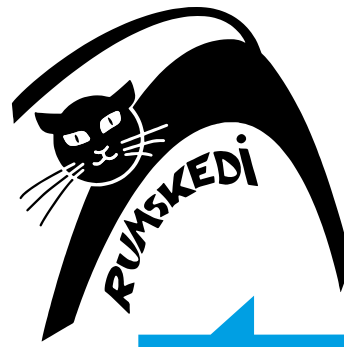


The foundation (stone)

Cement – the gray building material is also the cornerstone of Blumenbecker's company history. Theodor Blumenbecker lived in Bochum and worked as a fitter. He regularly came to the cement town from the Ruhr area to repair and maintain the cement industry's electric motors. In May 1922, he and his colleague at the time, Hans Goeke, founded an anchor winding shop in Beckum. The hotelier Bernhard Lütke – in whose hotel the two had always stayed when they were in Beckum for assembly work – provided the two with simple premises as a workshop. The foundation stone for the Blumenbecker Group was laid.

The tomcat called Rumskedi

Those who don't want to wait that long can join in the celebrations at the Beckum carnival at the beginning of the year. But the symbolic figure is not a colourful jester's cap. It is the black tomcat Rumskedi. Since 1934 he has been the heraldic animal of the Beckum Carnival and even has his own song. The three verses are a must for every carnival enthusiast in Beckum.



HELAU!

Good view

A little more than a stone's throw away lies the H6xberg to the south of the city. At over 160 metres, it is also the "highlight" of Beckum. Those who climb the steps of the 23-metre-high observation tower – the Soestwarte, formerly a watchtower of the medieval Landwehr – get a good view. From there you have an overview of the nearby animal enclosure, the windmill and the green panorama of the M6nsterland.

Windmill on the H6xberg



INSIDER TIPS

Blue Lagoon

The blue lagoon is a former limestone quarry. The quiet nature reserve invites you to linger and offers a great view of the turquoise water – a landscape lake and a biotope lake. Both lakes are separated by a cycling and hiking path, on which both the Werseradweg and the Zementroute run. It is not only at the resting place or the vantage point that you can experience a species-rich fauna. More than 70 bird species have a home here. The place is a beautiful spot to take time out in the middle of Beckum.



DANIELA DEIMEL
Business Process
Management
B+M Blumenbecker

Tomcat Rumskeidi's drinking fountain

The redesigned market square was inaugurated in June 2022. The central meeting place for many events. In addition to the Pütt fountain and the new fountain field, Rumskeidi the cat now also has a permanent place in the heart of the city – in the form of a drinking fountain. If you want to get to know Beckum and the people, it is best to travel to the city at carnival time. From Weiberfastnacht – Thursday – to Klingeldienstag – Tuesday – there is a programme every day. 23 official carnival societies take part in the various parades. On Bell Tuesday, the city prince says good-bye and thanks for the session - high above from a crane on the market square.



DAVID HEESE
Sales Office Service
Blumenbecker
Industriebedarf

The blue Lagoon



Tomcat Rumskeidi's drinking fountain



Blumenbecker in Beckum

UNITED AT HEAD- QUARTERS

The Blumenbecker Group's headquarters are located in Beckum, directly on the Sudhoferweg industrial estate. It is also the only location that is home to all three areas of competence: Industrial Automation, Industrial Trade and Industrial Service. Production halls, sales and storage areas and office buildings cover an area of around 73,000 square metres.

When Blumenbecker's headquarters were moved here in 1960, there was only a hall with a basement and crane facilities, staff rooms and – by the standards of the time – modern workplaces. Many additions and alterations have taken place since then. No wonder, since the number of employees has increased more than twelvefold from 40 to almost 500. Evidence of the structural changes can still be seen today. You can find exposed aggregate concrete from the 60s, clinker bricks and modern cladding on the buildings.







Modern switchgear production

Industrial-automation at the highest level

The latest building – incidentally the largest single investment in the company's history – was officially opened in September 2014 in the presence of the then NRW Minister President Hannelore Kraft. Industrial automation with 280 employees has moved in here on an area of 8,000 square meters. The centrepiece is the modern switchgear production. From individual control cabinets to complex switchgear, the employees manufacture according to the latest standards and norms. As recently as 2020, the machinery was expanded to include a new laser centre for processing the switchgear cabinet housings.

Blumenbecker has not only invested in hardware. A lot has also been done digitally in recent years. All process data in production has been digitized. New solutions – such as the PDF editor for circuit diagrams – have been developed in-house and used successfully in the company's own production and by customers.

Industrial-trade – more than just products

Behind the wide glass front, clearly visible from Sudhoferweg, is the store of the industrial trade. Here, in addition to professional advice, there is a large assortment for customers from industry and handcraft. The selection ranges from work clothing to machining technology. In 2014, the central warehouse including packing line moved from the Soest branch to the hall next to the store. Due to the increased volume of parcels, the packing line was expanded and modernized in 2020. The state-of-the-art, 3,500-square-meter logistics centre has an assortment of up to 100,000 items from the areas of industrial supplies, capital goods and electrical components – for fast and smooth supply to customers.

Blumenbecker uses the latest e-procurement solutions for the supply of C-parts. The services offered to customers include the analysis of purchasing processes, maintenance of article data and the compilation of individual product catalogues.



The two-storey packing line



The anchor winding workshop

Industrial-service – all-round protection for industrial plants

The armature winding, from which the Blumenbecker Group emerged 100 years ago, can be found in the rear building. The large tower is easy to recognise. This is where electric motors and machines are repaired and overhauled. The small machinery department is responsible for the smaller equipment – such as electric and pneumatic tools. The crane maintenance department is housed in a separate hall. However, the many service technicians are usually on site at the customer's for maintenance, testing and repair of crane and gate systems. Blumenbecker is also breaking new and digital ground in professional maintenance. The customer portal for maintenance gives customers an up-

to-date overview of the maintenance and inspection status of their equipment and any measures that need to be taken. The digital inspection reports are available in the customer portal immediately after each inspection.

