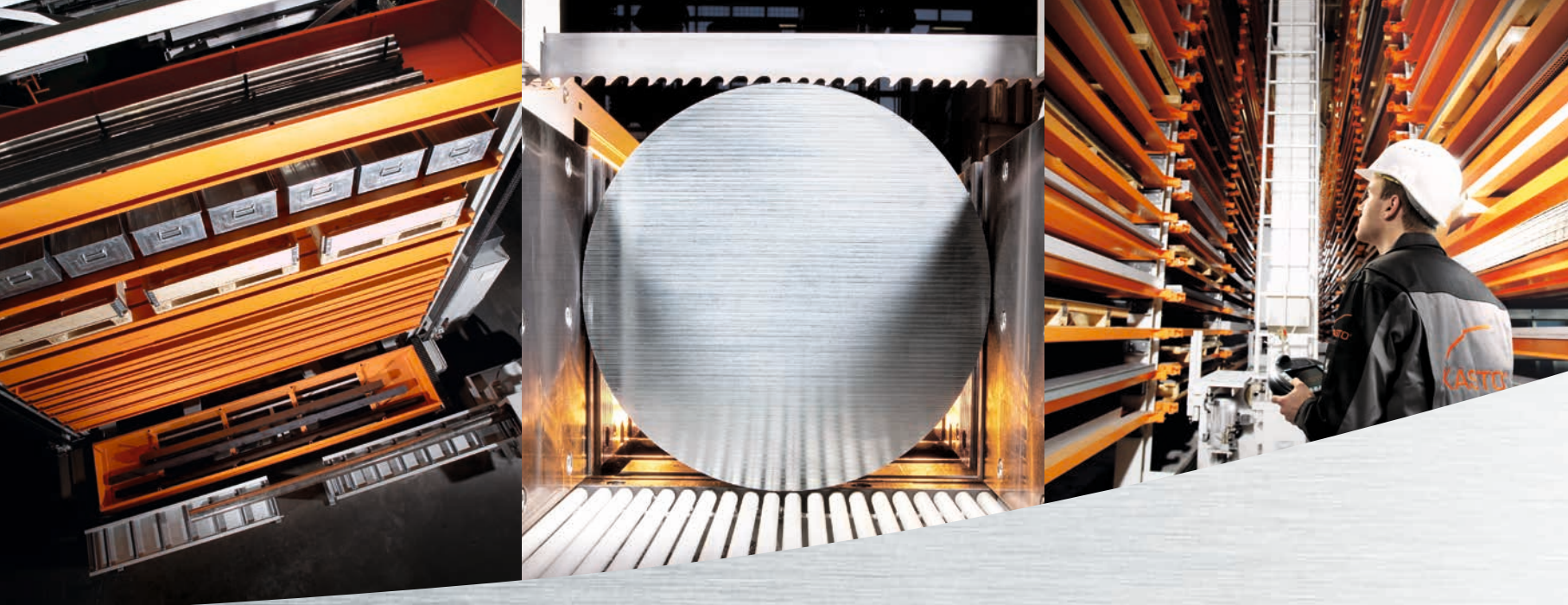




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# More.

# The M

**Sawing. Storage. More.** Whoever wants to achieve more, must do more. Risk more future. Invest more. Integrate more performance. Think outside the box. This is the reason KASTO develops comprehensive machines and systems with interlocking components for metal sawing and storage technology. Perfectly complemented by industry and customer-oriented services. Complete solutions provide profitability and competitiveness to ensure investment security. This means more advantages for all users. The More of KASTO. We would like to show you in this brochure what "More" KASTO has to offer.



**Armin Stolzer**  
Managing Partner

4



#### **More Tradition**

Experience as the basis for new working ideas.

8



#### **More Profile**

Customer success as the goal for products and performances.

12



#### **More "Outside the Box" Thinkers**

Free thinking as the breeding ground for fantasy and curiosity.

16



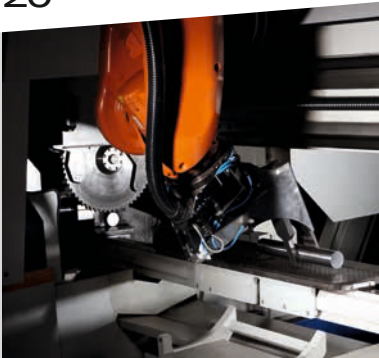
#### **More Future**

Foresight as the prerequisite for success.



# ore of KASTO.

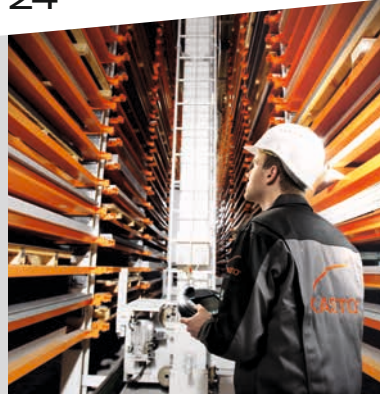
20



## More Ideas

Innovative strength for even better solutions.

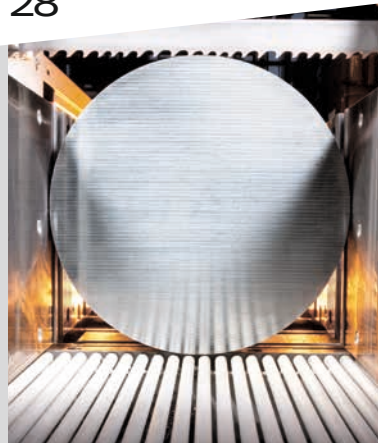
24



## More Responsibility

Each project as a complete, comprehensive assignment.

28



## More Reliability

Stability as strength and task at the same time.

