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# IN PERFECT HARMONY

FLUID TECHNOLOGY COMPONENTS, SYSTEMS AND SERVICES FROM A SINGLE SOURCE





# THIS IS STAUFF

LIKE THE INTERACTION OF A PERFECTLY HARMONISED ORCHESTRA

**1964:**  
The Werdohl-based entrepreneur Arnold Menshen takes over Walter Stauffenberg KG as a contract turning shop from his father-in-law

**1965:**  
Launch and start of the series production of original STAUFF clamps made of plastic for vibration and noise absorbing fastening of hydraulic lines

**1970:**  
Establishment of the sister company Georg Menshen for the production of STAUFF products on in-house injection-moulding machinery

**from 1973:**  
Gradual expansion of the product range with pipe / tube bushings and tank filler breathers made of plastic

**1982:**  
Start of production of test couplings and hydraulic filters in Germany and the United States

**1983:**  
Relocation of the head office to its current site in Werdohl-Ehrenfeld

**1988:**  
Knut Menshen, the eldest son of Arnold Menshen, is appointed to the Executive Board

**1990:**  
The German Industrial Standard DIN 3015 is created with the original STAUFF clamp as one of its models

**1996:**  
Initial ISO 9001 (Quality) certification of the head office and plants in Germany

**1960s:**  
Successful establishment of a global sales network using trading partners

**1970s:**  
Establishment of the first subsidiaries in the United States (1972), Australia (1976) and the United Kingdom (1977)

**1980s:**  
Establishment of the subsidiary in France (1981)

**1990s:**  
Establishment of further subsidiaries in China (1994), Canada (1995) and Brazil (1999)

The STAUFF Group develops, manufactures and distributes hydraulic line, system and reservoir components for mechanical and plant engineering as well as for service and industrial maintenance.

The product range consists of over 40000 standard components in ten different product groups and a wealth of non-standard and system solutions. Here at STAUFF, we continuously coordinate them with each other in passionate development work to ensure that they harmonise perfectly with each other.

However, it is not just the harmony of our extensive product range that makes us so unique. It is also our technical consulting expertise and resulting ability to develop solutions and captivate customers with innovative concepts.

For lasting and trustworthy partnership-based cooperation.

**2000:**  
Opening of the automated logistics centre at the Neuenrade-Küntrop site

**2007:**  
Conversion of the standard surface coating to zinc/nickel

**2007:**  
Initial ISO 14001 (Environmental Protection) and OHSAS 18001 (Occupational Health and Safety) certification of the head office and plants in Germany

**2000s:**  
Establishment of further subsidiaries in India and Italy (2000), New Zealand (2002), Poland and Korea (2004), Russia (2005) and Ireland (2007)

**2015:**  
Expansion of the product range with STAUFF Connect tube connectors

**from 2015:**  
Takeover of VOSWINKEL and formation of a joint business, including development, procurement, sales, logistics and administration

**2016:**  
Knut Menshen hands over global management to Lutz Menshen, the youngest son of Arnold Menshen, Jörg Deutz and Dr. Matthias Papenfuß

**2017:**  
Initial ISO 50001 (Energy Management) certification of the head office and plants in Germany

**2010s:**  
Establishment of further subsidiaries in Malaysia (2011), Vietnam (2012) and Thailand (2013)

### STAUFF Mission:

Honesty and sincerity, respect and trust in dealing with each other and with our business partners form the basis of the continuing success of our globally operating family-owned enterprise. With our advanced technology, we make hydraulic applications more efficient, reliable and safe. Thus, we contribute to the benefit of people, machinery and the environment.

### STAUFF Vision:

As the leading international provider of coordinated solutions along hydraulic lines, we contribute significantly to the success of our business partners.



Lutz Menshen, Knut Menshen, Jörg Deutz, Dr. Matthias Papenfuß (from left to right)

We have a responsibility as a family-owned mid-sized company. Codes of ethics and conduct, introduced company-wide, epitomise the value structure of the owner's family and our motivated team. Reliability, esteem and respect form the basis of all cooperation.

Inventiveness, commitment and perseverance have always shaped our actions. In future, we will also face the challenges of constantly changing markets – with components, systems and services from a single source.