Holding – three managing directors and three areas of competence

Blumenbecker Holding also has its home at the headquarters. Since the beginning of 2019, the three holding directors Harald Golombek, Olaf Lingnau and management spokesman Richard Mayer have been at the helm of the Blumenbecker Group.

AT THE BECKUM HEADQUARTERS

Blumenbecker Automatisierungstechnik GmbH

Blumenbecker Industriebedarf GmbH

Blumenbecker Industrie-Service GmbH

b_digital GmbH

B+M Blumenbecker GmbH



498

Employees

New production site and smart
airport ground support equipment

HiSERV

WELL FREIGHTED



»We are delighted about the large order from HiServ and the opportunity to equip these 350 ordered dollies with the new, smart functions.«

Jan Weiß, Sales and Deputy Branch Manager in Haiger



Countless airplanes land and take off on tarmacs. However, a significantly larger number of vehicles on each tarmac do not take to the air, but remain on the ground. These ground-based cargo helpers include aircraft stairs, baggage and cargo trailers, as well as container trailers also known as dollies.

For more than 25 years, Blumenbecker Technik GmbH has been supplying, testing, maintaining and servicing this airport ground support equipment – but until now, without producing any of its own. This changed at the beginning of the year. With the take-over of MW Metallbau & ET-Service from Haiger, Blumenbecker now has its own production facility for airport ground support equipment.

Two becomes one

Ralf Herzog, Managing Director of Blumenbecker Technik GmbH, is delighted with the expansion: "By acquiring this steel construction company, we are further expanding the expertise of our airport ground support equipment business. We can now manufacture the dollies & baggage trolleys that were previously produced exclusively by subcontractors ourselves, which gives us deeper value creation and better control over quality, price and delivery time." Mike Wenzel - who works for Blumenbecker as Head of Railway Technology & Airport Ground Equipment - also sees the many opportunities: "Previously, as a pure project team without our own production, we were dependent on the external supplier. Now we can develop our products independently and can proactively intervene in the production process at any time during order processing," he explains.

First major order for in-house development

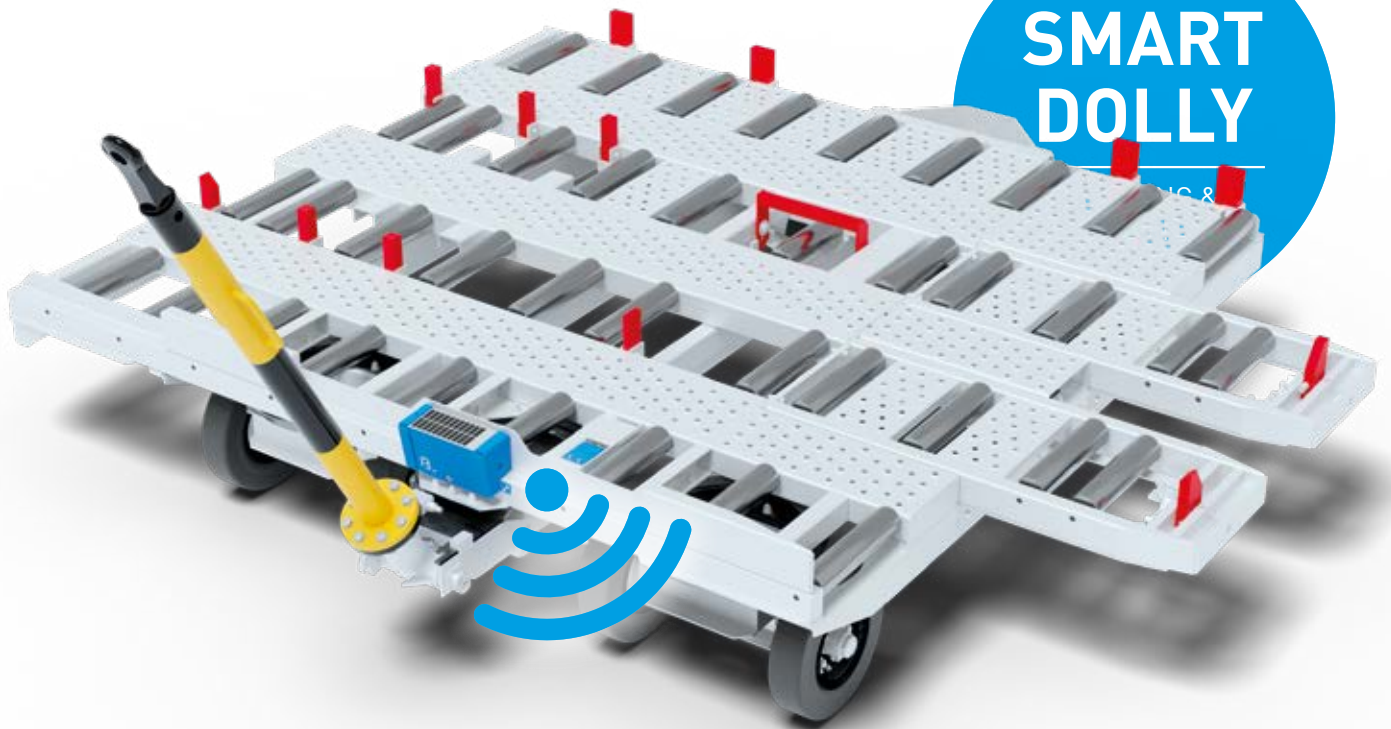
The KPA freight container dolly is a standard dolly. It can be loaded with aluminium containers of up to 5 tonnes. The trailer, which weighs around 1,350 kg, has been in use at many airports since the 1970s and has been produced thousands of times in Haiger. The company HiSERV - a service provider specialising in the rental of Ground Support Equipment (GSE) - enquired about these very standard dollies at the end of last year. During the subsequent consultations, it quickly became clear that HiSERV needed more than just standard.

