

Shredding

Cutting

Pressing

Great Products. Great People.

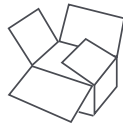
HSM[®]

HSM develops, produces and
sells products and **systems**
for **pressing** materials and
cutting and **shredding**
paper and electronic data media.



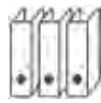
Plastic bottles

or



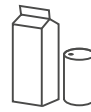
Cardboard

or



Paper

or



Packaging



Paper

or



CDs

or



Credit and
charge cards

or



USB sticks

Volume reduction by up to 95%

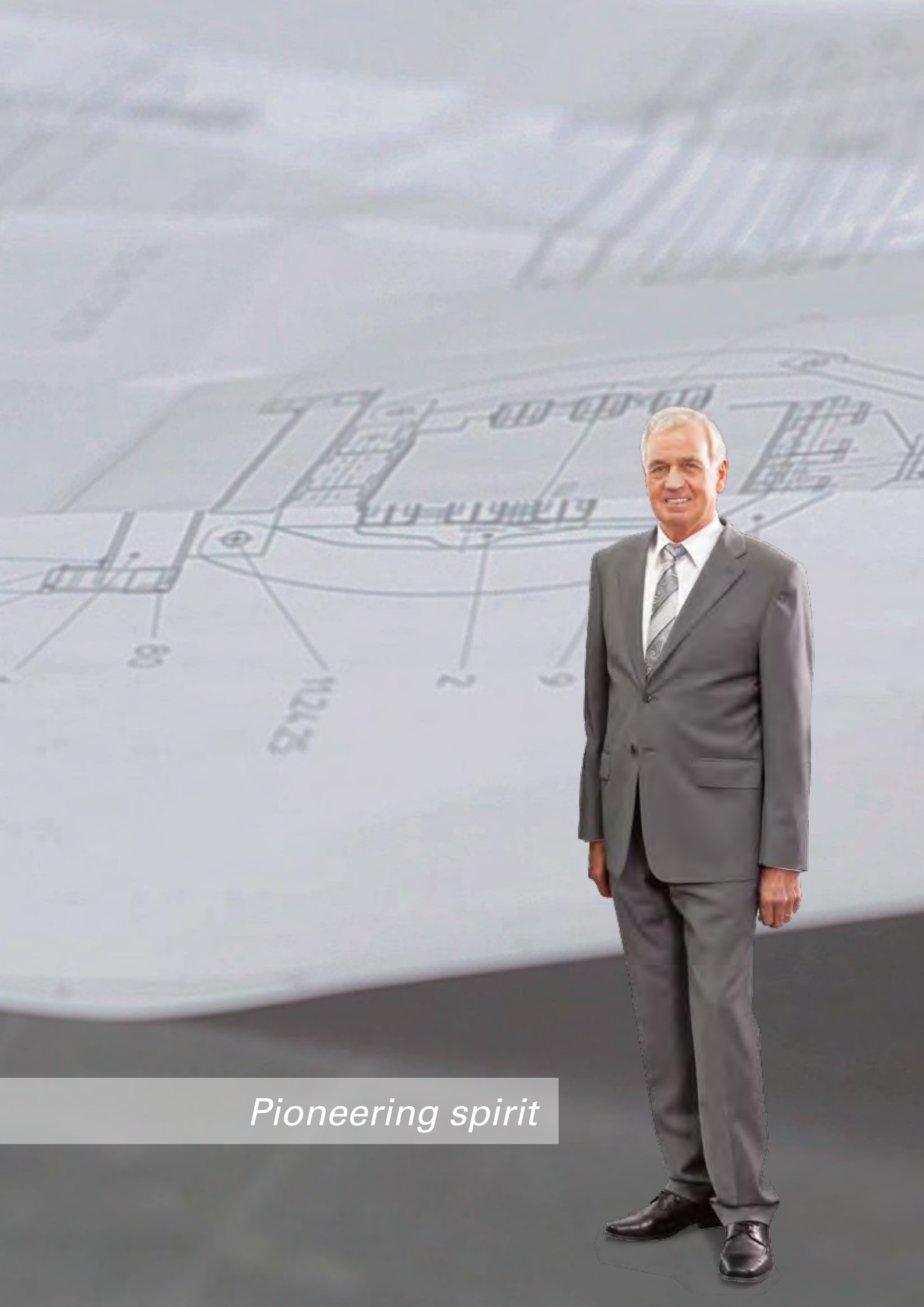


Recyclable materials

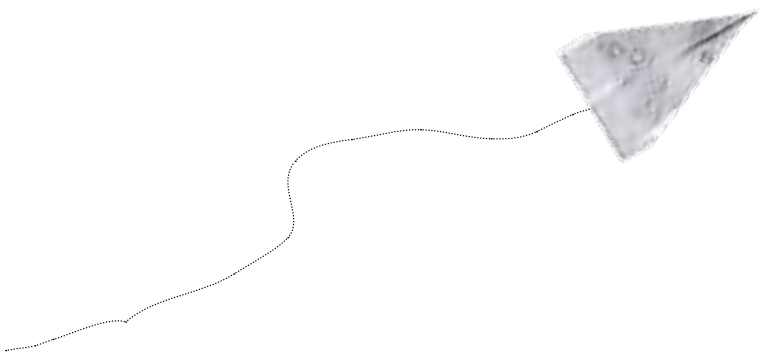
Shredding data media



Particles



Pioneering spirit



Hermann Schwelling shapes a company

A pioneering spirit means new ideas and the courage to take risks and make decisions. If a company is successful in the market throughout decades, is well-established internationally and continues to grow, its pioneering spirit has been rewarded.

*Hermann Schwelling is a pioneer. 40 years ago, he founded the company **Hermann Schwelling Maschinenbau**, known today as **HSM**. The founder based his company on the idea of reducing the volume of recyclable materials. To facilitate reintegration of paper, cardboard, foil, PET and many other materials into the recycling process in bale form, he developed baling presses. These reduce the volume of materials by up to 95%.*

The first baling press from 1972, with a pressing power of 6 tonnes, has since given way to an extensive product range including baling presses with up to 150 tonnes of pressing power. At the same time, HSM has developed cutting machines and shredders for paper and data media such as CDs, credit cards and hard drives, thus covering the entire cycle of shredding, cutting and pressing.

Thanks to its employees' outstanding dedication, HSM has become a market leader for products and services in the fields of environmental technology and office technology. Roughly 700 employees and over 100 service and sales centers are incorporated in the HSM network all over the world.



Identification with HSM since its founding: the entrepreneur family Hermann, Christina and Harald Schwelling

