

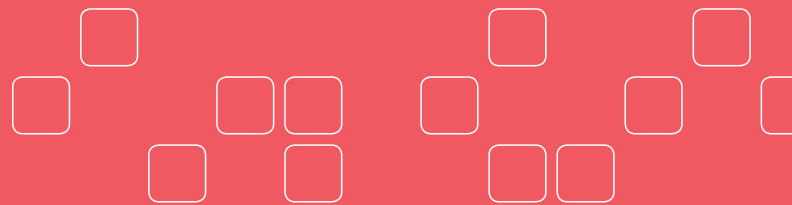
**Tegometall**  
The Original for 50 years



**OUR ORIGINAL. YOUR SUCCESS.**

# Our company. In a nutshell.

The Tegometall Group, is a family company based in the Swiss town of Lengwil, that has successfully established itself on a global level in the fields of shop fittings and storage equipment. We develop and manufacture high-quality shelving systems, and offer a range of services extending from development activities right through to the final inspection of shelving at our customers' premises. The factories used by the Tegometall Group boast state-of-the-art production facilities: we are therefore able to meet the demand for strong, cutting-edge technology that goes hand in hand with the continuous development of our products and our combination of both large-scale and single-unit production, according to our customers' individual specifications. When doing so, we also take environmental aspects into consideration.



# A strong past. For a strong future.



With a global presence. And local roots.



Headquarters in Lengwil, Switzerland (central management, sales)  
Factory in Krauchenwies, Germany (shop fittings, logistics centre)  
Factory in Sauldorf, Germany (storage technology, coil splitting)

Factory in Lengwil, Switzerland (production)  
Factory in Šentjur, Slovenia (production, sales)  
Factory in Pniewy, Poland (production, sales)

