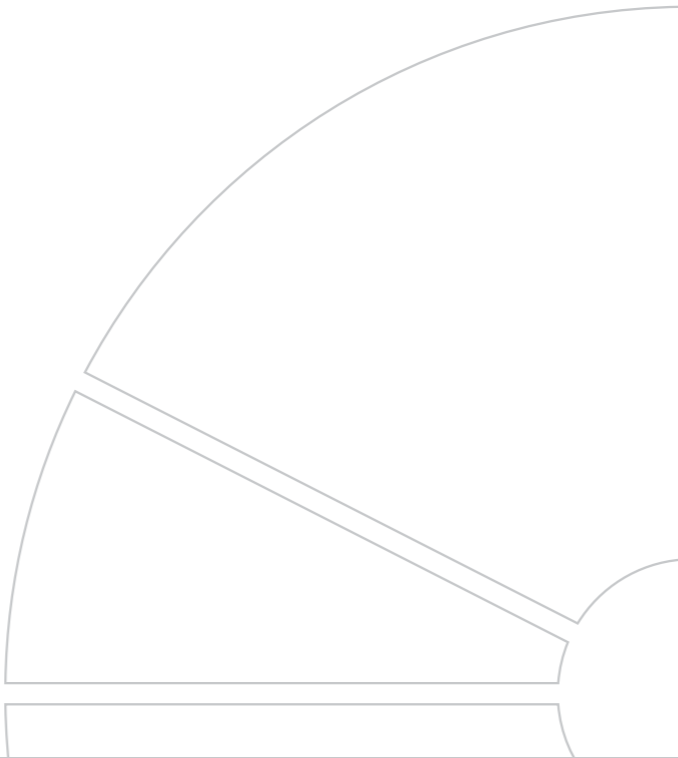


MACHINE CONSTRUCTIONS/20047/11-11/860CHURE.GB

# Machine constructions





# Active cooperation is the key



## SMULDERS GROUP

Smulders Group has its origin in 1966 and has evolved into an international organisation with multiple subsidiaries. The core activities of the company - construction, manufacturing, supply and assembly of steel and machine constructions - are sub-divided in four divisions:

- Smulders Wind turbine constructions; foundations and towers for on- and offshore wind turbines.
- Smulders High-grade constructions; high-grade industrial constructions, on- and offshore constructions, bridges, renovation projects and architectural constructions.
- Smulders Industrial constructions; steel constructions for industrial and non-residential building.
- Smulders Machine constructions; machine constructions for different applications within several sectors.



## SMULDERS MACHINE CONSTRUCTIONS (MC)

The Machine constructions division is represented by seven companies, each of which is active within a specific sector and with its own product portfolio. Together they have a broad spectrum of machines, systems and constructions, but all have one thing in common; they are the result of a strong drive to offer customers practical solutions to their problems.

A drive which results from the vision to create a high-quality product that contributes to the optimization of the customer's production and/or logistical process. A vision which is realized by continuously striving for innovative solutions and continuous product development that are market driven. But, especially by establishing an active collaboration with the customer. By combining in-house expertise and experience with those of the customer, practical solutions are reached; 'Active cooperation is the key'.

Only high-quality end products are delivered, in which durability is at the fore front. To achieve this and work as efficiently as possible, design, production and assembly are all in-house. Furthermore, there is an option for preventive maintenance and an after-sales service which contribute to the continuity of the customer's production process. Naturally the products meet all standards and safety requirements.

