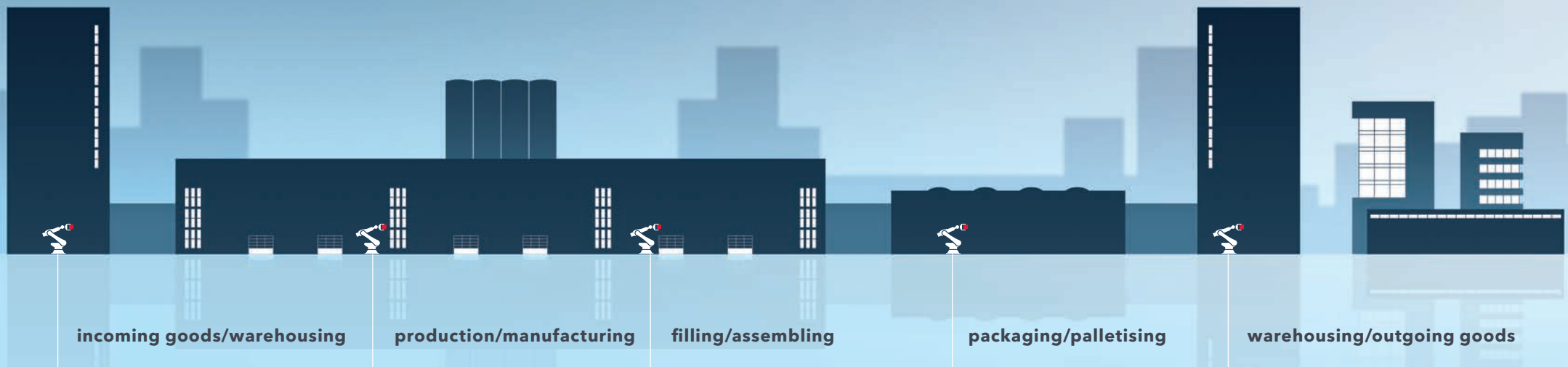


Robot systems for all factory areas

as integrable individual systems or complete turnkey systems



boxes



rolls



crates



canisters



bags



pails



trays



drums

... and anything else that needs moving!

THE COMPANY

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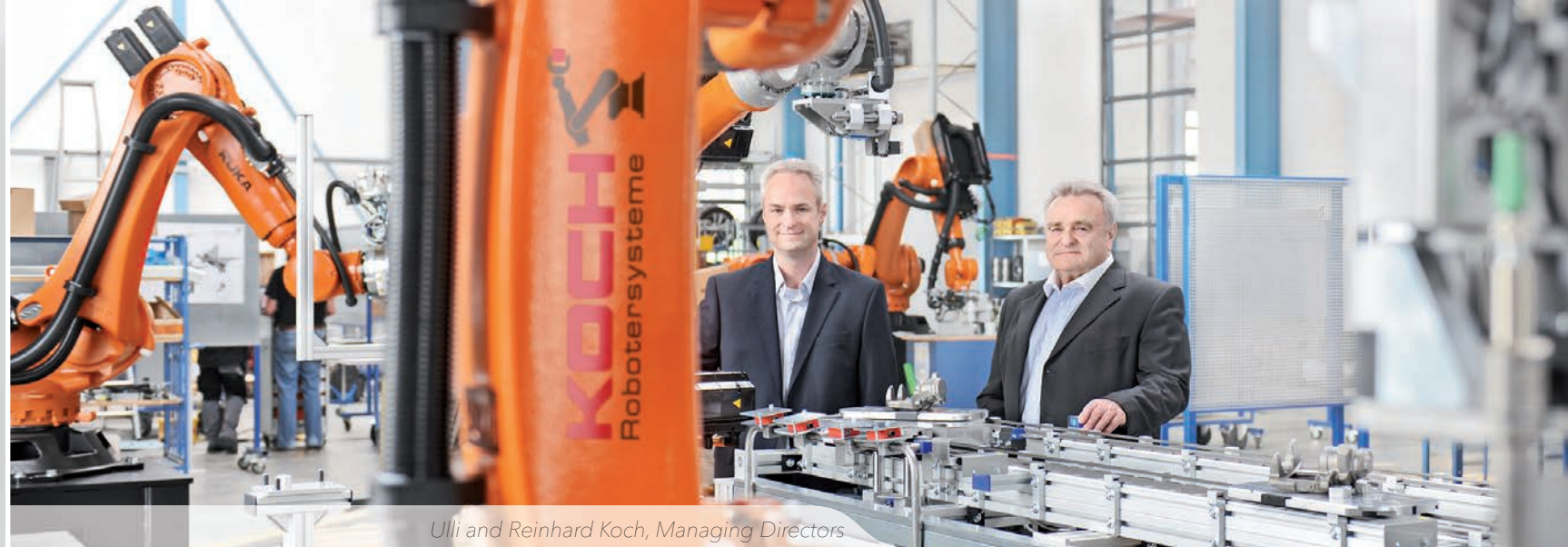
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KOCH

Robotersysteme



Ulli and Reinhard Koch, Managing Directors

»We can only be successful together –
with our customers, suppliers and our
own team.«

Reinhard Koch, Managing Director

INNOVATIONS AND GROWTH SINCE 1978

The goal and motivation driving us forward since our firm was established in 1978 has been to support our customers in increasing their competitive edge through factory automation.

1978 The firm KOCH Industrieanlagen GmbH is established in Neuwied by Reinhard Koch as a sales and engineering office for conveyor and automation systems. Developing our expertise in the fields of system engineering, automation and project management.

