



# Die Schmitz-Werke in Emsdetten

Committed to the future. Always.

# Schmitz-Werke GmbH + Co. KG



# The beginnings



- Foundation under the name of "Emsdettener Baumwoll-Industrie" in 1921
- 1929 – Rudolf Schmitz joins the management
- 1958 – Carl-Hinderich Schmitz takes over as managing director
- 1967 – The brands drapilux and markilux (textile) are born
- 1972 – Start of the production of prefabricated awnings
- 1989 – Justus Schmitz becomes managing partner





# The present

- Family business in fourth generation with Dan Schmitz as managing partner
- More than 650 employees
- Size of the company premises: 118,000 square meters
- Production exclusively in Germany
- Subsidiaries in nine European countries
- Worldwide partnerships and holdings
- Numerous patents, innovative products and successful brands
- Turnover 2015: approx. 102 million Euro



# Textilwerk



- Approx. 160 employees and a production and warehouse area measuring 29,300 m<sup>2</sup>.
- Yarn is purchased as a finished product - all other stages from the yarn to the finished fabrics are carried out on our own premises.
- Professional features: oil, water and dirt-repellent, odour and pollutant reduction and bacterial resistance. An additional feature is permanent flame resistance for property and decorative materials.
- Waste air from condensation processes is thermally post-combusted so that emissions are not released into the environment.
- Waste water can be channeled into the municipal sewer system without any problems.



# Awning Factory

- Approx. 220 employees and a production area of 28,000 m<sup>2</sup>.
- Approx. 1.2 million m<sup>2</sup> of goods are processed per year in technical assembly. The capacity is up to 1200 assembled awning covers per day.
- Approx. 50,000 awnings are produced each year in the awning production department. The capacity is up to 500 awnings per day, which corresponds with around 25-30 tonnes of material or shipping weight.
- More than 600 ideas for improvement are suggested by employees each year as part of the Continual Improvement Process in technical assembly, which serves as a basis for the continual further development of the product and services portfolio.

# The brands of the Schmitz-Werke

***markilux***

**drapilux**

 **swela**  
Textile Evolution

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 **schmitz**

# *markilux*

- markilux is the leading German awning brand
- More than 40 years of innovation and creativity
- Award-winning design awnings
- Production at the plant in Emsdetten (Münsterland)
- International sales via qualified specialist dealers
- further product lines: indoor solar protection, innovative seating furniture, cushions and design garden furniture



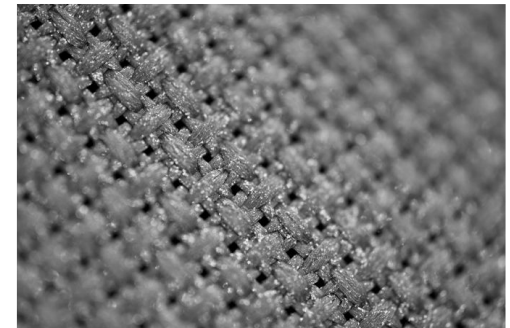


# drapilux

- As a leading manufacturer drapilux develops and produces innovative decorative and cover fabrics for commercial and private applications
- Intelligent functions:
  - drapilux flammstop
  - drapilux air
  - drapilux bioaktiv
  - drapilux akustik
  - drapilux all in one
- Production at the plant in Emsdetten
- International sales via specialist dealers (contractors and interior decorators)



- swela embodies textile engineering knowledge with highest requirements in respect of quality, functionality and safety
- Product areas:
  - fabrics for solar protection
  - furniture fabrics
  - fabrics for maritime applications
  - special fabrics / technical textiles
- Closed production chain from the yarn to the woven fabric - production at Emsdetten plant
- International sales to industrial customers



# Factors of success

- Continuity and financial stability thanks to the structure of a family business
- In-house research and development and exchange with academies and external partners ("open innovation")
- Strong organisational focus on innovation
- Quality "made in Germany"
- Continuous qualification training of employees
- Corporate culture with certain management concept
- Broad training – both commercial and industrial
- Trainee and BA student programmes
- Suggestion scheme and ongoing CIP processes

Committed to the future.  
Always.

Thank you for listening!