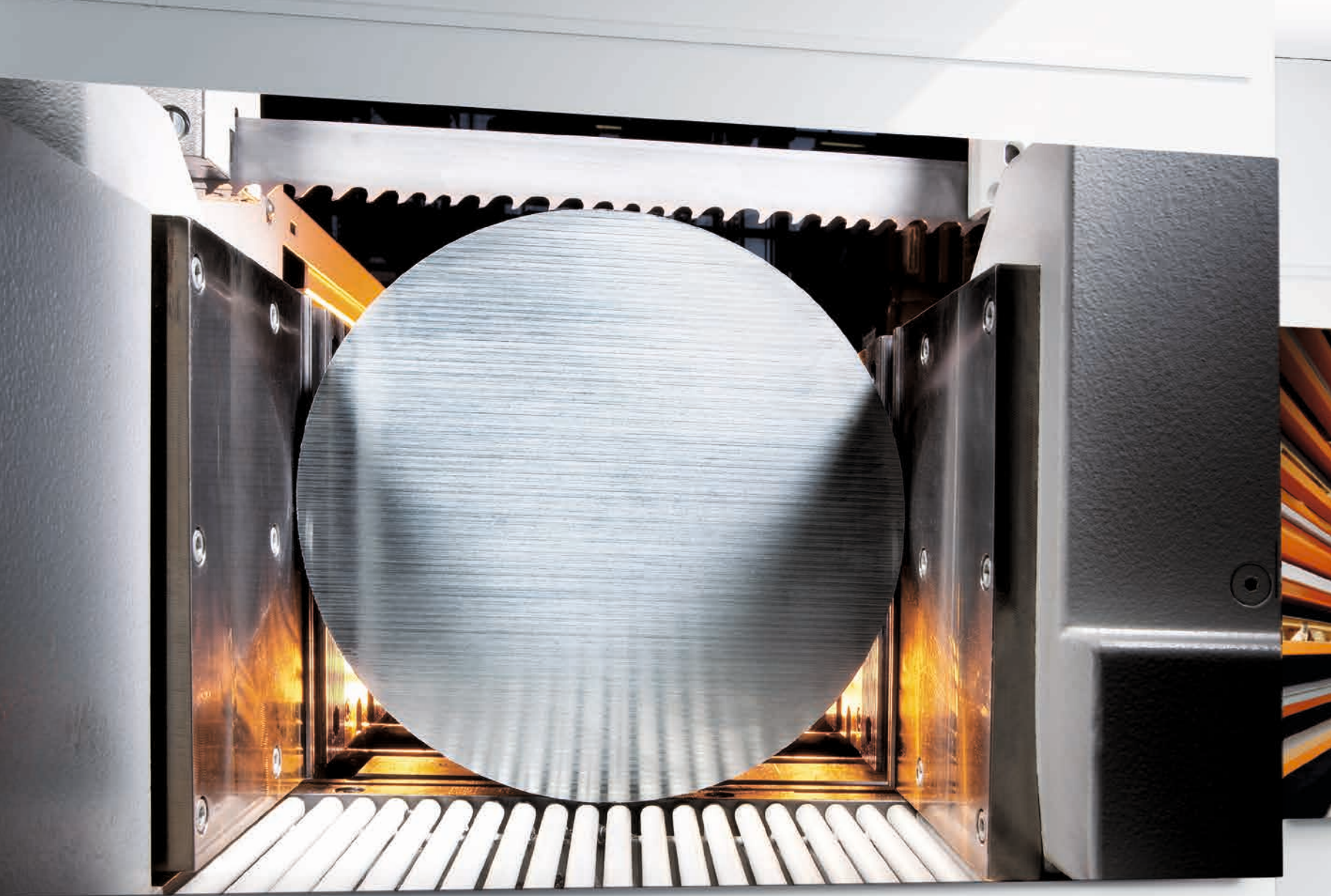
32



## More Incentives

Customer satisfaction as confirmation and motivation.





# More





# Tradition

The most important objective for Managing Partner Armin Stolzer is to secure and shape the future of KASTO. To achieve this, his vision is a mixture of experience and new ideas. For a smooth transition into the future, he has brought his entire family on board for support.



“One requirement to create efficient solutions is understanding of our customers’ special demands, which requires three important prerequisites: Experience. Experience. And Experience.”

**Coincidence is not an ingredient of the KASTO formula.** Continuity and perseverance are the plan. As one of the oldest family businesses in Europe, KASTO can look back on more than 170 years of experience. This is how one of the worldwide leading manufacturers of high quality saws and storage systems developed. With numerous in-house developments, KASTO became the technology leader and set standards for an entire industry. These standards are not only true for the products, it is essential for the service to provide real value for our customers as well. Worldwide branches and subsidiaries are key. Globally, more than 700 employees and the right organization are the basis for KASTO’s presence wherever our customers are.

**KASTO consistently uses the advantages of an owner-managed company:** Independence from larger companies provides more latitude – in good times and in difficult times to make courageous decisions about products and continuity of the location. The loyalty for the original location in Germany is also an acknowledgement of long-standing high quality without compromise. Well trained employees are part of the experience that goes into each KASTO product. That makes KASTO one of the most important employers in the region.



1844



**Incorporation**

Successful beginning: Karl Stolzer founds a carpentry business in Achern.

1947



**First Hacksaw**

Patented worldwide: The first KASTO Metal Hacksaw.

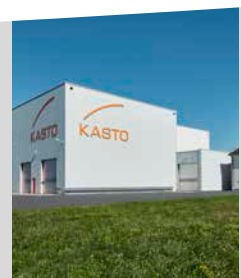
1972



**First Bar Storage and Retrieval System**

The first portal system with integrated saws.

