60 years of expertise in steel processing
Theo Schäfer –
Managing Partner
talks of the
early days of this family enterprise

On January 16th 1937, our father, Fritz Schäfer, registered his business at the district court in Burbach. „FRITZ SCHÄFER – Manufacture of Metal Goods“ read the entry in the official register. He had long held the wish to create the conditions for an independent career for himself and his sons. A year after the registration of his company, in June 1938, he handed in his notice at Robert Thomas, the company where he had trained as a fitter and welder, and set up his own business, at that time a great risk. And that was the birth of the company FRITZ SCHÄFER 75 years ago!

Hard work, skill, and not least, the ability to look ahead and work towards future goals were the foundations for the humble beginnings in the cellar of his home in Salchendorf on the Gerstenfeld. Thin steel sheet was the material his first products were made from: stove pipes, filling shovels, horse grooming brushes and transport boxes.

Three of his sons, Gerhard, Manfred and myself, learned the sheet metalworking trade in our father’s factory. Just before the Second World War broke out, the eldest son, Hans, finished his commercial training at Robert Thomas.

After that, he was responsible for the office work in father’s company.
After our father died on 11\textsuperscript{th} June 1951, my brothers and I took on full responsibility for the business he had started from such humble beginnings.

On 16\textsuperscript{th} December 1952, we founded the “EMW, Eisen- und Metall-Handels-gesellschaft” (EMW, Ironmongers and Hardware Dealers), located initially on the premises of the RAW (abbr.: rail repair yard) in Betzdorf, which were rented from the German rail company. There we set up our sheet stocks and a cutting business for cut-to-size formats. As demand for transport boxes increased, our own need for sheet of all grades and sizes increased as well.

Quite soon, the FIX storage boxes, developed by my brother Manfred, brought the decisive breakthrough to series production.

Even today, the indelible legacy of the “Schäfer box” can be found throughout our warehouses and production facilities.

The purchase of the closed iron ore mine “Pfannenberger Einigkeit” on July 1\textsuperscript{st} 1962 was a challenge involving a high level of entrepreneurial risk. This new beginning on the “Pfannenberg” hill held a great many uncertainties, but in a very short time, it proved to be the right step, because here EMW could grow and be built up into a modern steel service centre. Today, the head office of SCHÄFER WERKE, with all its various product divisions, is also located here.

At this point, I’d like to thank all our employees for their commitment which has, in no small measure, contributed to the success of this company. I am very happy that SCHÄFER is able to provide a livelihood for so many people here in Neunkirchen/Siegersland and all our other locations around the world. I am also pleased that training and employee development enjoy such a high priority and that we can fulfil our social responsibility to the community. I’d also like to say a very special thank you to our many loyal customers and suppliers for their reliable partnership.

As we look to the triple anniversary in the group this year, we ought to remember with great gratitude Fritz Schäfer, who founded the company of the same name 75 years ago.

The motto of his life was “ora et labora” – through prayer and work. Through energy and diligence, his own hard work and trust in God, he mastered the challenges of his life.
From humble beginnings, SCHAFTER WERKE and EMW have, in the course of the last few decades, developed into a modern enterprise with three different production locations where over 850 people are currently employed. The Group’s highly qualified and motivated staff have been the key to the company’s decades of success. Our personnel policy is focussed on using sustainable training and regular employee development to build up and maintain a permanent level of up-to-date knowledge and expertise within the company. With this approach, employees are supported in their development and given specific training in internal courses and seminars to become business administrators, master craftsmen or technicians.

Expanding the company on the site of the old iron ore mine “Pfannenberger Einheit” in 1962 paved the way for our successful future.

Passing on skills and knowledge from one generation to the next is a great tradition at SCHAFTER – and one that creates clear entrepreneurial benefits. Employees who are trained in their own company and know its various business areas, feel at home in the company’s operational processes and can thus make a much more efficient contribution to its success.

Trainees setting up and testing pneumatic circuit
Our employees –
The company’s most important capital

Training at SCHÄFER: Passing on skills is a tradition
As one of the biggest employers in the Siegerland, SCHÄFER WERKE provides a great number of traineeship places in commercial and industrial professions. The company has developed its own training concept, imparting a wider range of topics and providing individual support for each trainee according to their own special talents and abilities.