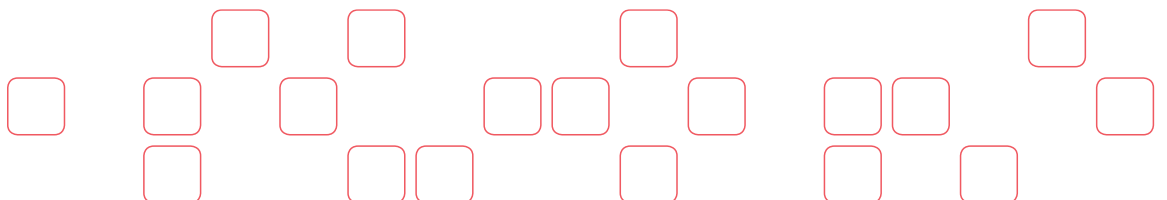
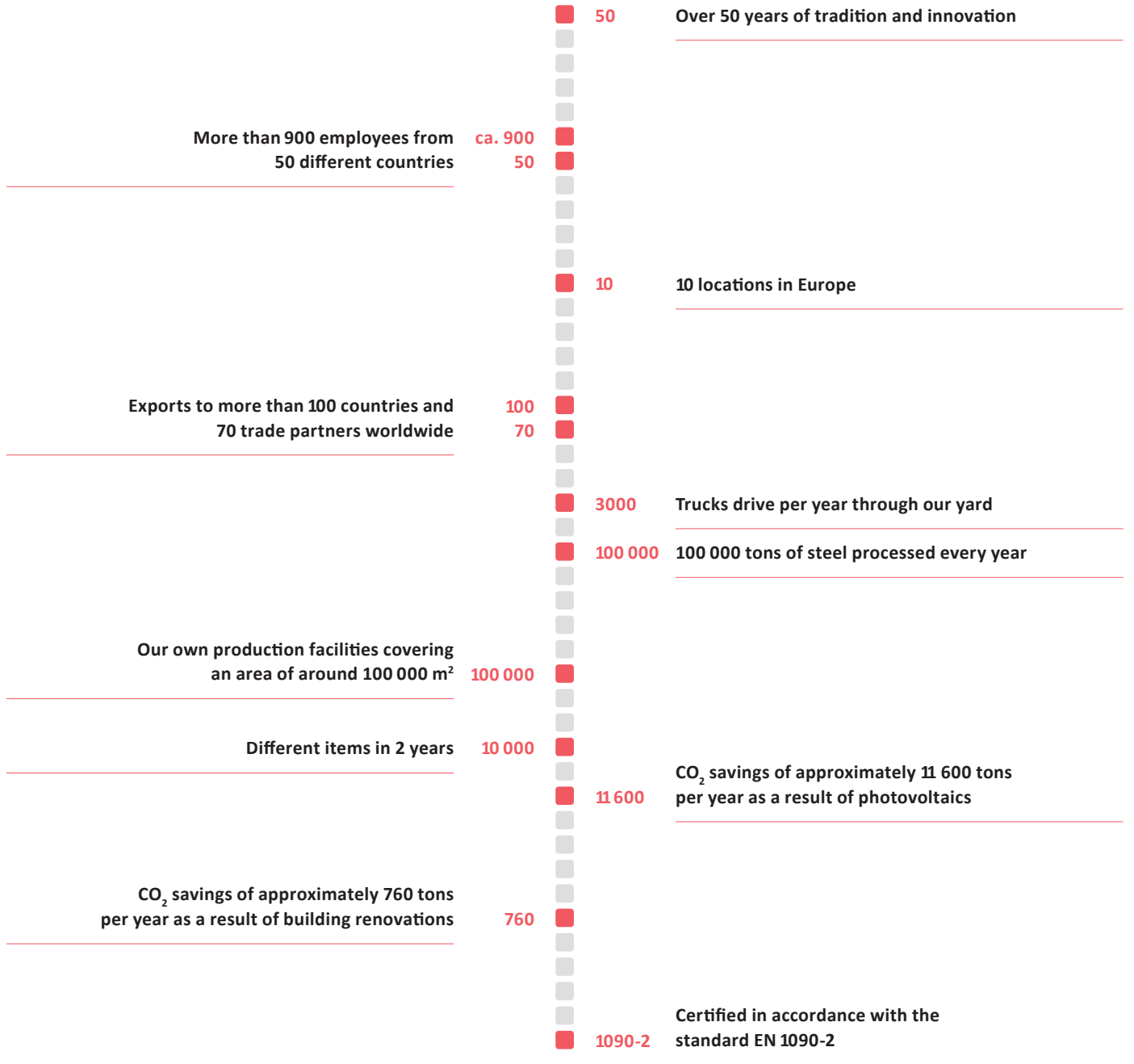


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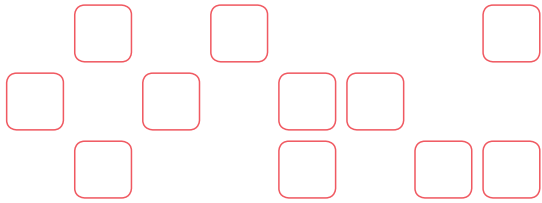
**Office in Nottinghamshire, GB (logistics, sales)**  
**Office in Forbach, France (logistics, sales)**

**Service Center**  
**(AT, BE, CH, CZ, DE, EE, ES, FR, GB, GR, HU, IL,**  
**IT, LV, MK, NL, NO, PL, RO, RS, SI)**

# Facts & Figures.



# From a vision. To a reality.



## **Solution-oriented approach**

Our company history started out with a vision, the vision of helping every retail customer to achieve success by providing them with an ingenious modular system for shop fittings and storage shelving. Now, more than 50 years later, a multitude of changes have taken place: Large distributors have forced specialist retailers onto the sidelines but despite this, retail outlets have recently started to again become increasingly present in town and city centres. New sales approaches and types of shops are being created as online and offline retail are merged, with traditional shops extending their digital channels and online shops investing in their physical presence by opening their own local stores. As a result, the demands in terms of shop fittings in general and shelving systems for shops and storage areas in particular are changing. Regardless of whether we are dealing with newly constructed, converted or renovated shops, our innovations enable us to play a leading role in defining developments in this industry both now and in the future.