1991



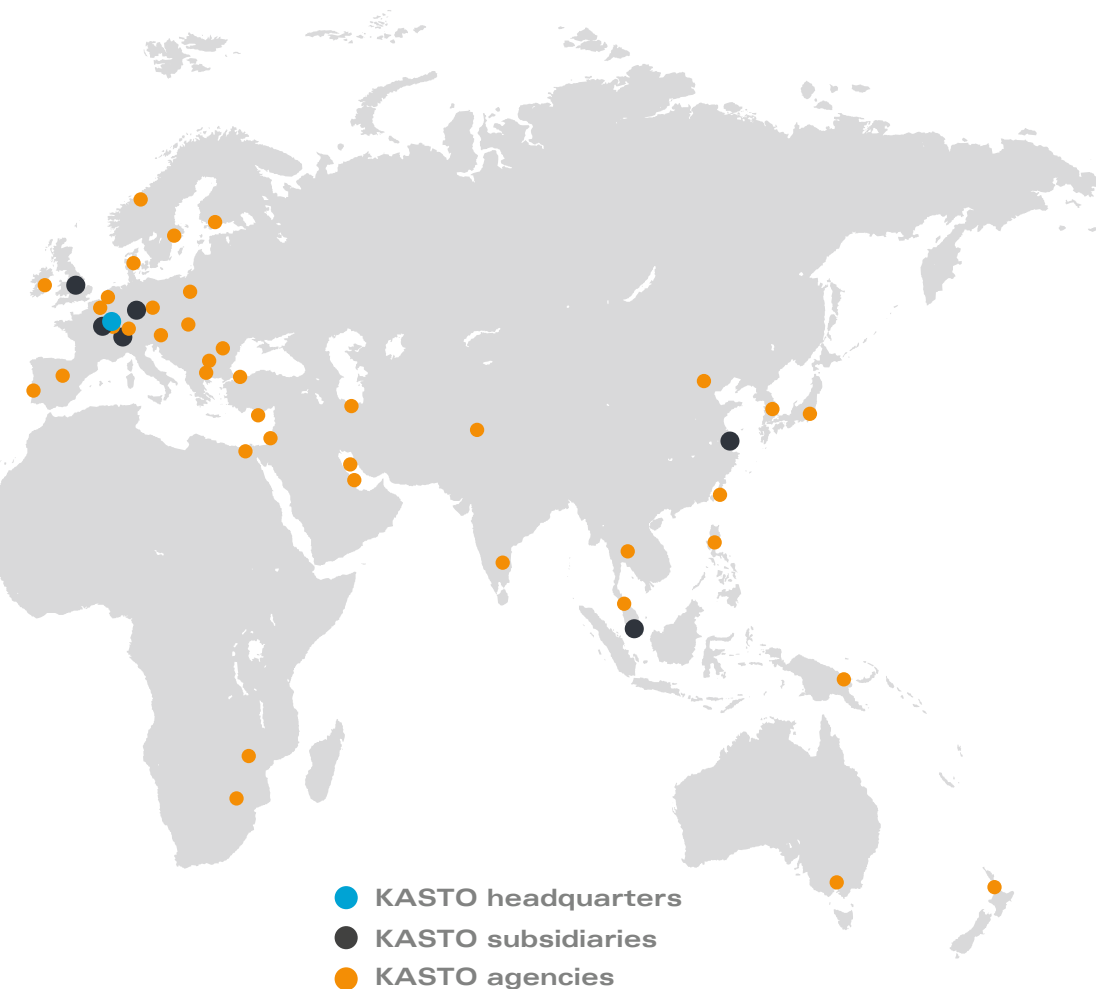
**Schalkau**

Expanded in three steps: The Schalkau branch in Thuringia.

### Generations at KASTO

To gain experience and pass it on to the next generation is a great priority for KASTO. This is apparent in the company management itself. Armin Stolzer, who has a Master's Degree in Engineering, has been Managing Director of the company since 1988. Since May 2011, he has been

supported by his daughter Stephanie Riegel-Stolzer. She earned her Master's Degree in Information, Media and Technology Management in St. Gallen. As a member of the company's managing board, she is responsible for Marketing, Finances, Controlling and our subsidiaries abroad as well as, together with her father, she shares responsibility for Sales. In March 2013 his daughter Nicole Krebber-Stolzer, who made her Master's Degree in Engineering from the Technical University Darmstadt, joined the company. As member of the company's managing board she is responsible for Purchasing, Production, Installation, Product- and Process development as well as Quality Management. Together, Armin Stolzer with both daughters, will lead KASTO into the future with innovative and sustainable products and strategies.



2010



#### New building

Investment in the future: Modern demo center plus a 5.000 m<sup>2</sup> assembly building.

2014



**170st anniversary of KASTO** and presentation of the KASTOwin.

2015/2016



**Opening** of the subsidiaries in Singapore and Switzerland.

2018



**Opening** of the subsidiary in China.





# More





# Profile

Markets change companies, companies change markets. Our objective: To give our customers and suppliers the security of a reliable partner at their side, a partner that is number 1 worldwide in customer success orientation.



## “Our Company’s Guide Line.”



**Each KASTO product is more than “just” hardware.** Behind our products are many services constantly undergoing further development. These products and services are purposefully industry and customer-based, not just technology-based. In the forefront you will find the More of KASTO, which makes the company and its services.

**Customer success-driven:** Focus on products and services that secure a competitive advantage for the customer.

**Cooperative:** With a team who acts in the best interest of the customer and reliably develops sustainable solutions. KASTO intuitively thinks and acts for the customer’s advantage – at the same time acting and reacting to market forces.



### Our values are important to us

Managing Partner Armin Stolzer points out: Only the outstanding one can achieve success – and bring success to the customer. KASTO has created important values which are “lived” by the company. Inside and outside. This means that all activities, development plans, relationships with customers, suppliers and employees are characterized by a high degree of integrity and reliability! It goes without saying that the management embodies the company culture regarding reliability and responsibility.



**Progressive:** Innovation strength of the technology leader.

**Efficient:** Well equipped for the ups and downs of the global economy and consistently changing market requirements.

**Reliable:** Continuity in the long run and safety in every situation.





# More



# “Outside the Box” Thinkers

To find great ideas, new ways must sometimes be explored. Trying something new and linking different ideas. That’s how KASTO innovations develop, innovations, which bring real results for the customer.



“Thinking, thinking ahead, taking it one step further: KASTO has room for thinkers.”



New shapes:  
KASTO opens doors  
with new shapes.



**Needless to say, a leader in technology must invest in the next generation by continuing to educate its employees.** This is reflected in increasing numbers of trainees and heightened employee loyalty. KASTO employees remain KASTO employees for many reasons. For example, there are many different fields of activities within the company and total support. To support means also to demand. Each employee is responsible for his or her own success. However, KASTO offers comprehensive support to anybody who wants to improve himself or her-self. KASTO spends approximately 1,2 Mio. Euro for training per year.

#### Michael and Sonja Maurath

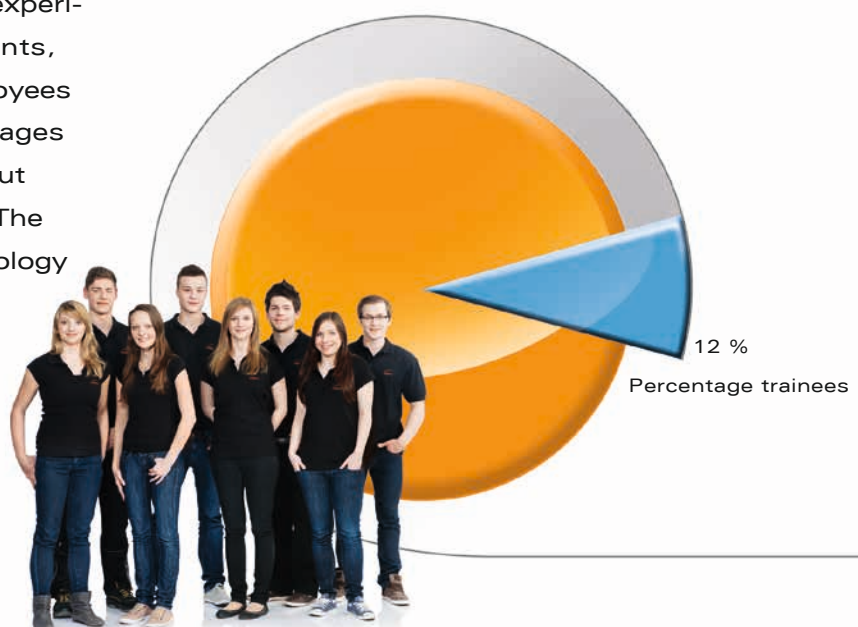
To gain experience and pass it on to the next generation is of great priority for KASTO. Michael and Sonja Maurath demonstrate how it's being done. Dad Michael started his apprenticeship as a mechanic at KASTO, then he studied to become a master mechanic, worked in jig manufacturing followed by several years in the service department as a service technician and customer service specialist. Today, Michael works in the sales team for storage technology and machines. After finishing high school, his daughter Sonja went through a three month internship at KASTO, started her studies and is the first female mechanical engineering student at KASTO. Today, she works in the department for construction of saws as constructor.





Other tasks: Fully automatic handling for the sorting of the cut pieces for more efficiency and quality.