The philosophy

*“Great Products. Great People”
connects employees and business partners
around the world.*

The basis for HSM's success includes a philosophy consistently pursued by the owning family and the management. It incorporates the values of flexibility, quality, confidence and corporate social responsibility. These values create a philosophy for HSM's conduct, both internally and toward its business partners: Great Products. Great People.

HSM's values possess numerous aspects that connect all of the company's and business partners' fields with one another:

Flexibility

- As a family business with the founder as its primary shareholder, HSM is independent of any group. This allows us the freedom to make fast decisions and pursue long-term strategies.*
- With four production plants in Germany, HSM is capable of rapidly adapting to market requirements.*
- Thanks to the concentration of resources in Germany and the subsidiaries and sales partners active all around the world, HSM can quickly implement individual customer wishes.*

Quality

HSM focuses on its core competencies shredding, cutting and pressing as the basis for its quality concept.

- Even in our globalised times, “Made in Germany” remains a statement of high international renown.*
- Our core competence in cutting shaft production means our customers can rely on us.
For a large number of the 230-volt “Made in Germany” document shredders, HSM offers a lifetime warranty on the cutting shafts.*
- Our employees' and retail partners' knowledge of the products and the market ensure that our customers receive qualified consultation.*



Confidence

Where employees hold fast to a mutual vision, they have a clear orientation. Actively upholding our values, living them every day, giving us great confidence. We know where our strengths are but also recognize our potential, constantly striving to fulfil it. And another aspect: HSM is a company that employs its expertise in shredding, cutting and pressing for applications in the fields of office technology and environmental technology. The scope of our products and experience makes us unique.