## **Innovation and investment**

Tegometall has been observing these developments for more than 50 years and uses its observations as a basis for the development of new components for shop fittings and storage areas. Our consistent focus on innovation and

investment enables us to use our shelving systems to help our customers to achieve success: on a global level and across different sectors and industries. The progress that we make in terms of planning and production, and the fact that we are able to make the most of automated procedures, enables us to meet the demand for both standard systems and new developments tailored to suit customers' individual requirements. Our inventive approach, pioneering spirit and quality and brand awareness enable our customers to rest assured that we will continue to set the standards that others aspire to.

## **A wide range of products**

The Tegometall range of products is continually adapted to suit current market demands and our customers' needs and requirements. At present, we offer our customers the following products:

- TegoClassic
- TegoStock
- TegoTwo-in-One
- TegoUnique
- TegoVision
- TegoConnect





## From steel. To shelving.

### Highly specialised factories

An innovative, modern, flexible and powerful approach has formed the basis of Tegometall's investments in future-oriented and sustainable infrastructures, machinery and technology right from the start. We rely on solutions by leading manufacturers and our own developments. The majority of our procedures take place in our own production facilities at our various locations. This enables us to efficiently tackle customer enquiries in terms of time and money, to minimise our dependence on external factors and to always guarantee top quality.

### Automatic processing

After arriving at our plants, the coils of steel band, which can reach a weight of up to 28 tons, are processed to produce our Tegometall elements in mostly fully automated procedures. Our coil-splitting plant, for example cuts some of the steel band down to the required width. Our production lines use industrial punching, bending, pressing and welding to transform the

sheet metal into shelves, back panels, uprights or other products for shops and storage areas and ensure that these parts provide the required functions, for example for price displays or receiving goods.

### Central logistics

Our factories are home to punching systems, fully automated tubular profiling equipment and wire processing machines that ensure the maximum vertical integration and flexibility of our production processes. Our production facilities also feature powder coating machines, DecoCoat systems and electroplating plants. Our manufactured products are then transported from our specialised factories to our logistics centres. Products at our factory in Krauchenwies, for example, are prepared for dispatch and stored in a warehouse that holds 2500 pallets and is equipped to guarantee quick response times. Every day, around 100 tons of material leave this Tegometall location. With our efficiency, flexibility, precision and reliability in planning and production, we provide our customers with shops and storage areas that do them proud.



# Our original. Your success.



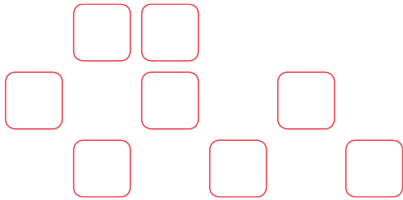
## **All elements. Every demand.**

Regardless of the industry, spatial constraints, customer demands or other requirements, we use our original products to transform any kind of space into a successful shop using nothing more than a few basic elements.

- Central gondola shelving
- Wall-mounted shelves
- Front shelving
- Shop-in-Shop
- Wire shelves

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“Our experience and expertise are reflected in every detail, every specification and every single product upgrade. This is precisely why our original Tegometall products are truly in a league of their own.”



### **Every detail. Every product.**

We have been working together with our customers to create successful shop interiors for over half a century. When doing so, we use state-of-the-art technology to optimise our systems on a regular and sustainable basis. Be it in the case of our wide range of standard products or our custom-made items, our experience and expertise are reflected in every detail, every specification and every single product upgrade. This is precisely why our original Tegometall products are truly in a league of their own.