**Room for ideas.** Not every idea becomes an innovation. But each individual idea is evidence of the creativity and personal freedom the employees have to test and experiment with their new ideas. Many new developments, improvements and patents are testimony that employees can rely on the company's support. KASTO encourages creating something new, not only new products, but also new ideas for production and administration. The new generation of KASTOtec saws with KPC-technology is one example. Other examples include ingenious assembly aides for control cabinets, improvements in software development, and creative additions for material infeed and outfeed.





# More





# Future

For KASTO, our future means securing our customers' futures. Subsequently, short-term success has never been a company objective. Instead, KASTO always plans to be successful in the long run and to keep all services on a sustainable high level.

“Short-term, medium-term or long-term? Three-way thinking and investing, to be there for our customers tomorrow and the day after tomorrow.”

#### Investment in close proximity.

KASTO extends the opportunity to meet our customers worldwide with approx. 50 international exhibitions yearly. With a view into the future of sawing and storing during the KASTO FutureDays. With demo centers at our headquarters in Achern. Customers and prospective customers experience innovative KASTO technology live!



**Investment in logistics.** Faster is better. Consequently, the logistics center in Achern excels because of streamlined handling and efficient processes. This means that spare parts are shipped even faster – and they are reliably available for many years.



**Investment in employees.** Nowhere is stagnation such a big step backwards as with one's own knowledge. KASTO systematically supports employees in training and continuing education with in-house training seminars, and additionally in cooperation with international institutes and universities.



The circular saw KASTOspeed received the prestigious reddot design award.

Finalist "Entrepreneur of the Year", awarded by the consulting company Ernst & Young.

MWP-award for Best Workholding/Workhandling Equipment for the storage and retrieval system UNICOMPACT.

Best Practice Award, awarded by the "Exportakademie Baden-Württemberg".

Win of the MM Award, awarded by the journal "MM Maschinenmarkt"



reddot design award

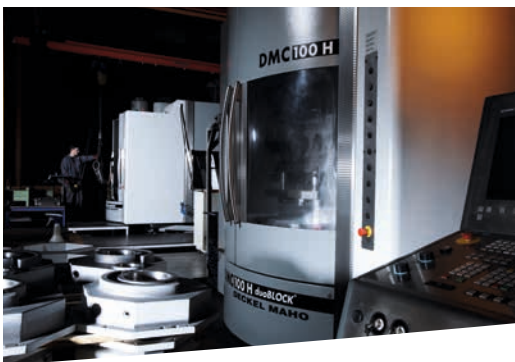


AWARDS 2008  
WINNER





**Investment in technology.** High demands on quality and delivery time require a high degree of manufacturing depth. KASTO provides manufacturing technology processes in house, including advanced machining centers, which guarantee multi-machining, high flexibility and precision.



**Investment in the environment.** Important to KASTO is the development of energy-efficient products and methods. Advanced technologies are used in KASTO's own manufacturing. A powder coating system, which eliminates solvents when painting and an eco heating system in the offices are just two examples.



**Investment in IT.** Information and communication technology are key in every modern company. Consequently, KASTO counts on a strong team and an in-house computer center for individual process development. Examples include ongoing development with SAP or CATIA and the continuous integration of its worldwide subsidiaries.

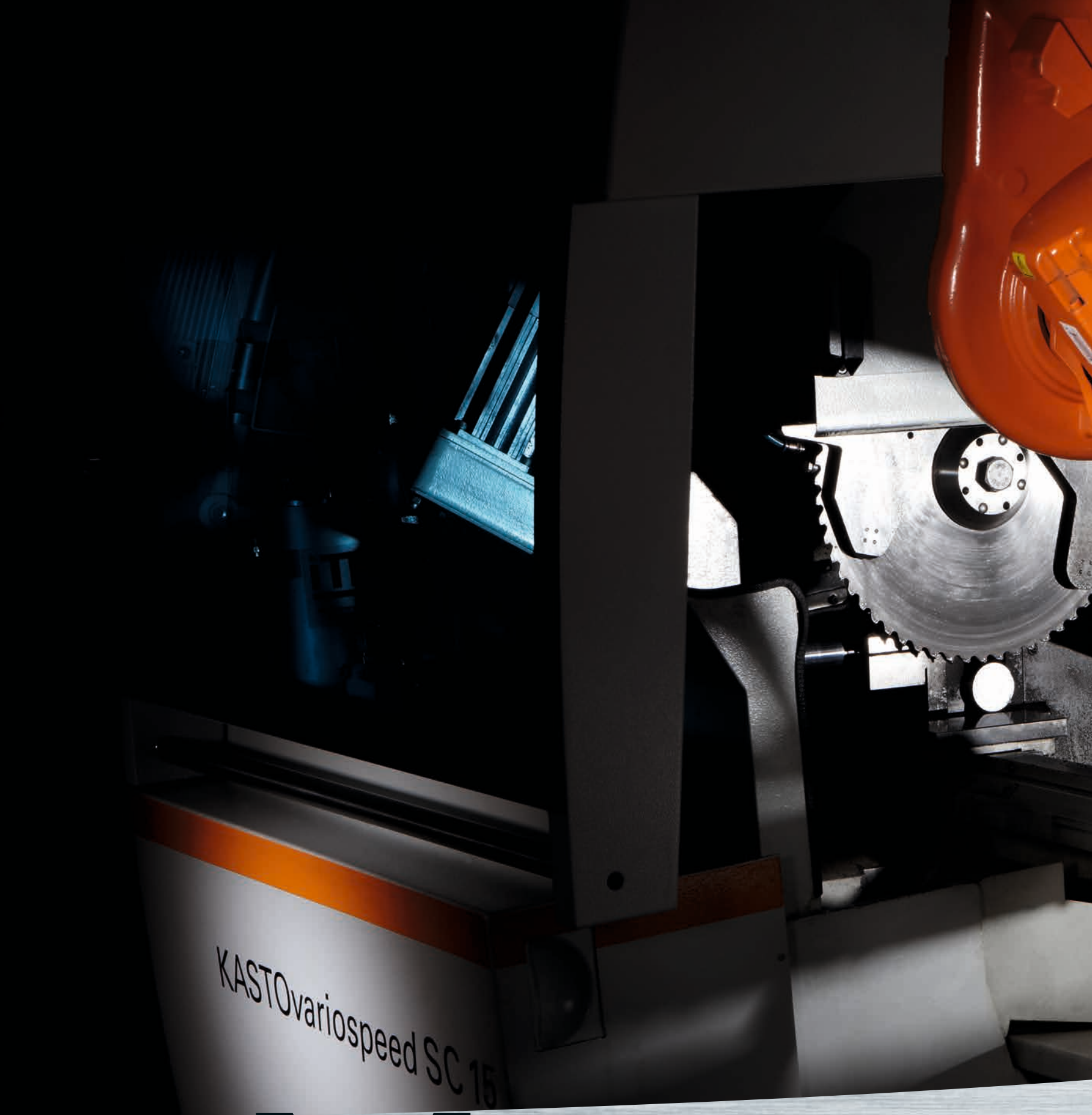


### Future needs investments

The potential of the future for Mr. Stefan Beier and Mr. Andreas Fink, responsible for production lies in the optimum interrelationship between all areas: "We invest in an internal material flow that supports the added value chain with minimum intermediate handling and therefore contributes to the reduction of cycle times and inventory.