"The KPA will be equipped with tracking function and load sensor. In 2020/21, we already tested four units with the tracking function and our own development, the load sensor, for HiSERV at Frankfurt Airport. The customer was enthusiastic. But since retrofitting existing dollies is time-consuming and costly, the tests have remained at that," Wenzel reports. Until now. Now Blumenbecker has been awarded the contract for 350 new dollies with these additional functions. "With our expertise in steel construction and our digital solutions, we can offer smart airport ground support equipment that will attract worldwide interest," he says with confidence.

At the new production site in Haiger, employees manufacture the dollies



SMART DOLLY



Dolly goes smart

Where is the next unloaded dolly? Dolly 2317 has to go to the UVV inspection – but where is it on the huge tarmac? Until now, searching and finding has been tedious and time-consuming. Until now, the five-digit dolly numbers have been checked by hand in all weathers using a list. Until the corresponding dolly is found.

Thanks to the smart additional functions, the customer can now call up the data and locations digitally in real time. At the front, directly behind the drawbar, a radio unit is attached. "This is the control centre, so to speak. In this box is the data processing for positioning, recharging via solar and the transmitting and receiving unit. Behind it, between the support rollers, is the load



Load sensor

Tracking system with solar panel

sensor. It detects without contact whether or not the dolly is loaded with a container or a freight pallet. The sensor also transmits this information to the 'control centre'. Every change of position or load is immediately transmitted to the corresponding database via radio. "This gives the user in the control centre a real picture of what is currently happening on the tarmac with all movement scenarios and availabilities of the GSE units", explains Wenzel.

The first delivered and it is being further developed

The first dollies have already been delivered. The rest will follow by the end of 2022. Roland Ückert, Managing Director of HiSERV, explains that about 40% of all dollies have now been converted to Blumenbecker equipment. HiSERV will be reordering more dollies with the tracking system as soon as all the performance points have been passed in the tough environment at Frankfurt Airport.

The next project together with HiSERV is already in full swing. This time it's about luggage trolleys. In Scandinavia, where it is dark and cold for half of the year, the snow masses are a very special challenge.



The task: to make the luggage trolley lighter so that it is easier to manoeuvre through the snow. Of course, in the accustomed quality. "During the development of the prototype, we saved virtually every gram. We checked what we could make more stable in order to leave out steel. Now the trolley is 200 kg lighter and yet fully functional," says Wenzel. The long-term tests are still pending.

Blumenbecker presented both prototypes for the first time at the joint stand with HiSERV at the GSE trade fair in Paris in September. "We are delighted to have Blumenbecker as a co-exhibitor on our innovative stand, so our joint customers can examine part of HiSERV's product portfolio," says Roland Ückert.

Contact person



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& Rail Technology**

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100 years of Blumenbecker

TIME TRAVEL



What began in 1922 in an armature winding in Beckum has developed into an international group of companies 100 years later. We embark on a journey through time. Back to the beginnings in a small workshop, through new business fields to expansion and internationalisation. What decisions, developments and achievements have brought Blumenbecker to where it is today? The answers in fast motion:

A like armature winding

A 28-year-old technician from Bochum founds an armature winding firm in Beckum with his colleague at the time.

One of the company founders is called Hans Goeke and leaves the company again in 1928 to return to Bochum for family reasons. The other is called Theodor Blumenbecker. He not only finds professional fulfilment in Münsterland, but also starts a family here. Daughter Marianne is born in 1926. In 1929 the progenitor Bernhard is born.



1922
Company founded in Beckum



1929
Additions: Marianne and Bernhard Blumenbecker



1925
Founding couple Elisabeth and Theodor Blumenbecker



1953
Bernhard Blumenbecker (sitting in front) with employees

After the departure of his business partner, Theodor Blumenbecker's company expands continuously.

Nach dem Ausscheiden seines Geschäftspartners expandiert das Unternehmen von Theodor Blumenbecker kontinuierlich.

The second generation is growing up

Marianne Blumenbecker, who graduates in business administration in Cologne in 1952, founds her own company in 1954: an electrical wholesaler in Ahlen.

Bernhard Blumenbecker passes his master's examinations as an electrician and electrical machine builder in Oldenburg in 1958 and 1959. He then returns to Beckum to work in his father's company. There he focuses on customer service and sales.

Expansion and merger

The anchor winding company expands. In 1960 Theodor Blumenbecker has a large hall with crane facilities built at Sudhoferweg 99 - today's headquarters. Marianne Blumenbecker discovers a new and promising field of business: electrical engineering. 1962 marks the start of switchgear construction.

1966 Dipl. Kfm. M. Blumenbecker KG, Ahlen, and Th. Blumenbecker KG in Beckum merge to form Blumenbecker KG, Beckum. The new joint company headquarters are on Sudhoferweg in Beckum.

In 1969, the current majority shareholder Astrid Blumenbecker - the daughter of Bernhard and his wife Gisela - is born. In the same month, the company takes over a small anchor winding shop in Iserlohn; the birth of the first location outside Beckum.



1954

Foundation: Marianne Blumenbecker establishes an electrical wholesaler in Ahlen.



1962

Opening of engineering office and construction of switchgears

1960

Relocation: Armature winding firm is relocated from Wilhelmstraße to Sudhoferweg.



1966

Merger of the companies on Sudhoferweg



New construction, expansion and progress

In the following years, the signs point to growth: the Iserlohn site moves into larger rented premises and a two-storey administration building is erected on Sudhoferweg in 1978. In 1982, the switchgear construction was given another production hall. And once again the company ventures into a new field of business: special machine construction. This includes service for aerial work platforms and for airport ground equipment such as luggage and cargo trailers.

In other areas, too, the company invests diligently in innovations: Marianne Blumenbecker has the first CAD workstations set up and production data acquisition is introduced.

The boom and a retreat

The biggest boom year in the company's history is 1990. The company now has 360 employees – 150 of them in the control technology department alone. Another milestone is the company's involvement in the new federal states: A service station for crane maintenance

and electrical installations is founded in Rüdersdorf. A year later, the company took over Agrodienst GmbH and founded Blumenbecker Technik GmbH in Schafstätt.