### **Presenting your products and boosting your image**

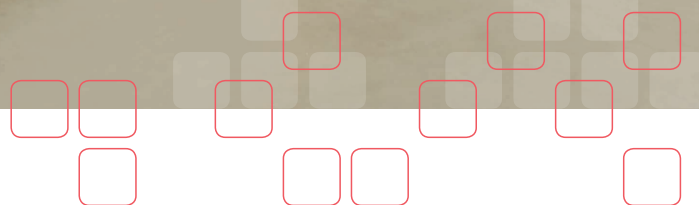
Here at Tegometall, we consider shelves to be more than just sales areas for goods and products. Instead, we believe that they are, quite literally, pillars of success for our customers. They play a central role in boosting a shop's image, with every perfectly finished component, the maximum functionality of the overall systems and the virtually unlimited number of product presentation options available all bringing out the best in every single product. On top of all this, the wide variety of materials, finishes and colours available in the Tego range enable our customers to customise their shop fittings so that they perfectly reflect their own personal corporate identity.

### **Unbeatable cost-effectiveness.**

#### **Optimal quality.**

Tegometall analyses sales rooms and optimises sales areas. This approach enables us to stretch every specification to its limits and make the most of our customers' product ranges. Our extremely flexible systems can be extended and adapted to suit current market and customer requirements on an ongoing basis and fully in line with the motto of “why replace when you can retrofit?”. We are proud of our well-established Tegometall quality, which enables our customers to invest in new ideas rather than new shelves.



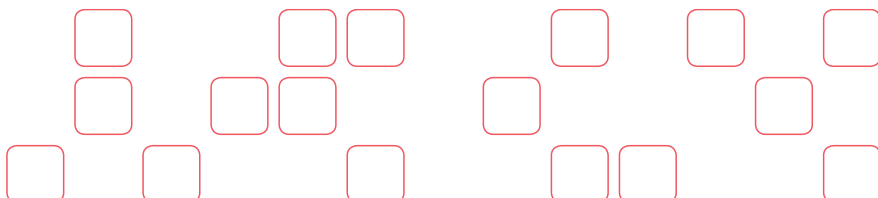


# Not much room. But plenty of space.

People often claim that time is money, but we firmly believe that space is money too. Our many years of experience and comprehensive expertise enable Tegometall to tick all the boxes when it comes to efficient use of space. We use our shelves to create room in a space for our customers' goods. The maximum functionality of our products enables us to simplify and speed up the picking process to the greatest possible extent. Regardless of whether items are temporarily stored or immediately repositioned, our systems meet a wide variety of different requirements and boast a high level of quality that makes working between and with shelves no problem whatsoever. The fact that our systems are not only flexible, but also constantly being further developed based on customer-specific innovations, enables us to create space for both present-day products and future-oriented ideas.

## **The best of both worlds. TegoTwo-in-One.**

Tegometall showcases its comprehensive expertise by combining different elements from the fields of shop fittings and storage technology to create new and unique solutions and business models. The TegoTwo-in-One shelves with integration shine the spotlight on our highly innovative approach and our ability to consistently meet the requirements of both retailers and consumers. This combination of the optimal presentation of goods and efficient storage solutions has enabled us to revolutionise a multitude of hypermarkets and DIY stores in just a short space of time. In fact, these special shelving systems are already providing global retail chains with tangible benefits that deliver the best of both worlds.



# From all industries. All over the world.

Our standard solutions have now been tried and tested in countless installations all over the globe and have never failed to provide ultimate flexibility and functionality in a tough competitive environment while consistently meeting the individual needs and requirements of millions of satisfied customers. When we use the word 'standard', however, we certainly don't mean average. In fact, the workmanship and durability that define our systems have enabled them to become the perfect representatives of our highly-regarded Tegometall product range. These characteristics impress our customers in all sectors and industries all over the world, making our shelving systems the crème de la crème when it comes to shop fittings and storage technology solutions. We set the benchmark for aspiring manufacturers of shop-fitting solutions.