We invest in in-house manufacturing to secure our core competencies, allowing us to increase the competitive edge our products have on the market. We invest in the assembly processes by standardizing procedures, making processes more efficient, strengthening personal responsibility and flexibility to fulfil the constantly rising desires of our customers concerning quality and delivery times also in the future. We invest in our management structures. We continue to develop based on a 'lived' shop floor management. We ensure that our most valuable capital, the experience and the expertise of our qualified personnel, generates added value through a targeted and consistent improvement process. Many awards, for example for successful business management, for exemplary design and for first-class products testify to our path into the future."

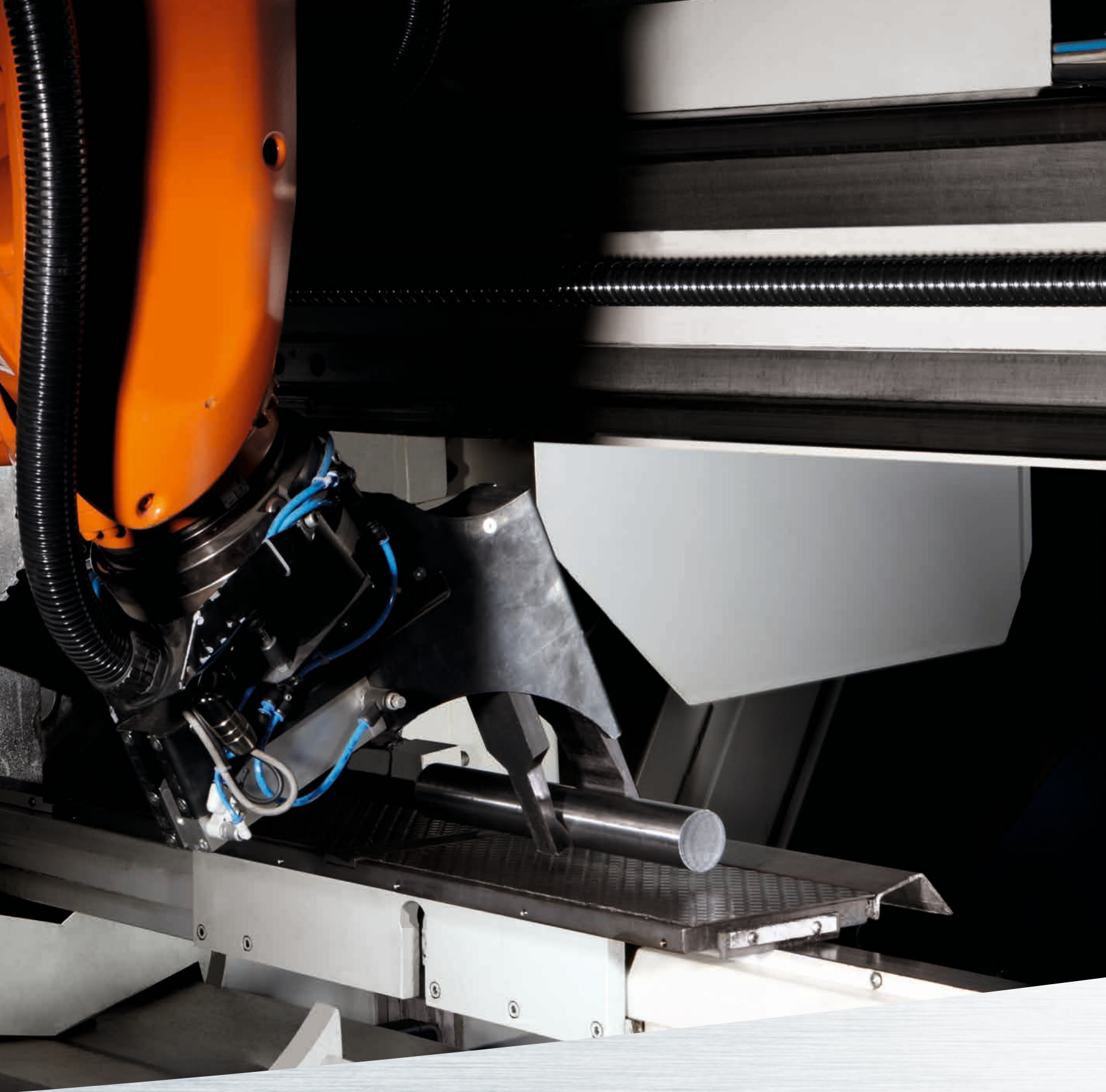




KASTOvariospeed SC 15

# More





# Ideas

It all starts with an idea: How are processes improved? Which of those improvements really help companies to work more efficiently? How can KASTO improve the profitability of their customers?

“One idea alone does not change much. Therefore, KASTO bundles know-how and experience with creativity and industry knowledge, channeling those new ideas into concrete products and services.”



**Comprehensive program range. Also for small and medium-sized companies.** KASTO has developed a complete compact sawing machine program with innovations that set market standards. A program whose diversity offers solutions for all demands. It provides smaller industrial facilities and job shops with KASTO quality products.



**Saving space. Optimum utilization of storage area.** Space is expensive, especially when it is not optimally used. Therefore, KASTO offers high storage density combined with quick access times. This means: More capacity – less floor space for materials that are long, flat and bulky, in all weights and with emphasis on heavy loads.

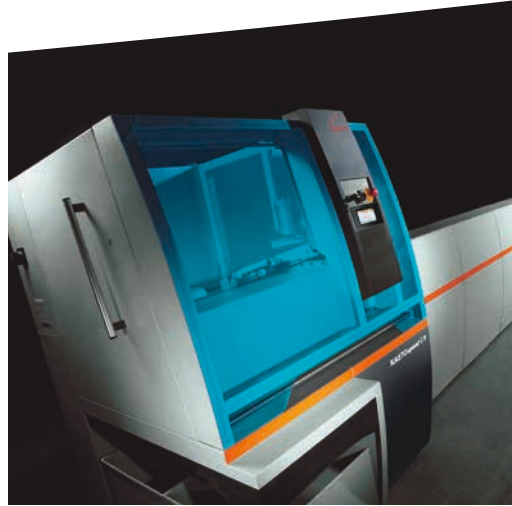


**KASTO Performance Cutting (KPC). Performance in new dimensions.** Step into a new dimension of high-performance cutting with bandsaws. In a perfect interplay of mechanics, tool and control, cutting speed and quality are optimally balanced. The result is a more than 30 % increase in performance. And this not only with tool steels, but also with high-alloyed steels as well.





**Logistics. Flexibility meets output capacity.** To link logistics results to production processes is one solution. But it is even better to make the entire process chain an integrated solution. Powerful software and proven mechanics are the basics for highest flexibility with the smallest footprint – tailor-made to customer requirements.