This is then accompanied by a wide range of other measures, such as in-company training courses, intensive personal mentoring and supervision, as well as special IT and exam preparation courses. These measures have enabled our trainees to achieve very good results in recent years.

Guidance based on values
Christian values, trust and recognition characterise the relationship between SCHÄFER WERKE and their employees. This leads to a social responsibility for their economic well-being. The success of this philosophy is reflected in the extremely low level of employee fluctuation.
In the dynamic years of reconstruction after the Second World War, there were genuine supply bottlenecks in the metal working industry. Steel and rolling mills first had to be rebuilt but at the same time, there was a rapidly increasing demand for steel and other metals. The Schäfer family recognised the economic potential of trading with steel and metal and expanded their operations by setting up the Eisen- und Metall-Handelsgesellschaft (Ironmongers and Hardware Dealers), EMW, at its then Betzdorf site in 1952.

This proved to be a success and EMW grew, concentrating increasingly on the sheet business and quickly needing additional storage space.

EMW found its new home, with large warehouses and plenty of space for expansion, on the site of the old iron ore mine “Pfannenberger Einigkeit” which Schäfer bought in 1962. EMW’s core business is the cutting of blanks and cut-to-size formats from the coil on guillotine shears.

In 1972, the first slitting machine for coil weights of up to 15 tons was commissioned, adding slit strip to the product range from that time on. EMW used the 70s and 80s, real times of crisis for Europe’s steel industry, for further expansion with its strongly market and customer orientated approach.

The latest in plant equipment ensures EMW maintains its competitive advantage.

A glance in EMW’s coil store: more than 100,000 tons permanently in stock.
In the years of consolidation that followed, steel and rolling mills, faced with more demanding applications, concentrated increasingly on their core business of producing steel at more competitive prices and improving steel quality. On the steel processing side, the automotive industry, for example, this concentration on core competencies was also increasing, leaving scope for an entirely new industry as a link between the steel producers and processors: the steel service centres (SSC). They bought the materials in large quantities and the qualities and dimensions the market demanded. They took on the tasks of storage, processing into slit strip, sheets, or cut-to-size blanks and just-in-time delivery to their customers. EMW has successfully made this transition over recent decades and has geared its product range specifically to supplying the steel-intensive automobile and automotive supply industries, for which it attained ISO/TS 16949 certification very early.

Today, with 5 slitting lines, 2 multi-blanking lines and a permanent stock of over 100,000 tons, EMW is one of the largest independent steel service centres in Europe. EMW has very successful supply connections going back many years, both to steel works all over the world on the purchasing side, as well as to many steel processing businesses on the sales side.

www.emw-stahlservice.com
Perforated metal
made to measure – individual and fast

With the investment in a perforating press and the manufacture of ceiling cassettes, SCHÄFER launched its perforated metal operations in 1978. The close proximity to EMW Steel Service Centre and access to EMW’s large and well-ordered stock of sheet were the perfect conditions for supplying the various sectors of the perforated metal market quickly and flexibly. Sieves and strainers, filters, noise protection, design oriented furniture – a constant stream of new application fields are being discovered or developed in cooperation with customers.

Our speciality: perforation from coil to coil

1978 Production of SCHÄFER Perforated Metal is launched
1980 Equipment is extended by additional perforating presses
1984 Product range extended. Investment in another perforating press. SCHÄFER Perforated Metal produces increasingly for the metal processing industry
To provide more growth potential, perforated metal production was relocated to the old radiator plant in 2008 and, as an independent Perforated Metal competence centre, was provided with its own tool-making workshop. The high level of SCHÄFER tool-making expertise is also a major benefit, because tool engineering determines the perforation quality and the productivity of the machines. At the same time, it is the pre-condition for developing new perforation patterns and realising individual customer wishes.

The high standard of quality in SCHÄFER's perforated sheets, from the material and manufacturing processes, to the evaluation of delivery reliability and customer satisfaction, was officially confirmed in 1996 with the DIN EN ISO 9001 certification.