## **Every single location. One single standard.**

Every company, and every shop is unique in its own special way, and being able to use one standard to meet an extremely wide variety of demands and requirements is a real challenge. By perfecting our systems over many years, Tegometall is now able to get the best out of our customers' specifications, regardless of their spatial restrictions and requirements. Our wide selection of standard products offers optimal solutions for shops ranging from kiosks through to department stores, and from high street retailers right through to trade-focused DIY outlets. If you're looking for space, organisation, flexibility and productivity, our standard shelving systems are the ideal solution for you.

## **Service included.**

Directly where our customers need us. When they purchase our shelves, our customers not only benefit from our products, but also from our professional services. The highly qualified technical and sales employees in our Service Centre play an important role in our day-to-day business activities by supporting retailers with their expertise in the field of shop fittings and their consulting, planning and installation services. They also provide an overview of our range of products in special showrooms. Furthermore, our central warehouses guarantee quick delivery times. Put simply, the closer we are to our customers, the closer we are to the solution.



# A special situation. An individual solution.

## **No contradictions**

The demand for customer-specific large-scale production activities is continuously growing. When meeting this demand, we focus on mass customisation, which combines requirements that seem contradictory at first glance: our innovative procedures enable us to come up with customised concepts and develop products to suit our customers' specific needs. On top of this, Tegometall's state-of-the-art production facilities and consistent focus on the processes required offer all the advantages of large-scale production. Our customers can therefore make the most of sustainable investments in shop and storage area fittings, as well as unrivalled quality for their specific needs and requirements.

## **Putting customers first.**

When we set out on our journey towards unique solutions, our customers are always our first port of call. They provide our Key Account

Management team with a huge amount of data and information that form the basis of our work. We place great value on communicating with our customers in order to find out all relevant details concerning their needs, requirements, how their market is developing and how these developments are affecting their business. We use our comprehensive customer and industry expertise, based on many years of experience, to solve problems by offering sustainable concepts and establishing long-standing partnerships.

## **Flexible processes.**

### **High-performance production.**

However much we may know about our customers, flexible processes are absolutely essential when it comes to achieving customer-specific production. Our highly specialised locations enable us to fully meet all demands when it comes to individual, yet industrial, manufacturing activities. We do so by bringing together individual strengths and using streamlined processes, high-performance production facilities, modern technologies and efficient logistics to transform them into comprehensive solutions.

## **Special requests and prototypes**

Tegometall customers can make the most of our highly-specialised production expertise and our comprehensive range of materials. On top of all this, they also benefit from our customer-specific services, for example the fact that we work with them to design and create new developments and special parts. Our experts create 3D renderings and prototypes before conducting a structural analysis on and calculating and testing the stability of our shelving systems. Our combination of motivated employees and modern machinery allows us to produce samples, pilot runs and small batches in no time at all. All of our services come from one single source, boast unrivalled quality and are both customer-specific and suitable for large-scale production.



# Every industry. All requirements.

## Unmistakable benefits

We use our knowledge of individual sectors and industries and our expertise when it comes to our customers' specific needs and requirements to achieve optimal solutions for success at the POS and in storage areas. Tego shelving systems are not only always perfectly adapted to suit spatial requirements and visitor numbers, but also help our customers to make perfect use of every last centimetre of their sales and storage areas. The fact that we provide maximum system flexibility enables our customers to successfully present all of their goods, attract specific attention to special offers and efficiently respond to any changes in their shops or storage areas. We use our standards and new developments to transform everyday products into unmistakable benefits. This is how we minimise costs, achieve optimum customer satisfaction and maximise our customers' success.