Corporate social responsibility

HSM strives to support people and to sustain valuable environmental resources. HSM therefore undertakes to produce as environmentally friendly as possible while still offering our customers cost-effective solutions. Our commitment to projects helping children and adolescents as well as our support of a tropical forest project illustrate our claim that both children and trees need roots. HSM is dedicated to making a contribution here.



Corporate Social Responsibility Social Issues – Environment – Economy

Every company affects jobs, products and services in its daily activities. We are aware of the responsibility this entails and consider the potential impact of our decisions on people, the environment and business factors – both for HSM and for our customers.

Social issues

Social responsibility at HSM seeks to support people we are in contact with or who need our help. We safeguard excellent jobs at our sites and make sure that our employees reap their share of our success. The atmosphere at HSM is one of mutual trust, loyalty and open, honest communication.



ORO VERDE
Die Tropenwaldstiftung

HSM supports OroVerde in Guatemala in the reforestation of the rainforest

HSM supports a whole range of regional projects such as youth leisure clubs or organizations caring for the disabled. In addition, we donate to UNICEF, the Caritas children's fund in Germany, the Rancho Santa Fe orphanage in Honduras and for the earthquake victims in Japan. As our machines and systems process natural resources, we also strive to do our part in this field and support a reforestation project managed by the tropical forest fund OroVerde in Guatemala.

In terms of sustainability, HSM is dedicated to protecting jobs for future generations and offers more than ten different trainee positions and apprenticeships in the fields of technology and economics. More than 80% of those trained at HSM stay with us upon completion of their professional education. We consider this high rate to be a testimony to our corporate philosophy. We also greatly value the establishment of good work-family balance. Flexible working time models allow parents to return to work after parental leave – and to do so gladly.



Sustainable production processes



Social commitment for people in need



Economy through energy-efficient control units and short transport distances

Environment

Through our production plants in Germany, HSM directly promotes sustainable production.

We implement the ecological concept by means of energy-saving measures. These include recuperation of the production machinery's heat for the factory halls' and offices' heating as well as the employment of geothermal energy. HSM makes sure to keep transport distances between the production sites as short as possible and we use transport packaging several times. Metal chips are recycled, plastics repelletised. HSM considers regular environmental audits in accordance with EN ISO 14001:2004 no less than its duty.

Economy

The "economy" aspect includes our focus on increasing the energy efficiency of our systems used by our customers. We are well aware that a business needs to operate both economically and ecologically. We achieve these energy efficiency increases by means of frequency-controlled drives, reduction of waste disposal costs through the employment of a HSM baling press instead of a container, optimum utilisation of truck capacities through highly compressed bales and the use of recycled materials.