- 1400 employees worldwide
- Own subsidiaries in 18 countries on five continents
- Global network of sales and system partners
- €36 million turnover worldwide

Figures for 2017





# ONE COMPREHENSIVE PRODUCT RANGE

EXCITING AND UNIQUE IN ITS DIVERSITY



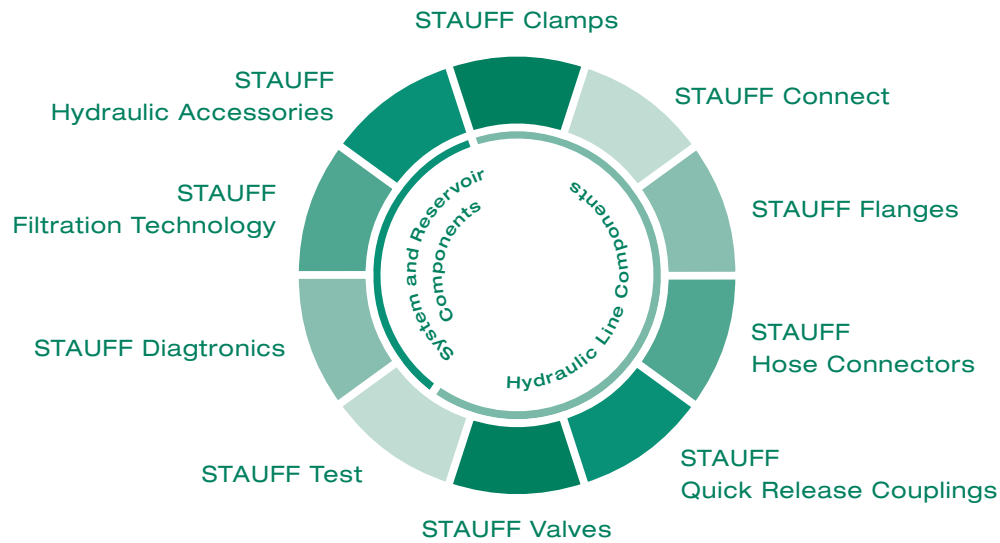
We have grown to become a full-service provider in fluid and hydraulic line components. Our products are developed and manufactured with a consistently high and coordinated level of quality.

The standard components in the STAUFF product ranges are enhanced by a wealth of non-standard and system solutions, produced to meet customers' specifications or based on in-house developments.

All products are subject to comprehensive tests based on common standards and guidelines. They are also governed by the exacting standards of the company-wide management systems. Our company also has certificates, authorisations and approvals from international institutes, institutions and agencies to independently certify the quality and performance of many of the components.

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- 40000 standard components
- Non-standard and system solutions to meet customers' specifications
- For many applications in mobile and industrial hydraulics as well as other industries

Figures for 2017

For a comprehensive range from a single source

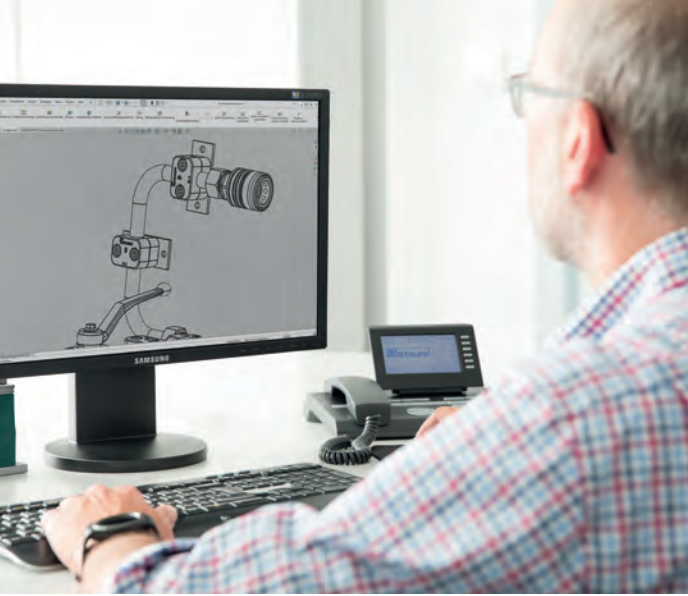




# ULTIMATE TECHNICAL STANDARDS

FROM DEVELOPMENT TO SERIES PRODUCTION





As a manufacturer, we have our production processes totally under control. As a result, we can influence even the smallest details at any time.

This starts at the development stage. Thanks to our wide range of technical options, we are capable of developing customised solutions. Our in-house tool and prototype construction also provides us with the necessary flexibility.

Our capacities permit the production of small and larger series. Our own production facilities incorporate a large degree of automation and exceed current standards.

Our promise for the maximum stability and durability of our products relies on high-performance business partners, who meet our high STAUFF standards.