## A one-stop shop

Be it a kiosk or DIY store, a garden centre or electronics retailer, a discount store or

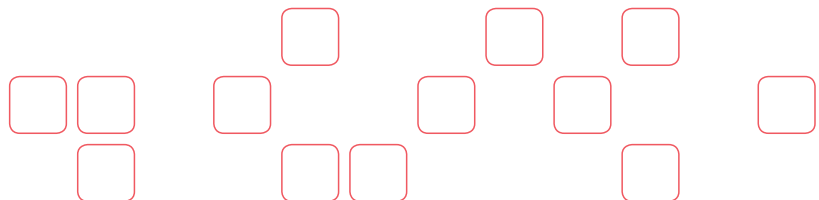
department store, or even a pallet warehouse or logistics centre, our complete systems stand out due to their quality, durability, flexible expandability and functionality, regardless of where or why they are used. Alongside all of these positive attributes, our shop and storage shelving systems are also the result of a great deal of careful workmanship and environmental considerations, from the conceptual development process through to production, distribution and right through to installation and maintenance.

## Ahead of the rest

Our close cooperation and intensive communication with all parties involved means that we are not only well aware of the specific requirements of a wide variety of different sectors and industries, we even define them! We transform ideas into concrete innovations that we then efficiently integrate into our products and services while always keeping a close eye on the relevant targets, deadlines and costs. As a result, we can confidently state that we have been ahead

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“We have been incorporating our vast experience and up-to-date expertise into the development of our customer and industry-specific solutions as a reliable partner for our customers for more than half a century.”



of the rest for many decades. We are, of course, also still constantly striving to introduce new products, innovations and expansions to our range of shelving systems for shops and storage areas. In fact, only one aspect of our day-to-day business remains unchanged: our committed focus on top Tegometall quality and flexible functionality.

### The leader in our field

We have been incorporating our vast experience and up-to-date expertise into the development of our customer and industry-specific solutions as a reliable partner for our customers for more than half a century. The following list contains just a few examples of the sectors in which our shelving systems for shops and storage areas play an extremely significant role in achieving success for our customers on a long-term basis:

#### Shops and stores

- Kiosks
- Newspaper stands
- Ironmongers
- Builders' merchants
- DIY stores
- Electronics retailers
- Specialist stores
- Wholesalers
- Retail outlets
- Discount stores
- Hypermarkets
- Supermarkets
- Health and beauty stores
- Department stores
- Plant nurseries
- Garden centres

#### Storage facilities

- Logistics centres
- Pallet warehouses
- Local warehouses
- Small-parts storage areas







## People make the difference

### **Comprehensive management expertise**

Tegometall is a traditional family company that is making its way towards a successful future thanks to the active, comprehensive and sustainable management activities of its second and third generations. The company reorganised and expanded its management team in 2016. By bringing external managers into the mix, it provided its organisational activities with additional management expertise, a great deal of experience in the establishment and management of international structures and decades of knowledge with regard to shop fitting and production management.

### **Globally positioned**

Tegometall has been focusing on the demands and requirements of its globally active customer base ever since it was first founded. The company head-



quarters in Switzerland are responsible for the strategic management of its independently operating organisations in different countries, all of which contribute towards a network of production activities at highly specialised factories. Our strategy enables us to meet all economical, ecological, legal and technical requirements while always focusing on the aim and target group in question. Our customer-focused organisation, the continuous optimisation of our processes and structures and our open communication come together to provide maximum reliability and form the basis for the establishment and development of successful long-term partnerships. This background also helps to secure the development of our position as the leading company for shop fittings in Europe with global ambitions for the future.

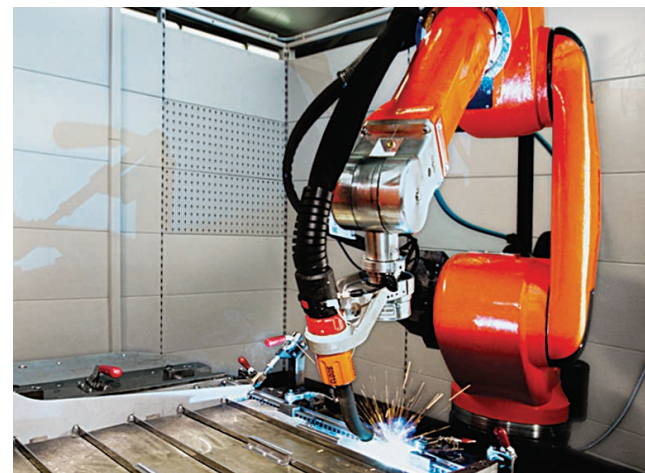
# High tech. High quality.