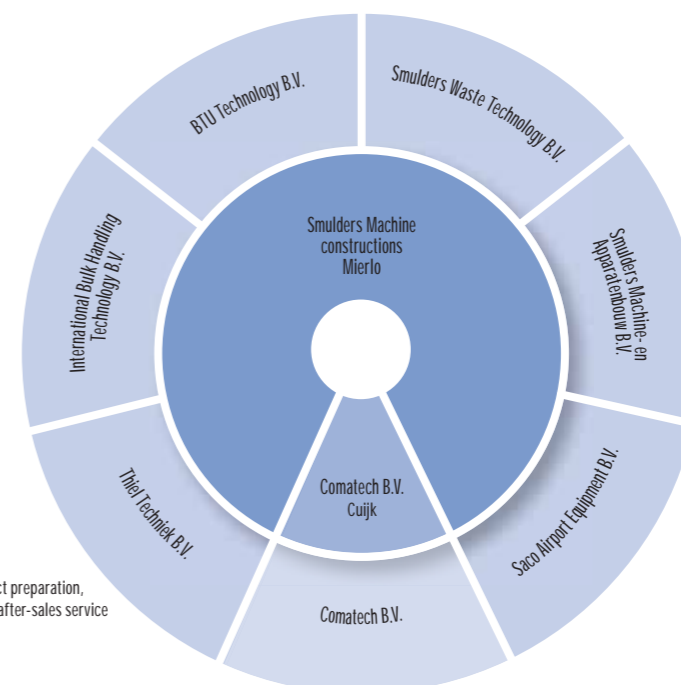
The typical drive and flexible attitude of Smulders Group makes it possible to realize a project efficiently and give guaranteed delivery times. Every project is appointed its own project manager who also functions as steady contact for the customer, in which open communication is most important. All this contributes to the feeling of contentment many customers have after doing business with Smulders Group.

The following pages will each pay attention to one company and its activities. A short overview:

- **Smulders Machine- en Apparatenbouw B.V.:** Special machine construction
- **SACO Airport Equipment B.V.:** Air Cargo Handling Systems
- **Smulders Waste Technology B.V.:** Waste separation systems
- **Thiel Techniek B.V.:** Storage and handling systems
- **BTU Technology B.V.:** Handling systems and (de-)stackers for the (sheet) metal industry
- **Comatech B.V.:** Machining and welding constructions
- **International Bulk Handling Technology B.V.:** Bulk handling systems

### Smulders Machine constructions

The image below depicts the interaction between the companies and the activities within the division.



- Project management, purchase management, project preparation, engineering, production, transport, installation and after-sales service
- Sales, marketing



# Working together is our specialty!

## SMULDERS MACHINE- EN APPARATENBOUW B.V.

At Smulders Machine- en Apparatenbouw B.V. (SMA) in the Dutch town of Mierlo, innovative special machines and product related appliances are produced for many sectors. As special machine constructor, SMA for one, has excellent references from the automotive sector, insulation and wood industry, but does not restrict itself to just these industries. SMA embraces the challenge to come up with a practical and result oriented solution for every problem.

Especially with new to be developed products, active collaboration with the customer is of the essence. Every problem or issue that pops up in the design of a specialized machine is solved together by SMA and the customer. So, the name of the game is to think along and then proceed to a good and fast implementation: those are SMA's strong points. 'Working together is our specialty!'

SMA can call on the years of experience and know-how that are present within the organisation. This starts at the engineering department, which therefore is continuously busy with the implementation of novel concepts and refreshing ideas in the area of customer-oriented and dedicated machines. So, innovation has an important position in which SMA always takes practical implementation as the starting point. The complete internal organisation is involved with finding the right solution. And the practical experience of project managers, production and assembly employees are eagerly used.

The internationally-oriented organisation is completely attuned to a project-based approach; structured procedures, self-management of all activities, short communication routes and control by one project manager. Combined with a flexible attitude, this guarantees the quick processing of a project, which results in high quality customisation, completely adjusted to the customer's wishes.





# We take care!

## SACO AIRPORT EQUIPMENT B.V.

SACO Airport Equipment B.V. (SACO) is renowned worldwide as an experienced organisation which is specialized in the development, production and delivery of air cargo handling and storage systems. The slogan 'We take care!' immediately explains what customers can expect. SACO always goes the extra mile.

Users in this sector are always seeking the optimum logistic solutions to suit their particular needs. That is why the SACO employees draw upon their knowledge and experience right from the initial concept phase in order to develop a system that creates added value within the customer's logistical chain. Here it makes no difference whether it concerns a simple manual system or a mechanised fully automated system, because SACO always delivers systems that enable a time and cost effective handling of air cargo.

SACO's extensive portfolio is filled with solutions in the area of air cargo handling. Ranging from conveyor decks, truck docks, dolly docks, build-up break-down workstations, weighing systems, multi-level storage systems incorporating (elevating) transfer vehicles, to complex control systems and overall Material Handling Software and management IT-systems.