**Speed. Speed combined with quality.** Well-known for fast cycle times, long lifetime, and award-winning design, KASTO defines solution competence with high output for mass production in the automotive industry.



**Competence. Intelligent combination of processes.** Complex sequences, unique requirements – the KASTO specialists efficiently combine cutting, storing, processing and sorting.

#### Coming up with ideas

Sönke Krebber is responsible for research and development on the management board and therefore always has a sympathetic ear for the needs of our customers. "We look forward to the daily challenge of working on creative and innovative solutions to meet market and customer requirements. During our R&D projects, our main priority is customer benefit, closely followed by technical progress. Even during the early stages of development, we put additional value on interdisciplinary collaboration in order to create the best and most innovative product concept. Among other things, we can demonstrate our wealth of ideas and innovative designs through our many regular patent registrations".





# More





# Responsibility

Being responsible for a certain part requires expertise. To be responsible for the whole requires courage and the ability to manage interconnected problems seamlessly.



“Complex technical systems only work when there is perfect harmony among individual components. KASTO accepts the responsibility that these components fit together in detail.”

**Where other manufacturers separate areas of responsibility and strictly limit them,** KASTO purposefully designs responsibility for perfect integration and combination of individual system components. This only works when projects are seen in their totality, and when the customer receives complete, interdisciplinary project management. At KASTO, this is an exclusive mix of all departments from one source: Mechanical engineering, electronics, mechanics and software. The result is a turnkey system, upon request including on-site management. Each KASTO project starts with planning, analysis and consulting. The worldwide industry experience of KASTO experts pays dividends for the customer and goes far

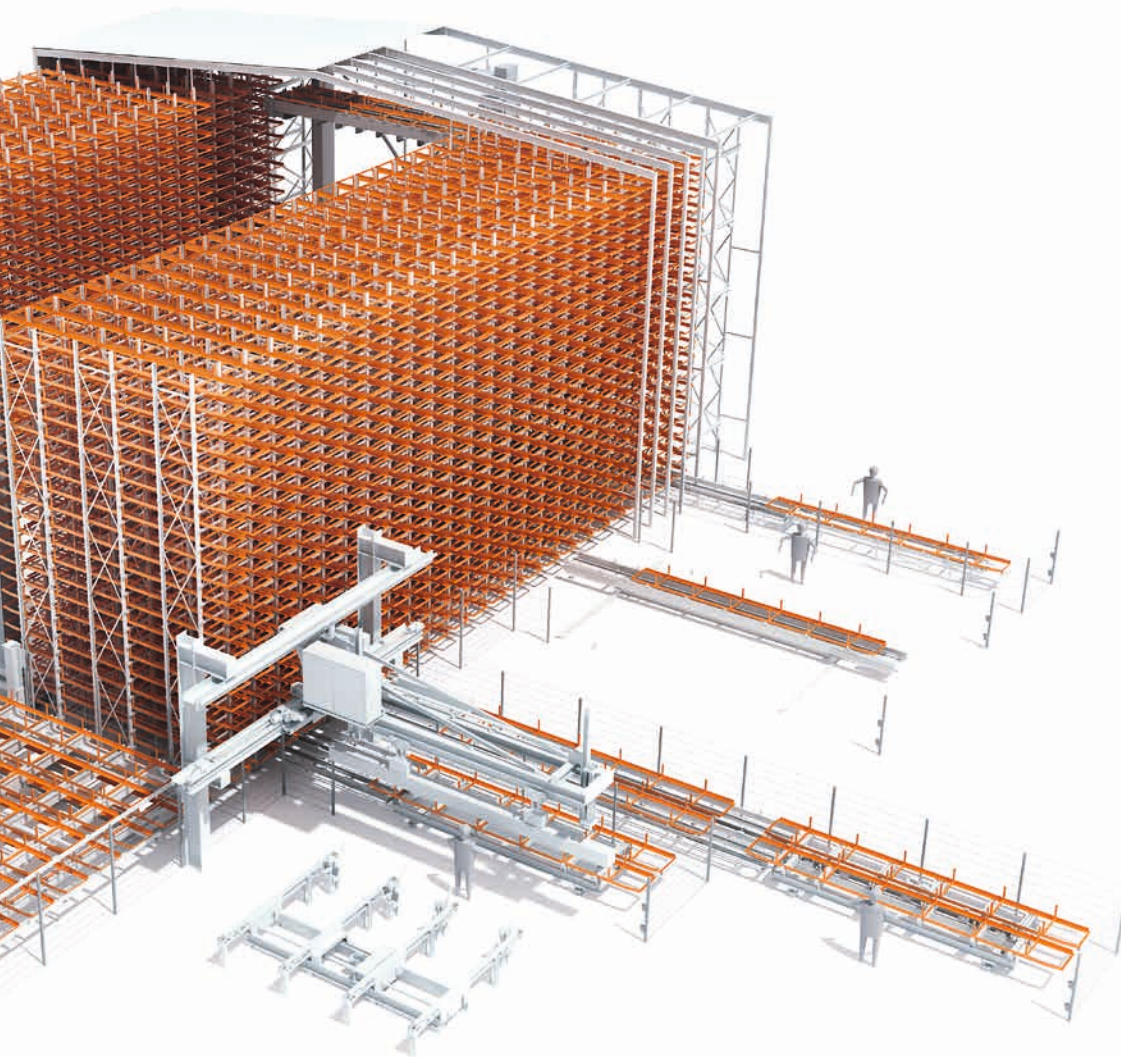
beyond storage technology. One of KASTO’s strengths is the efficient integration of saws and other production machines in addition to integration of other service providers and software start-ups, including the SAP environment. All of this occurs without missing a beat among areas of responsibility. Especially since storage technology develops dynamically, KASTO still has solutions available when other manufacturers have to “throw in the towel.” KASTO Retrofit ensures the “update” of the storage technology – with custom-made modernization, reconstruction or expansion of existing systems.





## Comprehensive thinking and acting

Dieter Schulze, Head of the Project Department Storage Systems, knows: Some things just exclude themselves. Comprehensive consultation and compromises are an example. Each customer has a responsible contact partner at KASTO – responsible for the entire process in each project phase. This provides assurance regarding function and deadlines, costs and quality. Close cooperation with customers over the entire life cycle of the equipment is extremely important to us. This is how we can fully help our customers succeed.



KASTO Honeycomb Storage and tailor-made technologies for smart material flow.