## Networked, automated and digitalised

Here at Tegometall, investing in innovative technologies that enable us to provide constant high quality, quick delivery times and affordable products has been an important success factor right from the start. Our technical networks and automation solutions provide us with streamlined processes and enable us to make sustainable use of all of our available resources. We use modern machinery to minimise interfaces and simultaneously maximise the efficiency of our processes and the quality of our products. On top of all this, we also implement innovative logistics solutions that provide us with more direct access to our customers and suppliers and help to reduce distances, storage periods and delivery times.

The quality and safety standards of Tegometall are very high in all respects. That is why we have our processes, products and work procedures regularly reviewed and evaluated by independent institutions. This gives our customers assurance that we are working in accordance with the newest and current standards.

 <b>CERTIFICATE</b> Conformity of the Factory Production Control <b>2451-CPR-EN1090-2013.0063.003</b> <small>In compliance with Regulation 305/2011/EU of the European Parliament and of the Council of 9 March 2011 (the Construction Products Regulation or CPR), this certificate applies to the following construction product:</small>	
<b>Construction product</b>	<b>Structural components and kits for steel structures to EXC2 according to EN 1090-2</b>
<b>Intended use</b>	for load-bearing structures in all types of buildings
<b>CE - marking method</b>	ZA.3.2 to ZA.3.5 acc. to EN 1090-1:2009+A1:2011
<b>Manufacturer</b>	produced by or for <b>Tegometall International Sales GmbH</b> <b>Industriestraße 7</b> <b>8574 Lengwil-Oberhofen</b> <b>SWITZERLAND</b>
<b>Manufacturing plant</b> <small>Production facility of the manufacturer</small>	Tegometall Lagertechnik GmbH Auenbachstraße 9 88605 Sauldorf GERMANY
<b>Confirmation</b>	This certificate attests that all provisions concerning the assessment and verification of constancy of performance described in Annex ZA of the harmonised standard <b>EN 1090-1:2009+A1:2011</b> under system 2+ are applied, and that the factory production control fulfills all the prescribed requirements stated therein.
<b>Date of issue</b>	26.01.2016
<b>Next Surveillance audit</b>	25.01.2021
<b>Period of validity</b>	This certificate will remain valid as long as the test methods and/or the factory production control requirements included in the harmonised standard used to assess the performance of the declared characteristics do not change, and the product and the manufacturing conditions in the plant are not modified significantly.
<b>Remarks</b>	see reverse
<b>Place and date of issue</b>	Düsseldorf, 15.02.2018  Dipl.-Ing. Gurschke Head of certification body
<small>DVS ZERT GmbH, Aachener Straße 172, 40223 Düsseldorf, GERMANY</small>	



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# One challenge. Many aspects.

## Maximum reductions

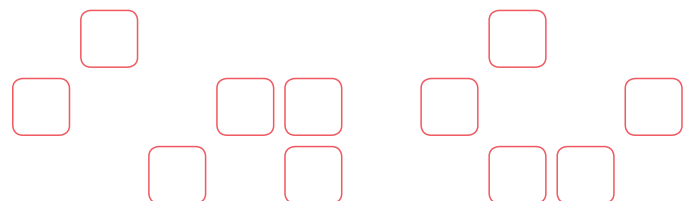
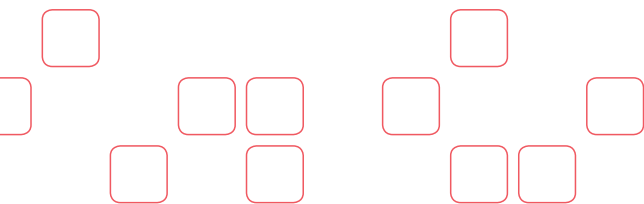
Here at Tegometall, we not only consider the consistent modernisation of our production facilities to be a way of improving our efficiency and quality, but also an investment in protecting the environment. Innovative technologies use fewer tools and resources, as well as requiring less water, electricity and material. Our innovative logistics solutions and infrastructures enable us to minimise distances and the number of journeys required both within individual factories and between our different locations. We also work to reduce both noise and pollutant emissions by consistently using rail transport for the delivery of our steel coils.