Due to the modular construction of components, SACO is able to deliver multi-phase systems which can evolve with the customer's company situation and therefore adhere seamlessly to both the air cargo volume to be handled and future investment plans.

All systems delivered, are ready to be used. And even after delivery and instalment of a system, SACO keeps honouring the motto 'We take care!' Standby 'after sales support' and tailored preventive maintenance programmes offer customers high dependability throughout the whole lifespan of a SACO system.



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# Distinctive separation!

## SMULDERS WASTE TECHNOLOGY B.V.

Smulders Waste Technology B.V. (SWT) is a real specialist when it comes to waste separation. Under the motto 'Distinctive separation!' the company designs, produces and delivers ready-to-use systems and autonomous working machines for the waste separation sector.

Based on years of international experience and innovative thinking, SWT always designs and produces an efficient waste separation system that meets every requirement and wish of the customer.

The extensive portfolio is made up of, amongst others feeders, trommel screens, fines screens, picking stations, air based separators, magnets and transport conveyors. If so desired, these machines will together form a sorting system for separating waste based on size, weight and material type. Because SWT exclusively works with high quality and abrasion resistant materials, the systems and machines are high quality and have a long lifespan with extreme reliability.

In this manner SWT contributes to the logistical process surrounding the waste streams of the customer. Thinking along is therefore one of SWT's strong points. The development and option to rent mobile picking stations and mobile trommel screens to meet the customer's changing capacity needs are some good examples of this.

Even after a system or machine has been put to use, SWT remains available to the customer for advice. Maintenance and service can contractually be carried out by local suppliers, so the customer can depend on the reliability of the system or machine during its entire lifespan.



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# Thiel beats chaos!



## THIEL TECHNIK B.V.

Smooth warehouse management? No problem for Thiel Technik. The company designs, produces and delivers a wide range of user-friendly and safe storage and handling systems, fully attuned to the customer's requirements. A high efficiency through the improvement of the intralogistics is perfectly realizable: 'Thiel beats chaos!'

All Thiel systems have been designed in such a manner that heavy materials can be manually manoeuvred within reach of a crane. As a result, material handling becomes convenient, simple and ergonomically justified.

The compact design of the systems is space-saving and extremely implementable in a 'lean' production process, various types and sizes of material are segregated and very easily accessible. The systems are always adjustable because of the modular construction and therefore suitable for various materials and branches. In this manner a customer is able to arrange and expand the system to his own requirements.

With Thiel Technik customers always opt for a total solution. In consultation with the customer, the most ideal logistical solution is devised and designed. In order to service customers as well as possible, the focus for the implementation of a Thiel-system always lays on improvement in continuity and efficiency for the company's logistic process. Customers are therefore always guaranteed a qualitative high standard and versatile product that also has a substantial surplus value.

Thiel Technik predominantly aims itself at the European market, has an extensive sales network and furthermore collaborates with several foreign partners. The motivated and skilled employees are able to give ample advice and act quickly in contact with the customer. Therefore they are the first contact, while the head office in Mierlo (NL) also ensures the necessary support.



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# Stacking beyond innovation!



## BTU TECHNOLOGY B.V.

The internationally active company BTU Technology B.V. (BTU) designs, produces and delivers complete systems and individual functioning (de-) stackers for the (sheet) metal processing industry. These advanced machines enable customers to quickly and efficiently handle a multitude of sheetmetal blanks and profiles into neat stacks within tight tolerances in a safe way, and immediately ready for the next production phase. With ongoing product innovation, BTU's machines continue to belong to the highest level in flexibility and efficiency. BTU: 'Stacking beyond innovation!'

BTU has fulfilled a pioneering role in the development of the first Blank stackers. Because these machines are an important part in the production process, the principle is simple: Creating surplus value within the production process of the customer. As this regards handling systems and (de-)stackers, the focus is placed on processing sheetmetal blanks or profiles as efficient as possible. Automation, speed and flexibility are at the forefront. Flexibility in the sense of being able to automatically handle different shapes and products with short switching times.