Training

Run-off

Repair

Consultation

Maintenance

Teleservice

Support

After sale

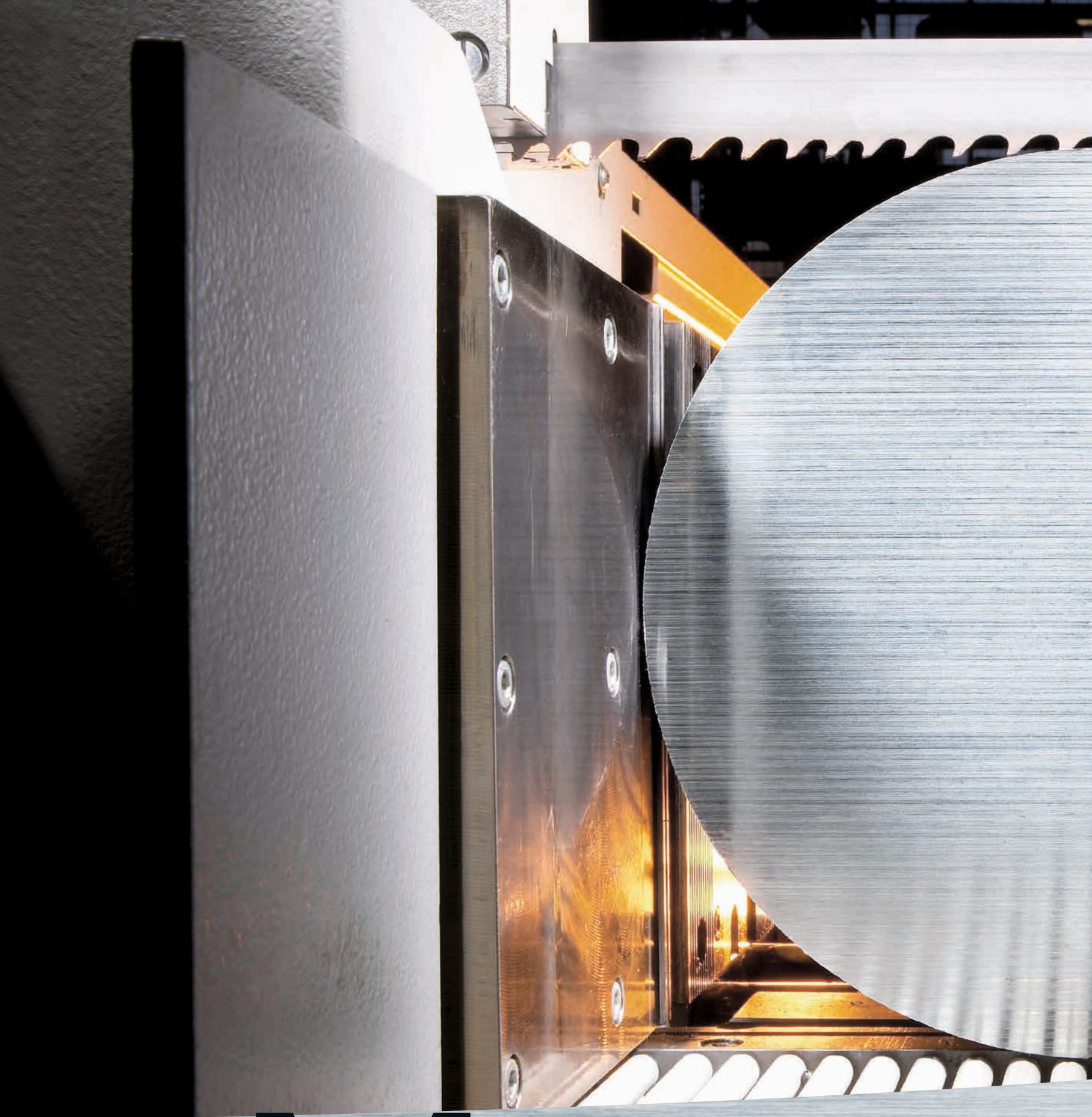
Expansion

Reconstruction

Modernization

Retrofit





# More





# Reliability

Metal saws from KASTO are marathon runners. The proof is in tool life and machine lifetime. Therefore, an investment in a KASTO machine means real company value, which still can be seen if the machine is sold.



“Against trend and spirit of the times: Whoever chooses a KASTO, makes a decision for a continuous partnership.”

**KASTO metal saws – no matter what the technology or size** – are developed, designed and manufactured with durability and continuous operation in mind. High-quality materials and precision manufacturing are as much part of the picture as strenuous endurance tests of the prototypes. Only then, serial production and use in the field begins. Many KASTO installations are still highly efficient after decades – even if technical development advances with each new machine generation. One reason is heavy-duty construction, in addition to a comprehensive service program. No matter whether well maintained or expertly repaired – KASTO machines demonstrate high productivity and long



Still in use in many places: KASTO EBS hacksaw from the sixties.

lifetime. Fast service – supported by a teleservice and ticket system – guarantees maximum availability. This is reason enough to stock spare parts even for older machines and to offer upgrades. It is well worth it. Speaking about ‘Well worth’, when we at KASTO speak of “Total Cost of Ownership”, we really do mean “total”. Therefore, all saws are designed with minimum tool wear in mind, since over the lifetime of a machine, approx. 60 % of all costs are for wear and tear of tools.



Fully automatic bandsaw KASTOssb.

Quality as basis for sustainable performance.



Prototype performance tests.

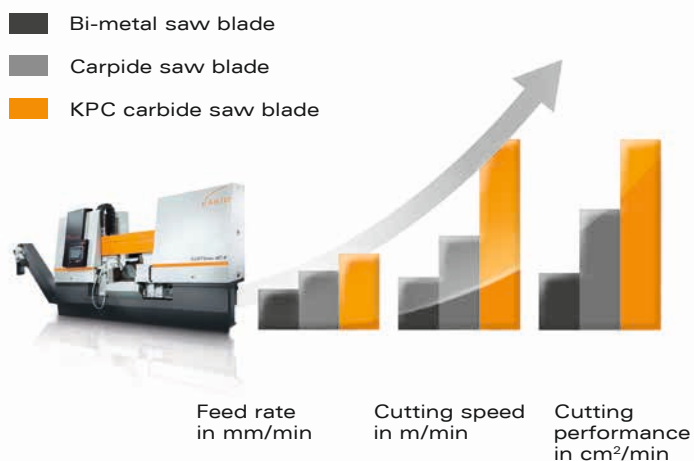


Robust design, precisely manufactured.



Testing of cutting results.





Technology leadership: KASTO constantly improves average cutting performances with new developments and real innovations.

#### Service understood as overall performance

Service manager Josef Schneider and his team don't do things half-heartedly. All customers are cared for by competent and experienced contact partners, which means that all service activities and actions are coordinated in one place. This saves time for the customer and avoids production down time. And, of course, it is important for us to offer a complete service package, tailor-made to exactly what the individual customer wants. It is also important that the service package be flexible – changed or added to at any time – because business conditions change too.



#### Complete Service.



Maintenance.