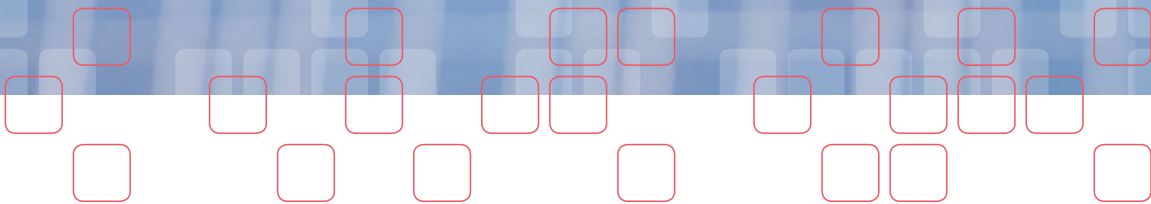
## Concrete measures

One of the main focuses of our environmental efforts is the element of water, which is precisely why Tegometall collects and uses rainwater. Our washing water is treated in our coating plants so that it can be reused, which is actually an important requirement that enables us to guarantee the use of nothing but solvent-free powder coatings. We also avoid using any PVC films and strive to recycle waste metal and metal offcuts, as well as obtaining our wooden products from sustainably managed forests. Our own photovoltaic systems enable us to make extensive use of solar energy and we also do our bit for the environment by only using LED light fittings.

## Focusing on the present and the future

We believe that there is more to the concept of sustainability than just environmental aspects, which is why Tegometall also makes use of future-oriented concepts. We do so by integrating both ecological and economical aspects into the development and implementation of concepts for sustainable solutions.





# Good training. Great prospects.



## **Providing a positive future**

Although modern machinery is now able to tackle more and more tasks that are becoming increasingly complex all by themselves, humans are still the only ones able to fully tap into the potential of cutting-edge technology. This is sure to remain the case in the future. Only well-trained and highly qualified experts are able to quickly tackle changed circumstances and demands in a targeted manner. This is precisely why we offer training for our very own young talents so that they are well equipped to face the challenges awaiting them in the future. By doing so, we offer positive prospects for our trainees, our company and our customers.



“Integrating young experts at an early stage helps us to strengthen their innovative approach and makes it easier for them to identify with our company and our solutions.”

### A shared goal

Tegometall works in extremely close cooperation with local vocational training colleges to offer basic training for trainees at two locations. Once they have completed their training, our tool mechanic talents produce punching and bending tools for use in our industrial series production activities. Our industrial mechanics work together with our electricians to ensure that our plants remain fully operable at all times, while our machine and plant operators set up our infrastructure and put it into operation. Although we offer training for many different professions, we always strive to achieve the same shared goal: maximum efficiency in industrial production and in the development and manufacturing of made-to-measure solutions.

### As practical as possible

By training our own young talents, we are able to secure the flexibility of our production activities and the quality of our products for the future. We increase our focus on practical elements and reduce our dependence on external factors and by doing so, successfully minimise our development and response times.

Integrating young experts at an early stage helps us to strengthen their innovative approach and makes it easier for them to identify with our company and our solutions. The fact that they quickly become acquainted with our operational activities not only teaches them to pay attention to detail, but also gives them an excellent understanding of the bigger picture. Our made-to-measure training programmes enable our customers to rest assured that we will continue to provide bespoke shelving and storage solutions both now and in the future.

# Personal. Innovative. Sustainable. Reliable.

## **Tegometall International Sales GmbH**

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