The years of experience has resulted in a product portfolio with machines for stacking and handling profiles, Purlin stackers; and machines for stacking sheetmetal, Blank stackers. Within both product groups there are several variations and types of machines available, each suitable for a specific application. The machines have been designed in such a way that they can be modified according to customer requirements by using numerous upgrades and options. As an addition to the sheetmetal handling systems, a turning station has also been added to the product portfolio, which makes it possible to level out any height differences and turn a stack of blanks in such a manner that they rotate the desired 180 degrees and are ready for the next production phase.

A high performance rate and continuity within the customer's production process are of utmost importance. Therefore, this is considered to be one of the most important criteria in the design of the machine, built with high quality machine parts. The maintenance and service department is fully equipped to this as well.



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# Your co-maker for COstruction & MAchining TEChnology

## COMATECH B.V.

As a machine factory, Comatech B.V. is specialized in machining in combination with welding techniques and assembly. The company, which predominantly focuses itself on supplying and moreover profiles itself as a real all-rounder, has experienced employees with an extensive knowledge and skills in the area of producing machine frames and parts, several dies, tools and prototypes.

Customers choose CoMaTech because they prefer a punctual partner who thinks along with the customer and offers practical solutions. This technical expertise, coupled with the ability to produce fully in-house to precise specifications of the customer, is best expressed in the cooperation for realizing specials and prototypes. CoMaTech: 'Your co-maker for COstruction & MAchining TEChnology'.

In the modern and well equipped machine park, diverse metal working is executed, including turning (660 x 2,000 mm), milling, drifting, drilling, welding, cutting and assembling. The capacity of the large milling machine (6,000 x 2,500 mm) is almost unique in the Netherlands. The in-house measuring chamber has all the required equipment for (final) quality inspections. All products produced by CoMaTech meet the required quality standards. Skilled personnel with extensive knowledge, broad experience and an innovative approach ensure a professional result.

The flexibility of the organisation enables the production of average to large (complex) products in both series and singles. Quality, service and security of supply are fundamental for CoMaTech.



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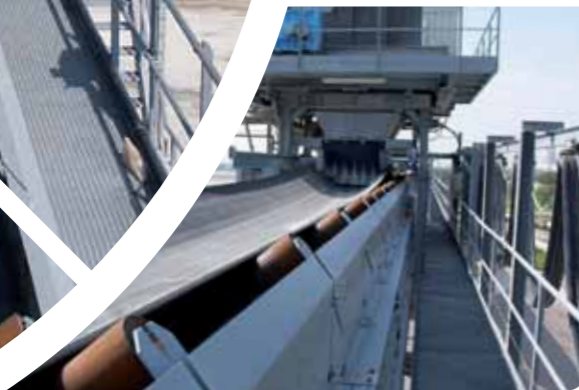
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# Bulk handling solutions!



## INTERNATIONAL BULK HANDLING TECHNOLOGY B.V.

The worldwide experience of International Bulk Handling Technology B.V. (IBT) spans over a 50 year period and covers the entire area from design, estimation and calculation of structures and drive powers to the fabrication, supply, erection, maintenance and service of complex stand alone bulk handling equipment and turnkey systems. Over the years, IBT has been recognized as a reliable and experienced partner for 'Bulk handling solutions!'.

Bulk materials have a great variety with respect to their density, corn size, surface character, humidity, static and dynamic angle of repose, abrasion and the aggressiveness, but also with respect to emission of dust or odor. The aim of IBT is to find the optimal solutions for the complex conveying and bulk handling requirements, offering cost savings in any environment. This does not restrict to the initial investment only, IBT will always look at the overall benefit of bulk handling solution over the years, including recommendations for future modifications and upgrades.

IBT is able to design and deliver stand alone equipment, ranging from various types of belt conveyors with single, tandem or booster drives, pipe-conveyors, cross ridged conveyors with sidewalls and cleats suitable for steep inclination, sandwich conveyors, as well as feeders, chutes, hoppers, silo's and weighing systems. All equipment can be integrated into an efficient turnkey bulk handling system with support structures and an overall control system. IBT maintains high standards on performance and innovation, focusing on reliable products and services.