In 1994, the siblings Marianne and Bernhard retired from active management of the company. They put the operational business in the hands of the then managing directors Peter Frick and Jörg Mayer.

A year later, Blumenbecker goes international for the first time. An engineering office is set up in the Czech capital Prague.

The 2000s – more international and restructured

Two developments shaped the company over the next few years: further internationalisation and entry into the engineering business. In 2001, Blumenbecker Slovakia s.r.o. was founded, and in 2003 the first site was set up far away from Europe – in Shanghai, China.



1978

The workforce, which has increased to about 150 employees, requires the construction of a two-storey administration building on Sudhoferweg.

1982

Switchgear construction: Expansion of the switchgear construction, which includes a further production hall.



1987

Merit: Award of the Federal Cross of Merit to Marianne Blumenbecker

1987

For her merits to the middle class Marianne Blumenbecker was honoured with the golden MIT pin.





Ten new companies are established in just ten years. Among others, locations in Poland and India are added.

In 2014, construction is underway again: with around 8,000 square metres of floor space, the automation technology production hall in Beckum is the largest investment in the company's history.

2019 will be marked by restructuring. For the first time, Blumenbecker Holding – B+M Blumenbecker GmbH – will be represented by a top three: Richard Mayer – as management spokesman – as well as Harald Golombek and Olaf Lingnau. The course has been set for a successful future for the group of companies in its three areas of competence: industrial-automation, industrial-trade and industrial-service.

1990

Armature winding:

The armature winding gets an extension with 10 t cranes for the repair of large machines



2014

New building: New production hall for switchgear with an area of 8,000 m² is being built in Beckum.

1995

Internationalisation: The first international company is founded in Prague



1998 – today

Expansion:

Further national and international locations are added

Interview with Astrid Blumenbecker about family and family business

»The company is like a family member.«

What does family business mean to you?

"The company is like a member of the family, it is always taken into account when family decisions are made. Decisions in the business often have an impact on the family and vice versa.

Today, family business means to me that we can make our own decisions as a company independently - without the dependence on investors. We can only implement these decisions if we work together with our employees, customers and suppliers as individual partners. I very much hope that people will realise that Blumenbecker is not a corporation, but a family business."

Your father and aunt have expanded the business. Please describe them.

"My father was absolutely against waste. Late at night, he would go through the offices to switch off the lights. But he was also generous. If overtime had to be worked in the workshop, he often drove by Höpker - the Beckum snack bar - and got sausages for everyone who had to work. He even got flowers for the employees' wives on Mother's Day.

The family in the 70s:

Gisela, Bernhard and Astrid Blumenbecker on school enrollment day.



Bernhard Blumenbecker





My Aunt Marianne was very determined and enthusiastic. If she was enthusiastic about something, everyone had to immediately participate in her new idea, she then only reluctantly listened to reservations or objections. As a young woman, she had to fight her way through a lot of opposition from all sides, and that certainly left its mark on her."

How did your role in the company come about?

"When my aunt and father were approaching retirement age, I was much too young to take over. The task of managing the operational business, which had grown significantly, was far too big and impossible to fulfil. We finally decided together to look for non-family experts for the key operational positions and to return to the shareholder role as a family.

Today, the Marianne-Blumenbecker-Stiftung and myself as a shareholder stand for the family. Both, the foundation board members and my family and I, are working to successfully continue the Blumenbecker company as an independent family business in the spirit of my father and aunt."

Marianne Blumenbecker



Marianne during study time

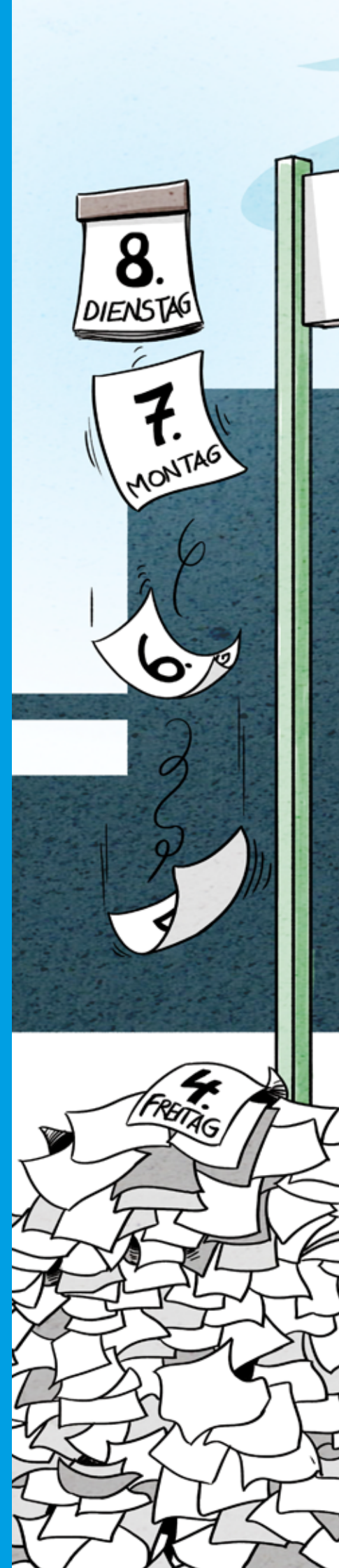


Anecdote: 49 visits

When Marianne Blumenbecker wants to acquire a larger local company, she can't get past the gatekeeper; the managing director always lets himself be denied.

On her sixth visit there, she finally learns that the man would leave the building at a certain time on Friday. So she waits and intercepts him. She tells him this is the seventh time she has been there, and he replies, "If you've been there seven times seven, I'll buy from you."

Marianne Blumenbecker then goes to the doorman 42 more times and gets it stamped each time – and finally gets the order.



WILLNICH & SÖHNE



KREBS
2022

The background of the entire page is a close-up, artistic photograph of numerous copper wires. The wires are bundled together and curve across the frame, creating a sense of depth and texture. The lighting highlights the metallic sheen of the copper, with some areas appearing bright and others in shadow.