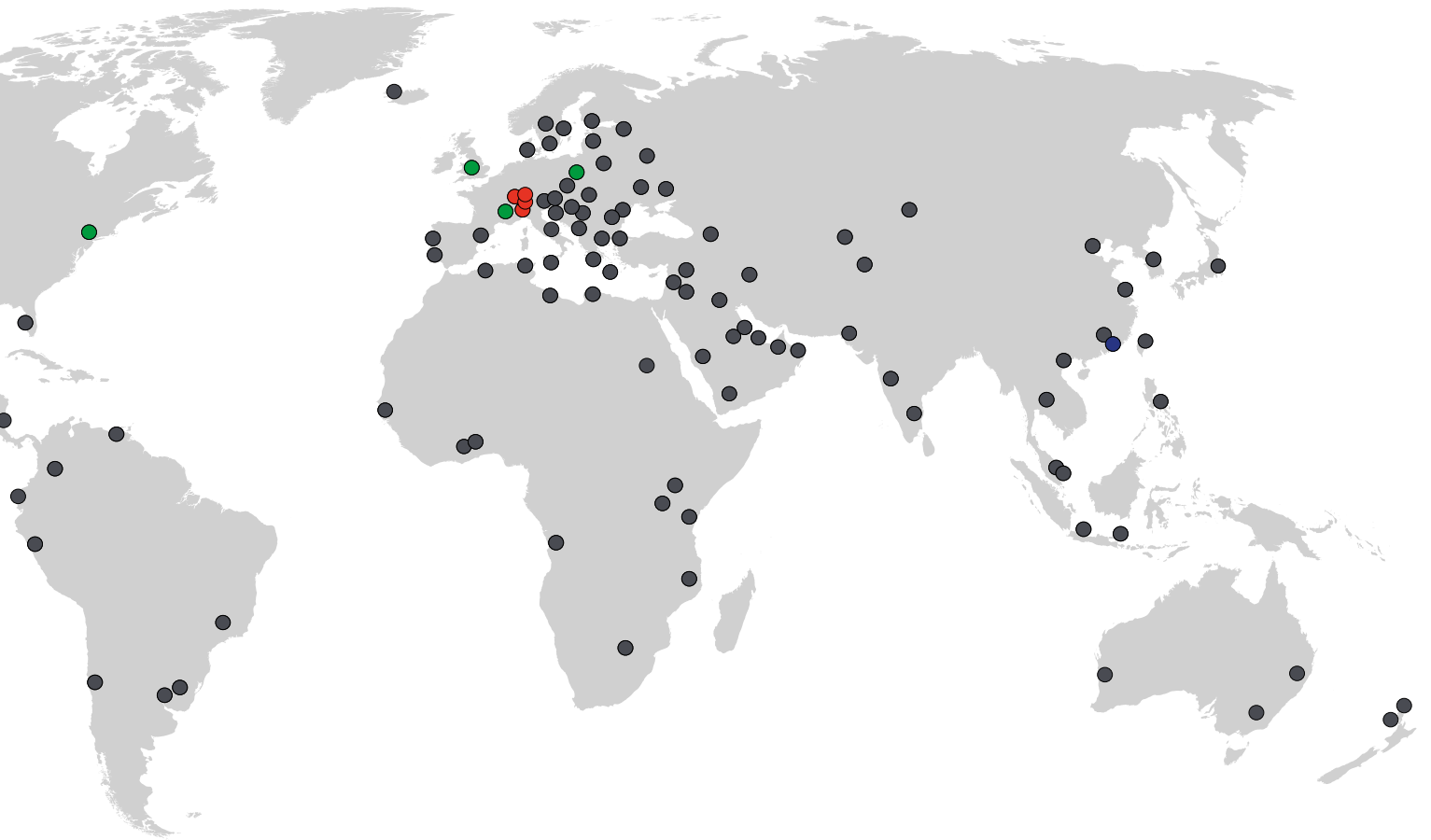


Headquarters in Frickingen, Germany

From Salem on Lake Constance to all over the world

The company Hermann Schwelling Maschinenbau GmbH + Co. KG was founded in 1971 in Salem. One year later, it began selling its first baling press for cardboard. The development of the company began – just like that of many other successful companies around the world – with the classic small workshop. Today, the office technology product range encompasses cutting machines, document shredders, shredder-baler-systems and cardboard perforators. The company's environmental technology division handles a portfolio ranging from vertical, horizontal and channel baling presses with a pressing power of up to 150 tons to PET solutions. Project management, design and implementation of system solutions for shredding and pressing recycable materials such as paper, foil, cardboard, composites, PET foams, car tyres, rigid plastics, etc. belong to HSM's service strategy.

HSM operates four production plants in Germany (Salem, Frickingen, Reichenbach, Bergneustadt) and a joint venture in China producing document shredders for the low-price segment. Subsidiaries can be found in the USA, in the UK, in France and in Poland. Through a global network, HSM employees collaborate with sales and service points in more than 100 countries.



- 4 production plants in Germany
- 4 subsidiaries
- More than 100 sales and service points
- Joint venture in China



Downingtown, USA



Burntwood, UK



Saint-Priest, France



Warsaw, Poland



HSM

HSM Academy

Great Products, Great People.



HSM



HSM products such as the cardboard perforator ensure that recyclable materials are used several times: as packaging material or as art in the HSM training center.