Over the years IBT has build on an impressive track-record covering solutions for waste to energy plants, waste processing facilities, composting plants, co-generation plants, coal fired power plants, steel mills, slag handling facilities, aggregate / sand and gravel plants, cement industries, stevedoring companies, stone dumping vessels and ship loading as well as discharge systems.



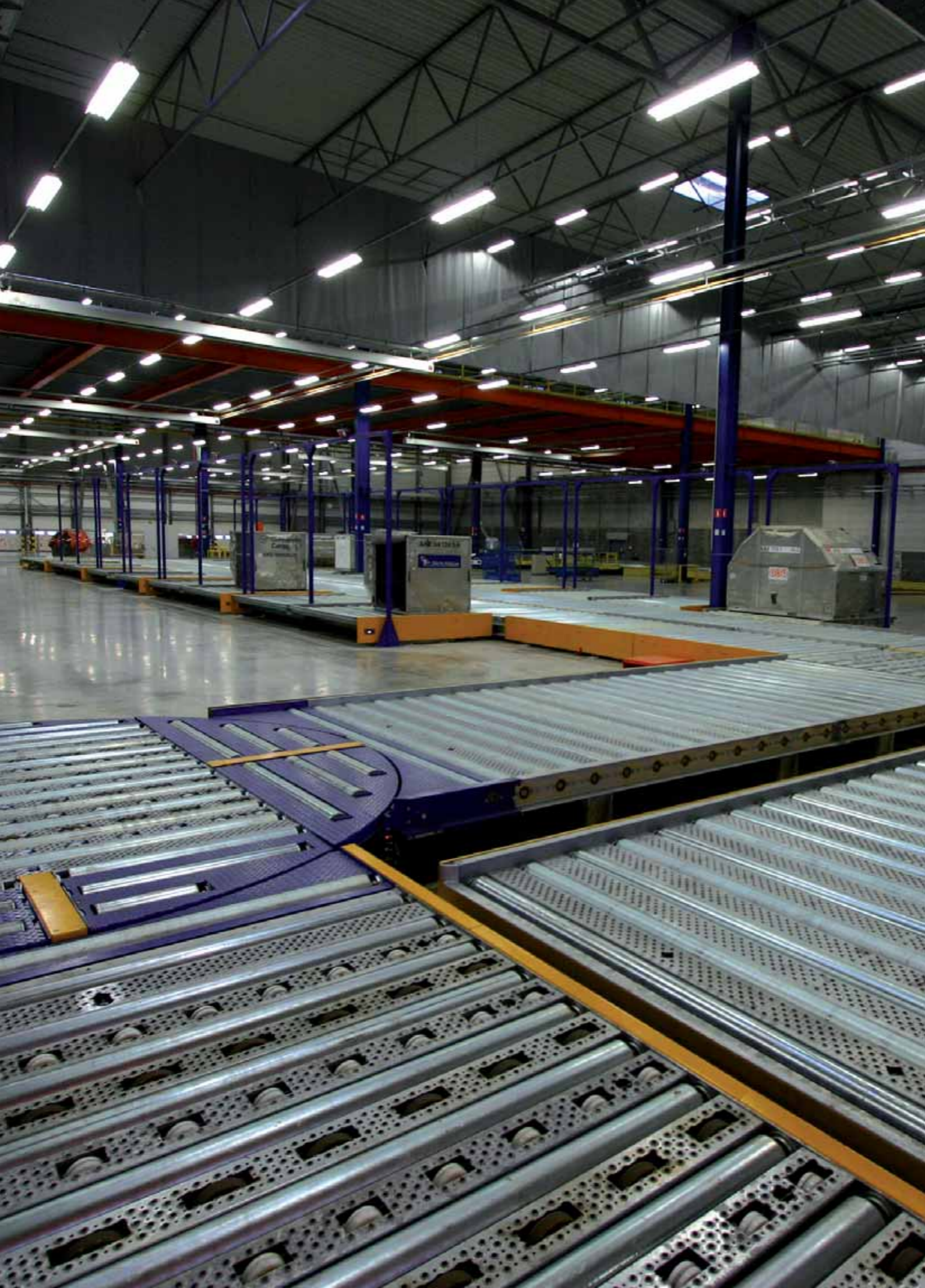
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# Smulders Machine constructions



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