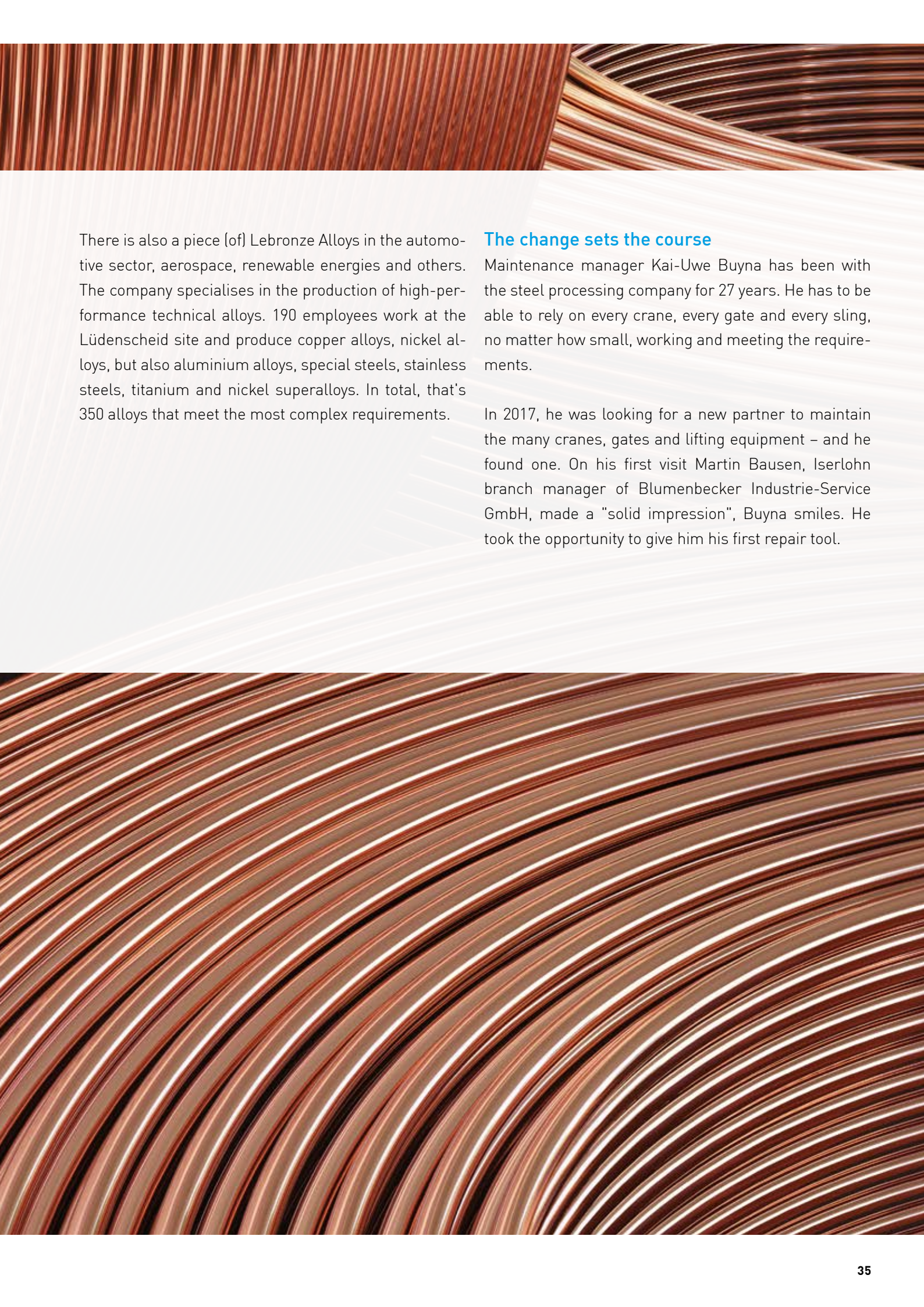
Industrial service for Lebronze Alloys

FROM A SOLID IMPRESSION TO **A PERFECT PARTNERSHIP**

What do an MRI scanner and a toy train have in common? At first glance, not much. But if you look into the tube and onto the track, you will find technology from Lebronze Alloys Germany GmbH. And not only in hospitals and children's rooms.

The logo consists of the lowercase letters 'lba' in a stylized, rounded, orange font. The 'l' and 'b' are connected at the top, and the 'a' is separate.

lebronze alloys




There is also a piece (of) Lebronze Alloys in the automotive sector, aerospace, renewable energies and others. The company specialises in the production of high-performance technical alloys. 190 employees work at the Lüdenscheid site and produce copper alloys, nickel alloys, but also aluminium alloys, special steels, stainless steels, titanium and nickel superalloys. In total, that's 350 alloys that meet the most complex requirements.

The change sets the course

Maintenance manager Kai-Uwe Buyna has been with the steel processing company for 27 years. He has to be able to rely on every crane, every gate and every sling, no matter how small, working and meeting the requirements.

In 2017, he was looking for a new partner to maintain the many cranes, gates and lifting equipment – and he found one. On his first visit Martin Bausen, Iserlohn branch manager of Blumenbecker Industrie-Service GmbH, made a "solid impression", Buyna smiles. He took the opportunity to give him his first repair tool.



»The cooperation with Blumenbecker is perfect. Everyone I'm in contact with cares, understands our concerns, knows what it's all about and it just works.«

Kai-Uwe Buyna, Maintenance Manager, Lebronze Alloys Germany GmbH





That was the beginning of the customer relationship. This was followed by inspections and the rectification of defects in the crane and door systems and lifting gear. Lebronze Alloys now also orders new doors, which Blumenbecker's service staff install and commission. "I have been working with Blumenbecker for five years. I don't regret switching to Blumenbecker. Everyone is knowledgeable and service-oriented. No matter who we turn to there, we get help," says Buyna.

More overview thanks to customer portal

Around two years after the initial contact, Bausen presented Blumenbecker's new customer portal for maintenance. Even several thousand objects and systems can be monitored easily in the online tool. That convinced Buyna.