Vertical and channel baling presses for testing in the showroom



Data protection, technology and operation: training at the HSM academy

The HSM academy teaches know-how on data protection – technology – service

At HSM, education and training are highly valued. For this reason, we founded the HSM academy. Here, training courses are offered regularly for employees, customers and anyone else who might be interested. The subjects are manifold:

- *Data protection seminars: the idea to provide data protection seminars was the initial spark that triggered the foundation of the HSM academy. These seminars are intended primarily for HSM retail partners. The aim is to convey detailed knowledge of this highly sensitive subject so that end customers can receive the correct consultation in regard to the required size of their document shredders and the proper security level.*
- *Training for service technicians and sales consultants of HSM customers and retail partners.*
- *Employee training for technology and services: HSM employees receive regular training at the academy to learn about the latest in data protection and to keep their know-how regarding our systems and products up-to-date.*

In 2011, HSM invested in a training and consultation center on the Frickingen site. 500 m² are available for the presentation of a broad range of products from the fields of office and environmental technology. Here, customers and business partners can cut, shred and press and test every detail of HSM's products.

The training center was artfully embellished by the paper artist Silvia Heger using materials processed by HSM products. Paper strips from the document shredders and cardboard from the HSM cardboard perforator have been installed by the artist and make roaming the training center a real experience.



Precise Production



 *CO₂ laser cutters*



"Made in Germany" – products for the fields of office and environmental technology are manufactured at four sites in Germany

Production "Made in Germany"

HSM places its trust in Germany as a production location and stands by the quality statement "Made in Germany" that users equate with precision, longevity and a fair price/benefit ratio. Office and environmental technology products are manufactured at four different sites.

- In the Salem plant, approximately 50,000 m² are available including 15,000 m² covered. Salem focuses on the development of baling presses, project management, logistics, planning, work preparation, crusher manufacture, assembly of large presses and plastics production.*
- In terms of quality, our 18 x 9 m welding robot is top of the pack. Here, press chambers weighing up to around five tonnes as well as press rams, drive supports and press channels for the baling presses are welded.*
- The cutting shafts for the HSM Classic, SECURIO and the Powerline document shredders are produced using 14 CNC machining centers up to 5 axes. The cutting blades consist of one piece of round steel and can be lathed consist of milled in one go with high accuracy.*
- On the subject of sustainability: the metal chips are shredded in a HSM shredder and transported to a collector unit. By reducing the volume, we cut the CO₂ emitted during transport by 50 percent. The chips are recycled.*
- Six injection moulding machines are used to produce plastic parts ranging from a weight of 5 to 3,300 grammes per part. Adjustment parts and parts from second hand machines are recycled in a granulator.*
- Crusher reconditioning: when empty PET bottles are returned to the supermarket and have passed through the scanner in the machine, they are deposited in the HSM crusher. It reduces the volume of the PET bottles which are pressed into bales and then reintroduced to the industrial cycle. They are often used to produce bags or textiles. A HSM crusher's service life spans at least 1 million PET bottles, after which the used crusher is returned to Salem for cleaning and repairs.*



Precision manufacturing using welding robots



CNC machining centers for the production of high-precision parts

- *Only 10 km away from Salem, the Frickingen plant handles final assembly of the “Made in Germany” document shredders. This means that delivery of components from production in Salem needs to cover only short distances, thus contributing to HSM’s environmental concept.*
- *Reichenbach lies near Dresden and is the center of know-how for the production of vertical baling presses used for compressing cardboard or foil. The V-Press series and small horizontal presses for customers all over the world are produced here.*
- *Pühler-HSM GmbH + Co. KG was founded in 2011. This HSM plant in Bergneustadt produces systems for volume reduction of recyclable material in the food, packaging and beverage industries. Such systems include presses for draining full Tetrapacks, cans, bottles and yogurt cups, to name but a few.*

The HSM logo is displayed in red, bold, sans-serif capital letters with a registered trademark symbol (®) to the upper right. It is positioned on a white, vertical panel of a machine.

HSM®

A large, white industrial paper shredder is shown in a warehouse setting. The machine's front door is open, revealing a large volume of shredded paper and cardboard inside. The shredder has a heavy-duty metal frame with multiple rollers and a large handle on the left side. In the background, there are blue metal shelving units with various items on them, including wooden pallets and metal cages.