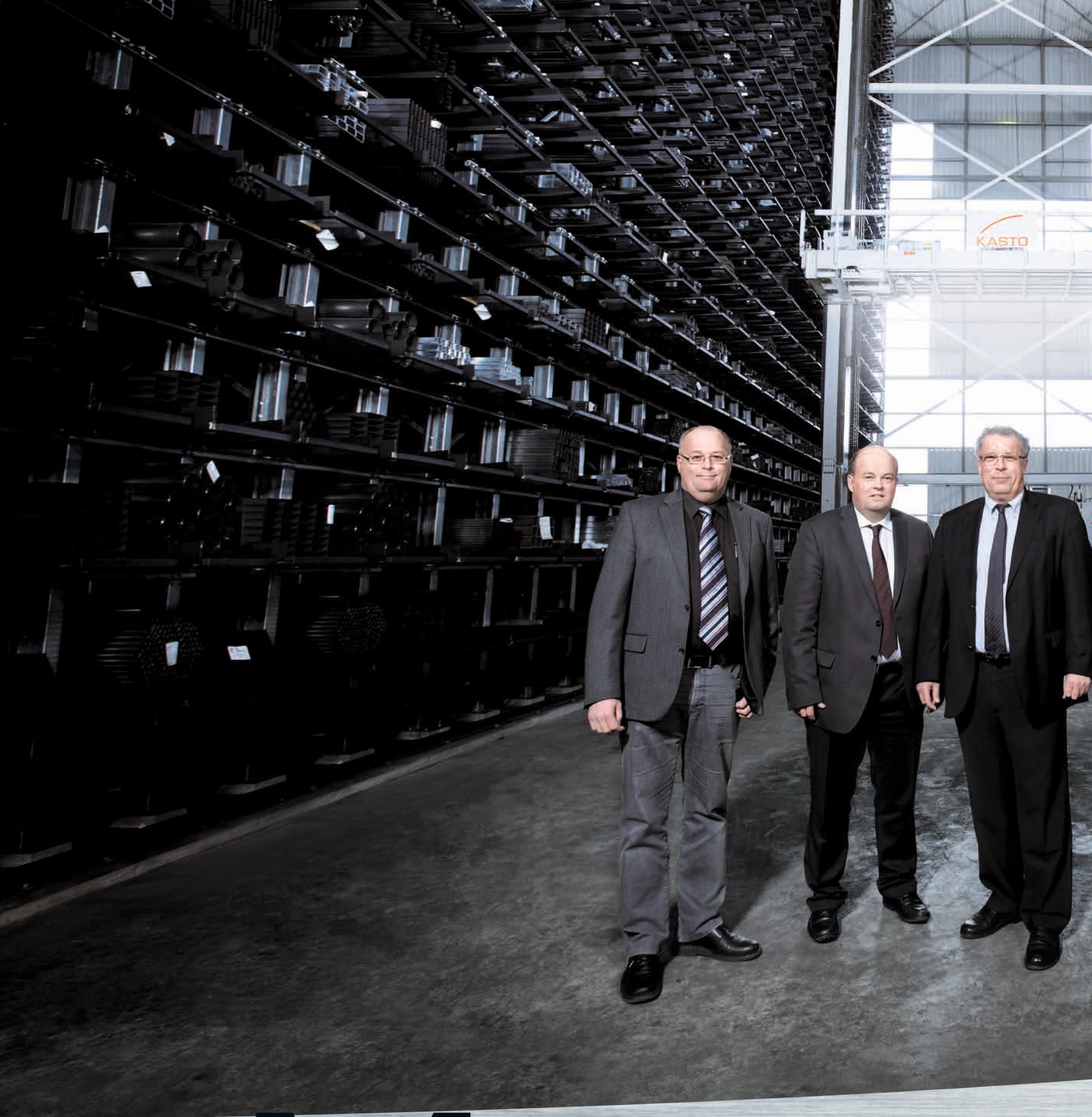


Repair.



Retrofit.





# More





# Incentives

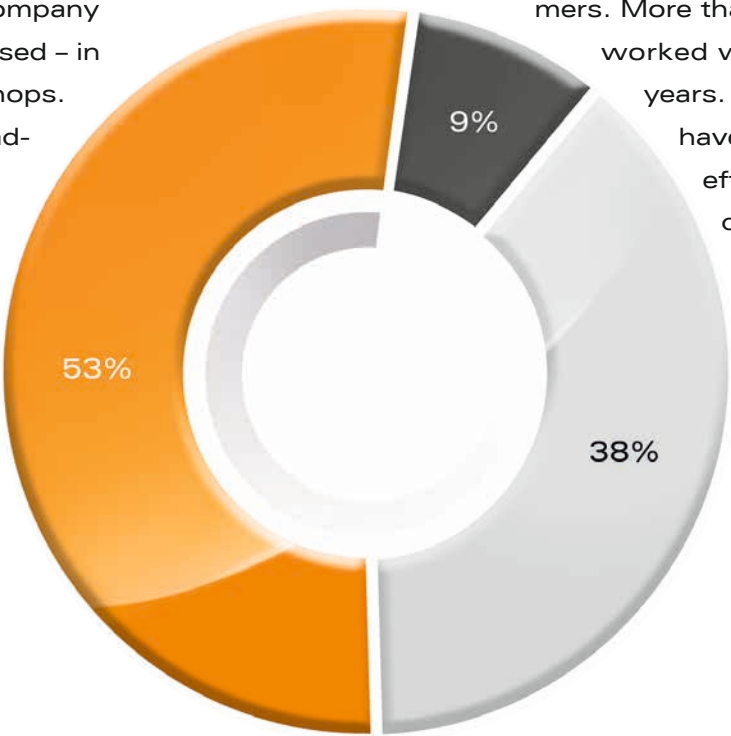
It is only natural for a successful company to work in the present and look to the future. Our motivation for providing long-term, outstanding performance is based on the success and positive feedback from our customers.



“The longstanding trust and loyalty of our many customers merits a Thank You and a promise to continually improve products and services for the future.”

**KASTO can be found wherever it is important to transform more efficiency and more quality** into more market-effectiveness. KASTO’s products have only one job: To improve the customers’ performance with exceptional success on all continents, in all company sizes, everywhere metal is processed – in industry, distribution and in job shops. This makes KASTO customers leaders in their respective markets, an advantage that can only be developed with a strong team.

In close cooperation with all involved parties, with comprehensive knowledge of the industry, and with streamlined company organization and dedication, KASTO’s objective is a long-lasting partnership with our customers. More than half our customers have worked with us for more than 10 years. This is not only proof that we have created industry-specific, efficient products but also demonstrates our incentive to develop even more efficient products in the future.



- New customers
- Customer relations between 4 and 10 years
- Customers for more than 10 years

UNIGRIP in non-ferrous metal distribution.



UNILINE in the sheet metal processing industry.



UNICOMPACT in steel distribution.





**More commitment to every customer**

There are many reasons to decide in favor of KASTO. The KASTO trademark represents durable high-tech products with great precision and excellent quality, in addition to great commitment to each customer and individual customer solutions. This commitment is for the management and the management board an essential component of the KASTO company. On behalf of all employees, Armin Stolzer and his family represent the brand and values of the company. The satisfaction of our customers is our highest priority!



KASTOflex and UNITOWER in metal processing.

KASTObbs in machine and tool manufacturing.

KASTOspeed and KASTOssb in precision technology.