At the Maintenance trade fair in February 2020, Blumenbecker presented the update of the customer portal for maintenance. Buyna was one of the trade visitors at the Blumenbecker stand. "The customer portal is even more customer-friendly and easier to use," he says. And he should know. "After all, Lebronze Alloys was one of the first customers to use the customer portal," Bausen confirms.



*The customer portal for maintenance:
The maintenance and inspection status
of equipment digitally under control.*



Buyna is not only convinced by the customer portal. "The cooperation with Blumenbecker is perfect. Everyone I'm in contact with cares, understands our concerns, knows what it's all about and it just works," Buyna is pleased to say.

Contact person



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Customer portal for maintenance

Blumenbecker's customer portal for maintenance gives customers an up-to-date overview of the maintenance and inspection status of their equipment at all times and any measures that need to be taken, such as annual inspections. The inspection reports are digital and can be accessed in the customer portal after each inspection. The customer can even monitor several thousand objects – simply and legally.



*At a glance:
Clear display of all equip-
ment and inspections*

New Talent Company in Beckum

WHAT TO DO NOW?



Which training is the right one? Or do I do an internship first? Do I prefer a technical profession or something with office work? These are questions that young people have to deal with after they leave school, or preferably some time before. For all those who are undecided or interested, the new Talent Company in Beckum opened its doors on 31 August 2022 – with Blumenbecker as sponsor.



Supporting children and young people was a matter close to the heart of company founder Theodor Blumenbecker. To continue this tradition, the Blumenbecker Group is sponsoring a vocational guidance room at the secondary school in Beckum to mark the company's 100th anniversary. Blumenbecker paid for and provided the furniture and IT hardware.

In addition, Blumenbecker is assuming the costs to actively fill the space with life. This includes the care of the room by the Strahlemann-Stiftung for the next three years. The job wall, where companies from the region present themselves, is also part of this. Workshops and information events on the topic of future careers are to take place here.

More space for the future of young people: Special room for career orientation at Beckum secondary school





Official opening of the Talent Company on 31.08.2022

What is a Talent Company?

The Strahlemann-Stiftung from Heppenheim is a non-profit foundation whose educational projects are sponsored by companies or other supporters. One of these educational projects is called Talent Company. Here, the foundation sets up specialist rooms for career orientation at schools.

The Talent Company helps young people find the right job and brings them together with companies. Cooperating companies can permanently present their training opportunities on the Job Wall. "In addition, there are workshops and information events with regional training companies to give targeted, practical insights into the world of work 'at first hand'," reports Andreas Hofer, project manager Talent Company of the Strahlemann-Stiftung.

Counteracting the shortage of skilled workers

Hans Hund, President of the Chamber of Crafts Münster, is the patron of the project. He is enthusiastic about the advantages of the new specialist room: "In general, but especially for future topics such as climate protection through the energy transition and digitalisation, more skilled workers are needed in the skilled crafts sector. The pandemic has made it more difficult for companies to contact young people to recruit new talent. In the Talent Company, pupils are introduced to the possibilities of vocational training in a varied and practical way – directly on site, at school."

Project manager Andreas Hofer praises the cooperation of Blumenbecker, the school and the school board.



The opening

Only eight months after signing the cooperation agreement, the Talent Company in Beckum opened its doors on 31 August. Around 50 interested people, supporters and pupils accepted the invitation that evening. "Let's work together to make the Talent Company in Beckum a successful story," Astrid Blumenbecker urged everyone involved in her speech.

Astrid Blumenbecker reported on the high value placed on training at the Blumenbecker company. She still remembers a conversation with her father very well. "Can you imagine, we now have a total of over 50 apprentices," Bernhard Blumenbecker had proudly told her when she was still a child.

"We at Blumenbecker want to help shape the future and give young people a chance," said the majority shareholder. "We want to give something sustainable back to the city of Beckum. There, where we have been successful for over 100 years."

Patron Hans Hund, President of the Münster Chamber of Crafts, emphasised in his speech that every generation has its challenges. And the current one has many in particular: Pandemic, energy crisis, material shortages: "Nothing must block our view of what tomorrow holds." He paid special attention to the craft, "which today more than ever needs space and appreciation".

More space for pupils and their development

The specialist room in the secondary school has a 75 inch screen on the wall. There is a video conferencing system for online meetings on the spacious meeting table. A modern lounge corner invites you to linger. There are also four PCs where pupils can get information and work. Local companies present themselves on the Job Wall.



Trying out the lounge corner: Astrid Blumenbecker and patron Hans Hund

»The education of young people was always particularly important to my father, so we have found here a great opportunity to continue this tradition of our company.«

Astrid Blumenbecker

Training at Blumenbecker has tradition and a future

The Blumenbecker family trained young employees as early as the 1950s. Marianne Blumenbecker was awarded the Federal Cross of Merit for her commitment on 1 March 1987.

Today, the Blumenbecker Group trains people in nine different professions in Germany. There are also four dual courses of study. Many of the former trainees stay with the company, continue their education and make a career in their "former" training company.