Environmental technology



Cardboard is pressed into bales

Environmental technology: returning materials to recycling

The business field environmental technology encompasses presses used to reduce the volume of packaging materials.

HSM develops, produces and sells vertical, horizontal and channel baling presses with a pressing power of up to 150 tonnes as well as PET solutions and presses for the food and beverage industry by the brand "Pühler-HSM".

A recycling press produces easily sold bales – compact material packages of up to 1,100 kg – that businesses sell to paper factories where they are reintroduced to the material cycle.

The small HSM V-Press vertical baling presses are frequently employed in grocery shops and supermarkets as these need to feed cardboard boxes to the presses, press them into bales and sell these to disposal companies or the paper industry quickly and with as little effort as possible. Cardboard and foil are the most frequently used recyclable materials.

The HSM product range covers everything from the small manual foil press V-Press 60 up to the top model V-Press 1160.

All V-Press models are produced at the Reichenbach plant.

Horizontal baling presses are suited for industrial purposes and disposal companies and are often used for large amounts of paper, cardboard and foil or materials with a high capacity for expansion. Examples include foams and car tyres. The HL series presses stand out through their large loading aperture that simplifies handling of these materials for the operator.

Channel baling presses are used in retail, for example in the food or pharmacy industry, in industrial processing (automotive, food, shoes and clothing, printing, document disposal) or in recycling processes at disposal companies.



Channel baling press with automatic wire strapping

HSM distinguishes between channel baling presses from the AK series featuring manual bale strapping and from the VK series that feature fully automatic strapping using yarn or wire. The size of the press depends on the material load, the type of material and the space available at the operator's.

HSM VK series channel baling presses range from applications with a throughput of approximately 50 m³ per hour up to around 1,000 m³ per hour. The weight of the bales of compacted cardboard, foil, PET bottles or other materials varies from 60 kg to 1,100 kg. The bales' sizes start at 550 mm with smaller machines and range all the way up to bales

that are more than 2,000 mm in length and up to 1,100 mm in height and width with the top models such as the VK 12018 R. These dimensions of the bale guarantee an optimal lorry and container loading.

The steel frame of a press needs to withstand high forces. These dimensions illustrate that the components require high precision in manufacturing. It thus pays to invest in state-of-the-art production systems such as laser cutters and welding robots. HSM presses achieve service lives of up to 20 years and more. There can hardly be better proof of the HSM trademark "Made in Germany".





HSM presses can create bales of recyclable material weighing up to 1,100 kg



Drainage press for the food industry by Pühler-HSM

Besides baling presses, environmental technology also includes shredder-baler-systems. These reliably shred large volumes of paper or completely full document folders and subsequently compact them into easily sold bales. For the shredders, the know-how from cutting shaft production is employed to optimum effect. The shafts are manufactured with the utmost precision from a single piece of tubular steel at the Salem production plant. They are capable of cross-cutting paper, document folders or chip cards at a security level of 2 to 4. Depending on the security level, up to 550 sheets can be shredded in a single work cycle.

Shredder-baler-systems or multistage shredder systems are used by document disposal companies and in social enterprises.

Fully automated document shredder systems – the Duo- and TriShredders by HSM – shred materials such as paper or document folders in two or three stages. During pre- or post-shredding, particles are cut to security level 3. Depending on the system in question, a throughput of up to 2.5 tonnes per hour can be achieved. These systems can be combined with a baling press to form a complete disposal system.

A novelty in the field of environmental technology are the recycling presses for the food and beverage industry. Pühler-HSM GmbH + Co. KG was founded in 2011. The product range primarily covers drainage presses for filled containers in the food and beverage industry. Examples include yogurt cups, Tetrapacks and cans.