Today, SCHÄFER Perforated Metal, with its 6 all-across perforating presses, each equipped with state-of-the-art straightening and edging machines, and well over 400 perforation patterns, is one of the leading suppliers of high-quality perforated sheets in its market sector. Besides steel, the range also includes perforated sheets in aluminium and other nonferrous metals. One of the division's particular strengths is coil-to-coil perforation. The highest standards of material availability, quality, flexibility and speed of delivery make SCHÄFER Perforated Metal an outstanding business.

www.schaefer-lochbleche.de
In the mid 1970s, the up till then generally used aluminium beer barrel met with competition from a completely new generation of containers. Cylindrical stainless steel KEGs gradually superseded the aluminium containers and today, it is almost impossible to image the drinks industry without them. Optimised for transport logistics and extremely hygienic, they have convinced successive breweries around the world and set a new standard.

In 1977, SCHÄFER enters this emerging market by developing the patent of a Bavarian inventors and making it ready for series production. By 1978 everything is ready: the SCHÄFER PLUS KEG, a polyurethane-coated reusable KEG, is presented to the public at the international exhibition INTERBRAU in Munich. This is the beginning of an unprecedented success story.

Breweries worldwide chose the SCHÄFER PLUS KEG and strengthened their brands through using this marketing orientated KEG. Further outstanding milestones are the extension of the product range by a purely stainless steel KEG, through the purchase of the Czech company SUDEX s.r.o. in 1995, the development of the ECO KEG, with its PP top and bottom rings in 2000 and the launch of the self-sufficient dispensing systems, freshKEG (2001) and smartDRAFT (2006).

In what is now almost 35 years, SCHÄFER Container Systems has gained the reputation in the beverages industry of being the KEG sector’s leading innovator.

With close and intensive customer contacts and product concepts always at the cutting edge of market trends, the company has been able to establish itself permanently on the KEG market. SCHÄFER Container Systems operates worldwide and, among its customers, it can count all national and international brewing groups, almost all independent breweries, soft drinks suppliers, like Coca-Cola and Pepsi, as well as large wine bottlers.

www.schaefer-container-systems.com

SCHÄFER Container Systems at the BRAU Beviale in Nuremberg in 2011
Specialist for IBCs and special containers in stainless steel

To diversify its product range more, SCHAER Container Systems begins production of so-called intermediate bulk containers, or IBCs, in 2001. These large stainless steel containers with a volume of approx. 1,000 litres are used whenever sensitive substances have to be stored or transported. Their main applications are in the chemical and petrochemical industries, food and aromas, pharmaceuticals, cosmetics and waste disposal. In the initial years of this, for SCHAER, still young business area, the dynamics of the market became very apparent, as the standard IBCs, with which the company had entered the market, came under increasing competitive pressure. The direct response was to focus more intensively on customer requirements and, parallel to this, the development, design and production of customized special containers in stainless steel for an ever growing range of new applications.

Today, at the production site at Ledeč nad Sázavou in the Czech Republic, a great variety of heated or unheated stainless steel containers are developed and manufactured for bulk materials, liquids and pastes. In 2012, the company set a further milestone: SCHAER Container Systems launched production of special aseptic stainless steel containers for the food industry.

www.schaefer-container-systems.com
SCHÄFER Interior Systems has focused from the outset on manufacturing high-quality steel furniture for office and administration and for workshop and factory floor. The entire range, from standardised material cabinets and side files right up to complex work bench systems, is manufactured at the Betzdorf site. Product sales are mainly carried out through our sister company SCHÄFER SHOP, a pioneer in the B2B mail order business.

High-quality steel furniture systems for office, workshop and factory floor

In 1996, the acquisition of a factory in Dresden brought SCHÄFER WERKE into the manufacture and assembly of PC housings. However, it soon became clear that the fast-paced PC market and growing laptop share was making the market for PC housings much more difficult than had been hoped. In contrast, launching the production of server and network cabinets for the B2B market under the SCHÄFER IT-Systems brand in 1998 proved to be the way forward. Increasingly efficient servers and the great expansion of IT-based computing operations in companies require investments in server rooms and data centres. This development is reflected in the range of products and solutions offered by SCHÄFER IT-Systems.

Data centre and water-cooled server cabinet solutions
SCHÄFER IT-Systems: though initially, only housings and cabinets were produced, SCHÄFER today is one of the leading suppliers of server racks, enclosures and air-conditioning for the modern and energy-efficient operation of data centres of all sizes.