Four new robots for the BSH
washing machine factory

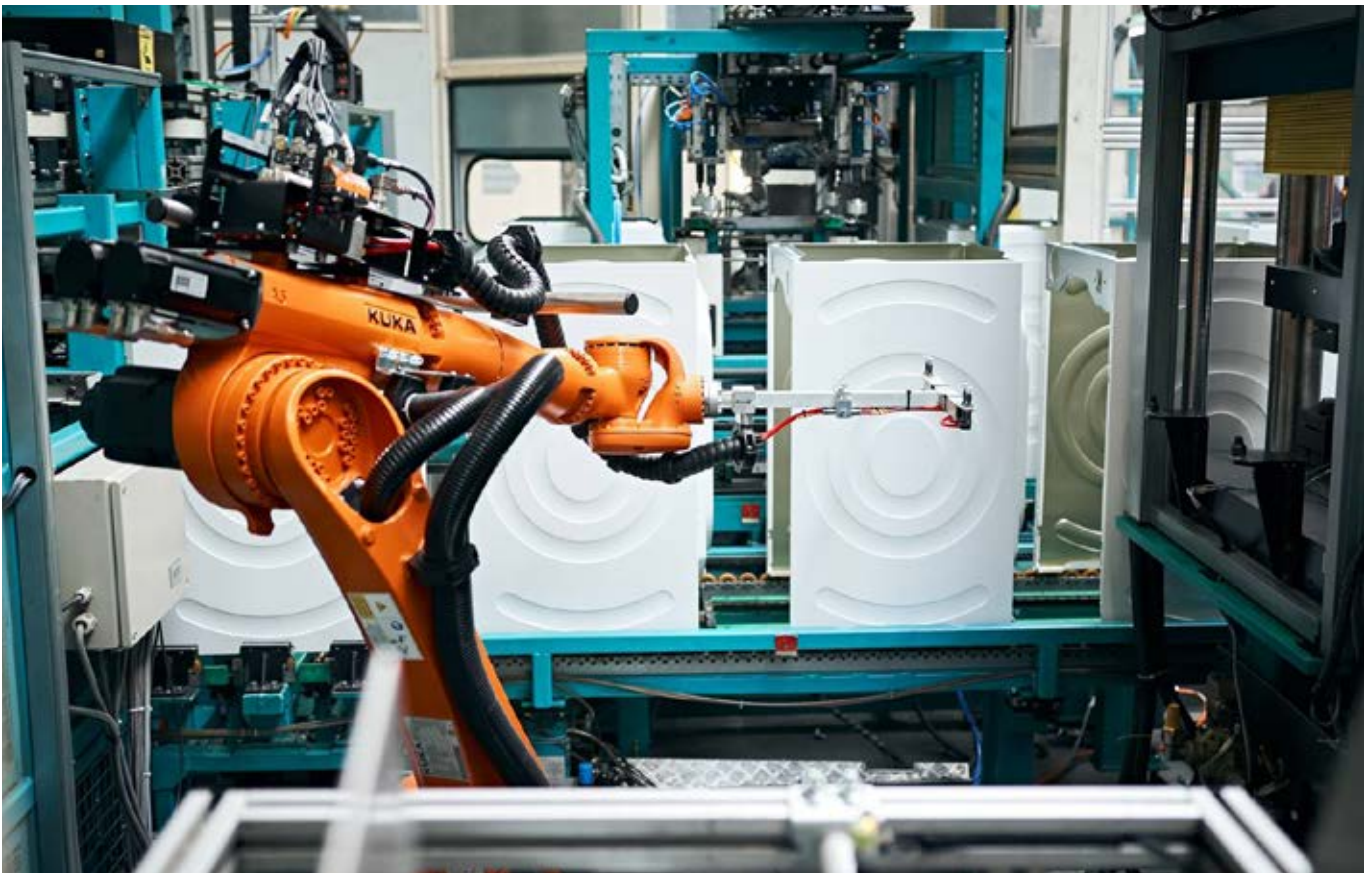
PLANNING IS EVERYTHING

B/S/H/

"Theo, we're going to Łódź". Even singer Vicky Leandros wanted to travel to the third largest city in the country 48 years ago. The sung-about city is located just 150 km southwest of the Polish capital Warsaw. Washing machines have been manufactured here for the BSH Group for over 20 years.

BSH stands for Bosch Siemens Hausgeräte, one of the world's leading household appliance manufacturers. Washing machines, dryers, refrigerators and hoovers are produced in 38 factories worldwide.

The replacement of the robots was intended to improve the OEE (Overall Equipment Effectiveness) index for the line





Blumenbecker Engineering Polska was the first company in Poland to receive the title of KUKA Platinum Partner.

In early 2020, BSH invited external companies to submit bids for the Łódź production site. The production line for washing machine housings was to be upgraded, in which four retired robots were to be replaced with new equipment. "We chose Blumenbecker because of their experience," says Rafał Pietrzyk, Process Engineer at BSH, adding, "and KUKA Roboter, because we already use them in other areas." BSH and Blumenbecker have known each other for a long time. The first project was carried out together back in 2007.

Reliable simulation

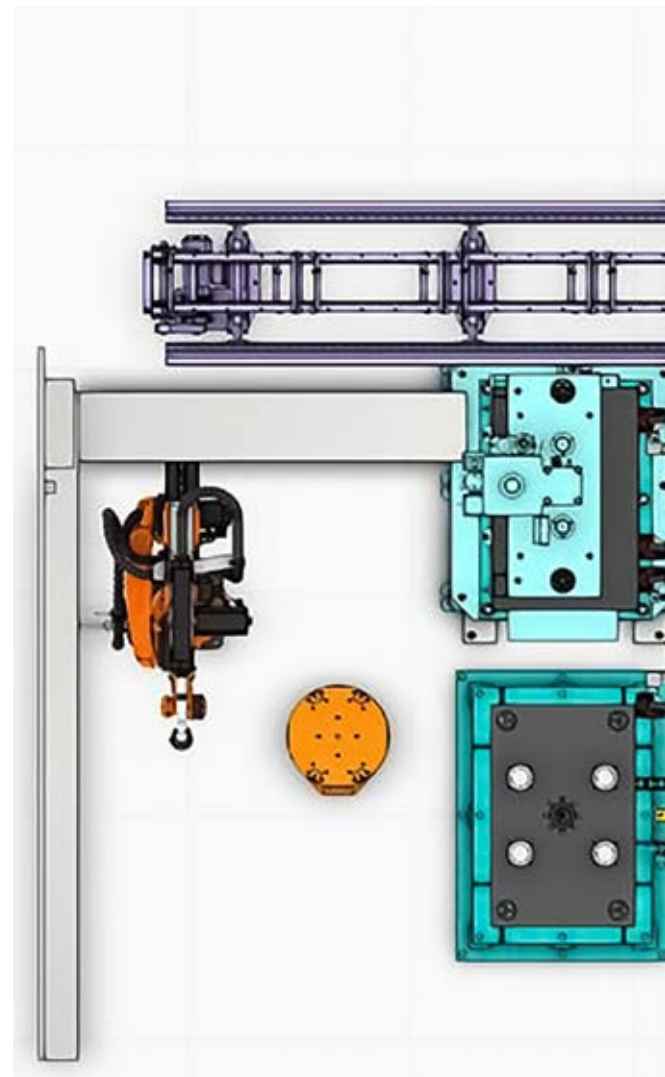
The replacement of the robots was intended to improve the OEE (Overall Equipment Effectiveness) index for the line – in other words, to improve the effectiveness of the entire plant. For BSH, it was important that the previous cycle time on the line be maintained or even reduced. Due to the complexity of the line, good preparation was the key. Blumenbecker's engineers spent a lot of time on measurements and line simulations. This helped to avoid problems during commissioning: "Before starting the project, we therefore carried out a reliable simulation of the workstation to determine the performance of the robots," explains Rafał Rzepa, Manager of Service Department at Blumenbecker Polska Sp. z o.o. (BEP) and head of the project.