Naturally, our components undergo regular quality inspections even during the manufacturing process. We undertake standardised and individual tests in our technology centre, to guarantee the performance of our products.

Our process steps follow each other closely, from development right through to delivery. Defined workflows in management systems, including quality, environmental protection, occupational health and safety and energy management.

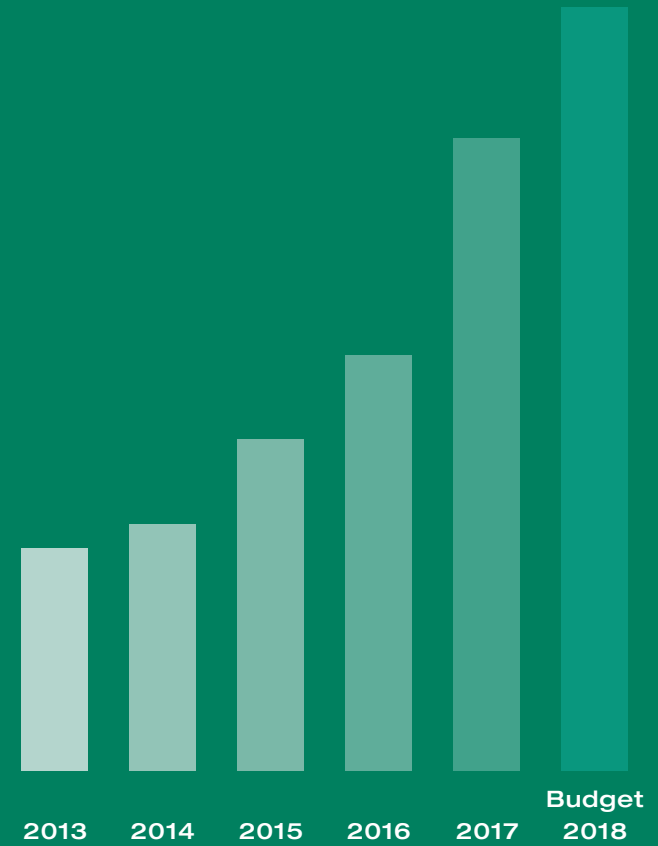




For consistently high quality

Our investment in manufacturing technologies

€12.7 million









# UNCOMPROMISING DELIVERY RELIABILITY

SPOT-ON, TO ANY DESTINATION - WORLDWIDE



We achieve uncompromisingly high delivery reliability, thanks to the global availability of our components, guaranteed by logistics centres that we operate across the globe. Naturally, this is also based on automated processes.

Our logistics services go beyond normal standards. Individual delivery models, tailored precisely to the customers'

requirements, significantly save time and costs within their procurement processes.

We provide maximum delivery reliability through individual and continuously evolved logistics solutions.

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**Automated STAUFF logistics centre:**

- Approx. 56000 container spaces and 10000 pallet spaces
- At peak times: shipment of over 1000 tonnes of material in the form of approx. 9000 individual deliveries per month