Though products made of sheet are still the core of the business, SCHÄFER IT-Systems meanwhile supplies comprehensive consulting services and the realisation of complete data centre projects.

In keeping with our aspiration of “Expertise in steel processing”, SCHÄFER can also offer its development skills as a constructor of special housings. As a systems supplier for industry, SCHÄFER Industrial Solutions, the youngest business division, develops, designs and manufactures stamped bent components, machine cladding, special and standard housing solutions and complex assemblies in steel to customer specifications at the production plant in Betzdorf.

A new addition to the range in 2012 is the SCHÄFER IS-1 industrial cabinet, a flexible modular cabinet system, which can also be used as a switching cabinet, control cabinet, for accommodating inverter modules, electronic and electrical components, or as a basis cabinet for individual customer projects.

www.schaefer-industriegehaeuse.de

The SCHÄFER IS-1 industrial cabinet

Customised housing solutions
Production Sites and Products

Neunkirchen Plant

EMW Steel Service Centre
- Coils
- Slit strip
- Cut-to-size blanks/sheets

SCHÄFER Perforated Metal
- Perforation from Coil to coil
- Perforated metal to customer specifications
- Perforated metal sheets from stock
- Machining service

SCHÄFER Container Systems
- Reusable beverages containers of stainless steel (KEGs) with polyurethane coating
- Partly coated KEGs
- Non-returnable KEGs in steel

Betzdorf Plant

SCHÄFER Interior Systems
- Interior systems for office and administration
- Equipment for workshop and factory

SCHÄFER IT-Systems
- Wall and stand-alone boxes
- IT rack solutions for servers and network cabinets
- Data centre and water-cooled server cabinet solutions

SCHÄFER Industrial Solutions
- Customised production to order
- Complex housing solutions
- Steel assemblies
- Technology carriers
- SCHÄFER IS-1 industrial cabinet

Ledeč nad Sázavou Plant (CZ)

SCHÄFER Container Systems
- Stainless steel container systems for the beverages industry
- Stainless steel IBCs
- Stainless steel special containers
Steel expertise
at three locations

The Neunkirchen production plant, which was founded on the site of the old Pfannenberg mine in 1962, is still the headquarters of SCHÄFER WERKE today. Due to the expansion of the company’s activities, two other production sites were added.

In 1963, EMW moved to the Pfannenberg site and began its development from a pure cutting operation to one of the largest independent steel service centres in Europe. Today’s SCHÄFER WERKE GmbH replaced the old Pfannenberg GmbH in 1969. In the following year, a new administration building was constructed on the site and the production halls were also extended considerably. These buildings still characterise the image of the Neunkirchen site today. In 1970, with the establishment of SCHÄFER SHOP, a new business idea was born. As a specialist mail order business for furnishing and equipping offices, warehouses and workshops, SCHÄFER SHOP enabled its customers to buy from catalogues. The success of this concept resulted in the construction of the new production plant at Betzdorf in 1971, which from then on manufactured steel furniture for offices, workshops and factory floor.

Since the division’s foundation in 1980, perforated metal production has taken place in direct proximity to EMW at the Neunkirchen site. In 1993, the division SCHÄFER Equipment and Furnishings was founded which carried out order-based production in Neunkirchen and Betzdorf. The office furniture division was later joined by SCHÄFER IT-Systems and their tailor-made server cabinets and air-conditioning solutions, as well as SCHÄFER Industrial Solutions, whose products range from switch cabinets to cladding for complex production lines.

In 1995, SCHÄFER WERKE completed the takeover of SUDEX, the stainless steel KEG manufacturer in Ledeč nad Sázavou in the Czech Republic. This not only gave SCHÄFER Container Systems access to the eastern European market, but a new production site, as well.

Today, besides beverage KEGs, SUDEX also manufactures container solutions for other sectors, notably stainless steel IBCs (Intermediate Bulk Container) and special container solutions, also in stainless steel.
Contact us directly!

EMW Steel Service Centre
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www.emw-stahlservice.com

SCHÄFER Perforated Metal
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www.schaefer-lochbleche.de

SCHÄFER Container Systems
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