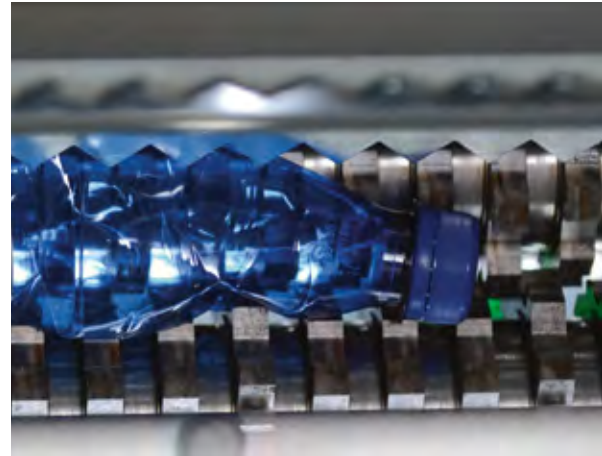
Pühler-HSM products are manufactured in Bergneustadt. The location is HSM's fourth production site in Germany and emphasises the "Made in Germany" concept pursued by HSM since its founding.

In the field of environmental technology particularly, HSM service – ranging from project management to service to regular maintenance – constitutes an essential part of the high standards HSM aspires to in acquiring and retaining customers.

*I used to be a
PET bottle*



*With its PET systems,
HSM contributes to the reuse of
plastic bottles. For example as bags
or outdoor clothing.*



Crushing and pressing of PET bottles in a single work cycle

New consumer habits, new solutions. Economic PET recycling

*Today, bottles made of polyethyleneter-
ephthalate – PET for short – have become a
staple in retail. This creates the necessity
for new disposal solutions as society and
politics expect the resources used to produce
the bottles to be fully reconditioned.*

*HSM provides solutions for all aspects of
PET disposal:*

*HSM machines for draining full PET bottles
PET bottles, cans and Tetrapacks that have
been incorrectly filled or labelled or have
reached their expiry date can be quickly and
reliably emptied. The packaging is punctured
several times by cutting shafts and the
contents drained off. The integrated filter
system extracts labels or other material
residue from the liquids. The result: a drain
rate of up to 98%.*

HSM PET perforators

*In order for empty PET bottles to be pressed,
they should be perforated first. In an HSM
perforator, up to 75,000 1ltr. bottles can be
perforated per hour.*

HSM PET crusher

*The crusher rollers of the HSM PET crusher
are capable of reducing the space required
by empty containers by up to 75%, thus also
reducing the time required for disposal.*

*The PET bottles are perforated and
compacted. An additional benefit is the
simultaneous invalidation of returnable PET
bottles and cans.*

HSM PET crusher-baler system

*Volume reduction of packaging and bale
pressing in a single system: the smallest
crusher-baler combination facilitates volume
reduction by up to 90% in a single work
cycle and produces easy-to-handle material
bales. Per hour, 3,500 to 4,000 bottles can be
automatically compacted and pressed into
material bales weighing approximately 100 kg.*

*HSM baling presses specifically for the
material PET*

*Both HSM's compact V-Press series as well as
HSM's channel baling press include machines
capable of safely and reliably pressing PET
bottles into compact recyclable bales.*



Office technology

1 sheet



15,000 particles

Shredding – cutting – data deletion

The field of office technology covers products that make life in the office simpler, more practical and more secure. More than 100 document shredders play a central role in this context. They are capable of shredding paper, credit cards, CDs and DVDs into strips or particles. It is simply the safest solution to shred confidential documents such as account statements, tax documents or personal related data directly in the workplace.

Almost every week, we hear news of lost documents, be they USB sticks dropped in car parks, business documents in a waste-paper basket at the office or private documents in a paper bank. Companies are obliged by data protection laws to shred confidential documents. But a document shredder is also a good security investment for a home office.



From small to large: HSM document shredders for the home office, business offices or whole departments

One sheet of paper can consist of 15,000 particles...

HSM document shredders are distinguished by their size, capacity and the security level to which they shred. The decisive factor for the size of the strips or particles is the geometry of the shredder's cutting shafts. Security levels 1 and 2 are often chosen for private documents while security levels 3 to 5 are used for confidential documents in businesses, doctors' surgeries and accountants' offices. Security levels 6 and 7 apply to top secret documents at government or research level.