» We chose Blumenbecker and KUKA because we have already worked together successfully in other areas of the factory. «

Rafał Pietrzyk, Process Engineer at the washing machine factory of BSH

The robots are involved in several closely related processes in the station area. In detail, it looks like this: Robot number 2 picks up the prefabricated housing and feeds it to the service cover extrusion press. This is the pressing station for service covers, which are picked up by robot number 4. After that, the second robot picks up the housing again and places it on the deposit station. Robot number 3 picks up the housing from the deposit and feeds it to the clinching press. There, transport plates are mounted that will later be used to transport finished washing machines. These transport plates are fed by robot number 1, which is located opposite. Once the plates are mounted, robot number 3 picks up the cabinet again and places it on an exit conveyor.

"The most important challenge in this project was to do the installation and commissioning in the summer shutdown in only two weeks," Rzepa reports, adding, "but thanks to a good plan and project preparation, we were able to do it."



Satisfied customer

Since the implementation in July 2020, production has been running without any problems. "The project was carried out according to plan and was a success. I rate the cooperation with Blumenbecker itself and the robots that were implemented in our area as very good," says a pleased process engineer Pietrzyk.

„There is also potential for efficiency improvements on the line, as the robots are not yet running at 100% now. So they are not fully utilised, so the service life of the spare parts is extended," Rzepa knows.

Contact person



Rafał Rzepa

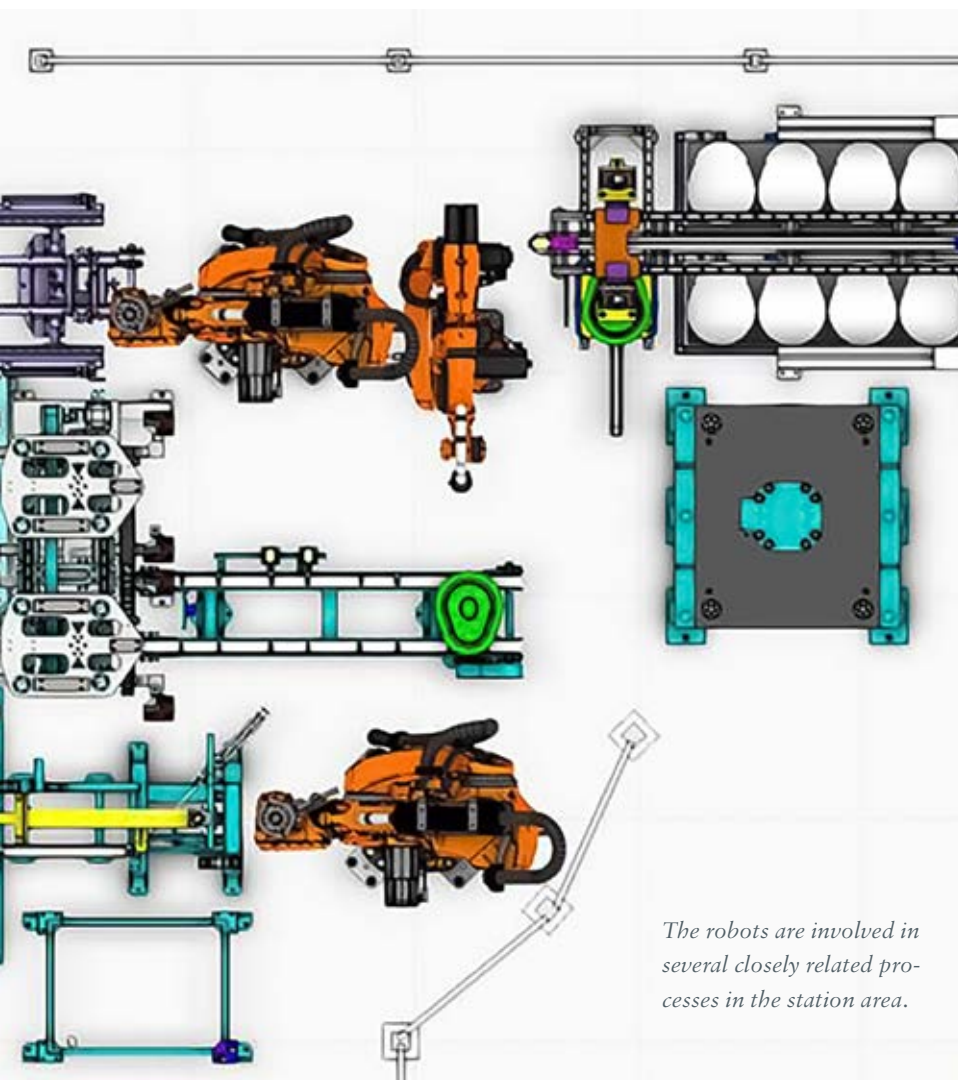
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The robots are involved in several closely related processes in the station area.

Watch project video

(Polish with
German subtitles)





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