For global availability

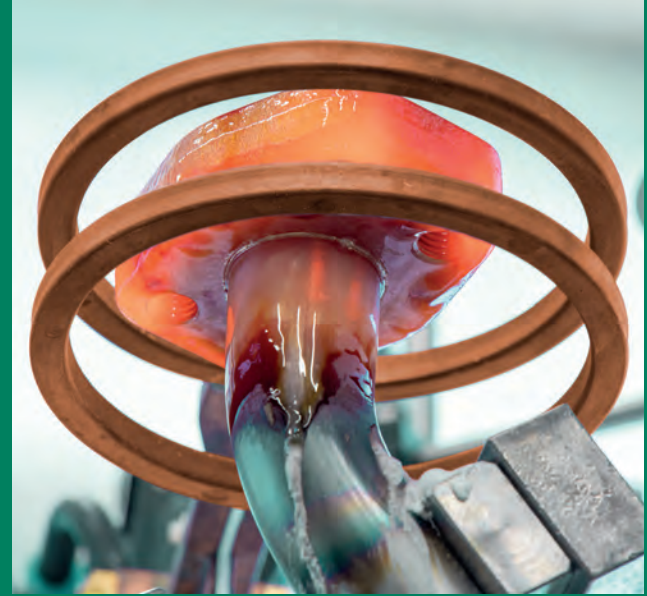




# **+ OUR ADDED VALUE**

**SYSTEMS AND SERVICES TO ENHANCE  
A COMPREHENSIVE OVERALL OFFERING**



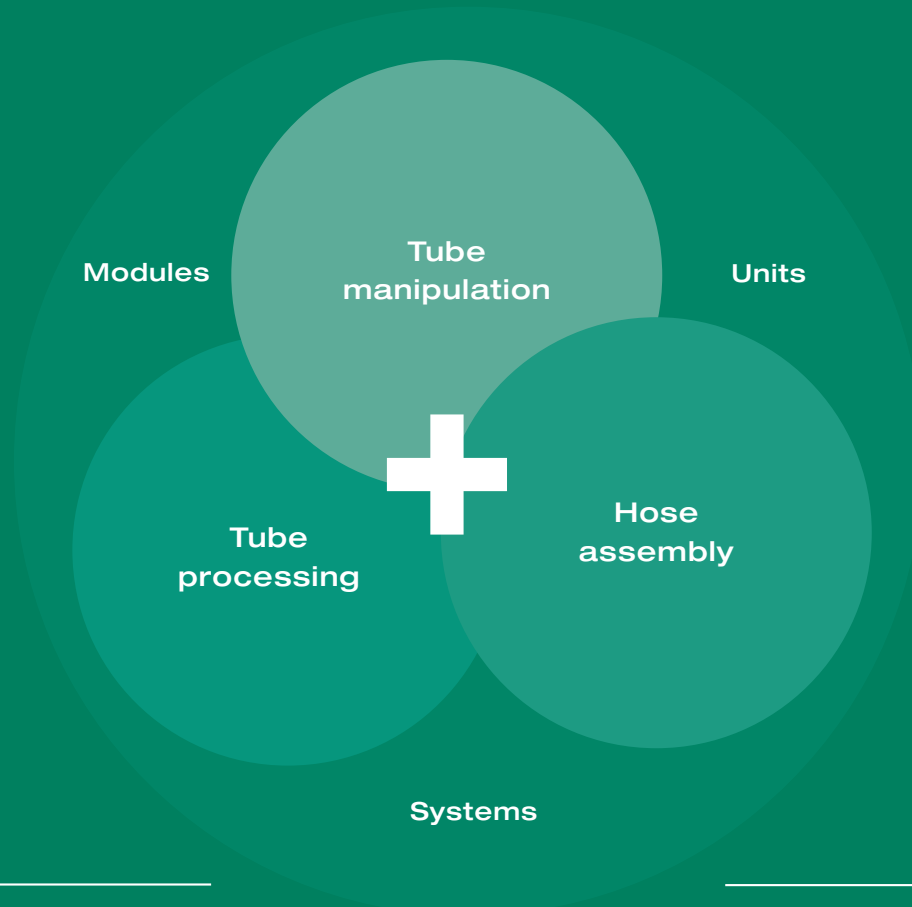


Any company wishing to remain in contention in a challenging market environment has to be inventive with innovative ideas – music to the ears of its customers.

As a producer, we deliver individual components, as well as also offering the production and pre-assembly of individually designed, ready-to-install hydraulic line systems, units and modules.

Customers benefit from reduced procurement costs and lower inventories. At the same time, shorter assembly times and increased installation reliability result in greater efficiency.

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We regard ourselves not only as a developer and manufacturer, but also as a service provider. Our overall offering therefore also includes a comprehensive range of complementary value-added services relating to consulting, procurement and delivery.

We are able to create optimum solutions as part of our independent application-based consulting and development. We assist with the selection of the most suitable components, at the same time keeping an eye on technical and economic criteria. We analyse and optimise existing systems and design new systems, units and modules. Installation training and on-site instruction help to increase the performance of people, machines and systems and optimised material flows.

Our service-orientated focus is reflected in individual and tried-and-tested procurement and supply models. Global availability with consistent product and service quality provided by our own STAUFF subsidiaries and a network of authorised sales and system partners.

Whatever the requirements are – we'll meet them. And we'll take responsibility – from initial design to delivery.



40000 Components · Highest level of technical production · Global availability · Excellent delivery reliability

Production and pre-assembly  
of hydraulic line systems,  
units and modules



Extensive  
consultation



Individual procurement  
and delivery models



STAUFF Line · components, systems and services for hydraulic lines · from port to port

For maximum delivery and installation reliability





STAUFF Deutschland  
Im Ehrenfeld 4  
58791 Werdohl, Germany  
T +49 2392 916 0  
E [post@stauff.com](mailto:post@stauff.com)

Global subsidiaries:  
[www.stauff.com/contact](http://www.stauff.com/contact)



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