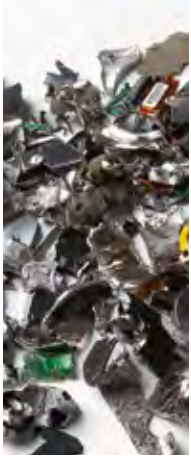
Design meets security

HSM document shredders feature unostentatious design and a level of technical refinement that provides benefits in terms of product quality and energy management. HSM document shredders featuring EMCS energy management are "energized" when shredding. When not in use, they switch to standby or even switch off completely. Investing in energy-efficient document shredders is well worth it.

Shredding data media – there's no better way to delete data

Not only paper and data media such as credit cards or CDs should be shredded – hard drives, floppy disks, mobile phones or other devices for storing digital data also need to be disposed of securely. For this reason, HSM has developed a hard drive shredder capable of reliably cutting these kinds of storage device into particles of roughly 300 mm². Hard drive shredders are utilized by professional disposal companies, in businesses and by public authorities.

Document shredders "Made in Germany". A sign of quality work.



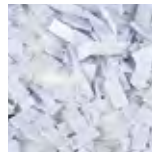
Nice and secure: HSM SECURIO document shredder

*Better than scissors: precise cutting using
HSM cutting machines*

*Guillotines, rotary trimmers or stack cutters –
HSM cutting machines are suitable for use in
the home office or business offices wherever
larger volumes of paper or DIN formats up to
size A0 are cut.*

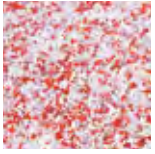


HSM rotary trimmers for office applications



Data media can be shredded to several security levels from 1 to high security.

*and this is
what a shredded
data medium looks like*



Service is part of HSM's fundamental concept –
in all areas,
from *consultation* before purchase
up to support of systems in operation.

HSM has always considered products and service to be equals in terms of significance. The products are backed up by people who develop and manufacture them – and by people that provide customers with help, both before and after purchase. HSM's service packages are tailored to meet our customers' individual requirements: consultation of specialist retail in the field of office technology – project management, implementation support, maintenance and repair of systems in the field of environmental technology. But at HSM, service also means that we provide an increasing range of online tools for our customers. For example a service app that can be filled in directly on the website or on a mobile device and sent off to HSM.

Service also includes second hand machines as an attractive alternative to purchasing a new machine. Every second hand machine has been thoroughly overhauled and serviced and meets our longevity standards – one of our products' most defining characteristics.

This offer clearly illustrates HSM's dedication to service:

HSM service for office technology

- *Consultation begins by speaking with the customer. We determine the need and the requirements so we can recommend the right devices.*
- *Non-risk purchase: where a customer decides he would like a different model after purchase, HSM has numerous options on offer.*
- *Lifetime Warranty: for a large number of our 230-volt "Made in Germany" document shredders, we offer an exceptionally long warranty on the full-steel cutting shafts.*
- *Data protection training – so that businesses can be certain that they fulfil all the legal requirements by using HSM document shredders.*
- *The HSM academy offers training courses on data protection and on machine technology.*
- *HSM supports its retail partners with online tools and marketing ideas for all common media.*



*HSM service for environmental technology
Our consultation service includes support throughout an entire project – from system planning up to commissioning. HSM project engineers support projects from the word go. This does not apply only to HSM systems but also includes the integration of additionally purchased parts such as conveyor belts as well as consultation on construction measures.*

Last but not least: after sales service – one of HSM's strengths, particularly where the prevention of downtime is highly important. In Germany alone, HSM maintains 26 service points, facilitating rapid response times. Qualified and experienced service technicians remain on standby to perform system maintenance or repair operations. The customer service center at the Frickingen site provides service request support. The HSM academy offers both theory and hands-on training for customers from all over the world, for service technicians and for retail partners.





HSM will drop by to visit

HSM – the company

Shredding. Cutting. Pressing.



Since 1971, HSM has been pursuing a clear strategy: the consistent avowal to quality "Made in Germany." This product and service quality is the key to success in both the office technology and environmental technology business sectors. As a specialist for products and services for data protection as well as technologies for optimising logistics and recycling processes, HSM is one of the world's leading providers.

Just ask us. We're always glad to help.

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