1994 Start as a robot systems house:
the first robot system leaves the factory.

1998 Move to new company premises in Dernbach
with sufficient space for future expansion.

2003 The 100th robot system is dispatched, 25th
anniversary of the company.

2005 Ulli Koch, son of the company's founder Reinhard
Koch, is appointed co-managing director. Succession is
thus regulated in good time.

2006 Extension works carried out to office building
and assembly shop 1.

2007 The firm KOCH Robotersysteme München GmbH
& Co. KG is founded with Jan-Henning Röseler and
Ulli Koch at the helm.
Workforce doubled since 1997.

2008 Firm's 30th anniversary, the 200th robot system
leaves the factory.

2011 The 300th robot system is shipped and the largest
contract ever awarded at approx. €6m is received from a
customer in the USA.

2012 DIN ISO 9001:2008 certification. The new assem-
bly shop 2 covering 1,200m² is built and inaugurated
on schedule.

2013 Another storey is added to the office block.

2014 20 years of KOCH robot systems.

PHILOSOPHY

Our robot systems for all factory areas create sustained
competitive advantages for our customers. These result
primarily from:

- cost savings thanks to high system availability and
low maintenance requirements
- future-proof engineering thanks to simple modification
to new products and fields of application

Our team of motivated and highly qualified employees
are fundamental to our success.

The following key elements are central to our decisions,
our business practices and to our success:

ACHIEVING THE GOALS TOGETHER

Our approach to our staff, customers, suppliers and part-
ners is guided by fairness, respect, friendliness and readi-
ness to help. It is this spirit of partnership that enables us all
to achieve our goals.

OUTSTANDING PERFORMANCE DRIVING SUCCESS

Our own exacting standards require that our team deli-
ver consistent excellence – all for the benefit of our custo-
mers. Top-class performance paves the way for sustained
success in a competitive environment.

CUSTOMER ORIENTATION AS THE LINCHPIN

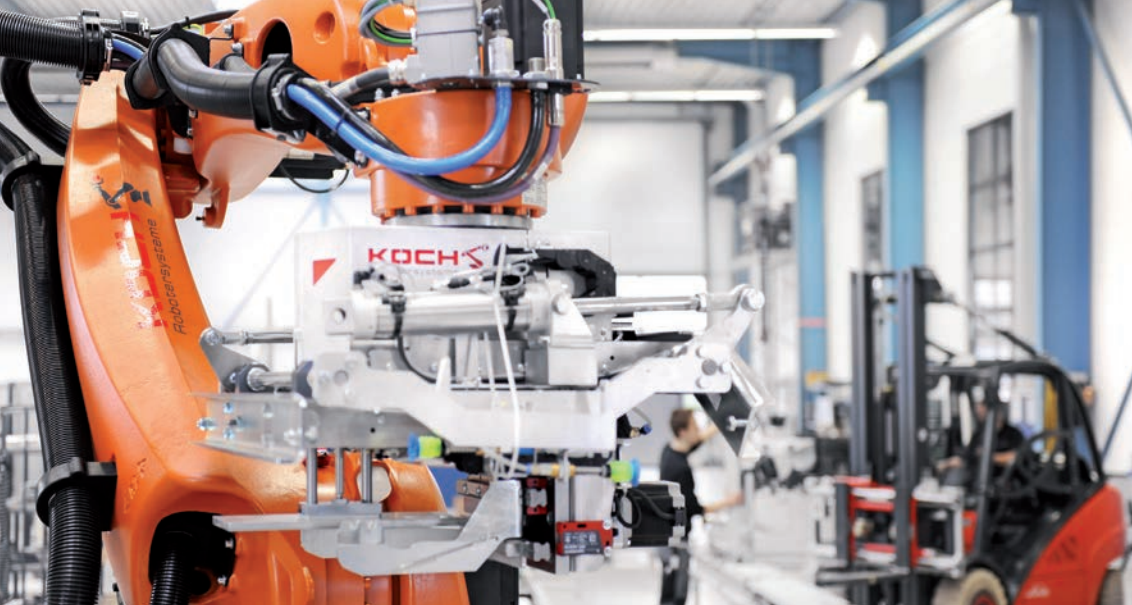
Grasping more, moving more – thrilling our customers!
Our work focuses on carefully analysing the challenges
facing our customers and then devising individual, future-
oriented solutions.

QUALITY THROUGH EXCELLENCE

We apply the most rigorous standards to quality and to
continually improving our processes, robot systems and
services. These standards apply equally to our employees
and suppliers.

CONCENTRATING ON THE CORE COMPETENCE

Automation with robot systems – we concentrate quite
deliberately on this core competence.



»Only with our skilled, motivated workforce and the high quality and flexibility of our systems and services can we thrill you as customers.«

Ulli Koch, Managing Director



HIGHLIGHTS & ADVANTAGES OF THE KOCH SYSTEMS

Future-proof production through flexible, highly available, high-performance KOCH systems:

- application-specific, one-stop-shopping solutions
- can be integrated into virtually any process sequence – even retro-installed
- equipped with all the necessary interfaces
- linked to higher-level process control systems
- product-specific robot grippers and special designs
- mature control systems with software modules for maximum reliability and simple, safe operation
- production reliability for the entire system life cycle
- simple modification to new products and fields of application

OUR PORTFOLIO

We provide a full service package for robot systems and complete turnkey systems covering devising solutions, implementation, assembly, commissioning, training and after-sales service for the entire life cycle of the system.

Project engineering is optimised with the help of our pro-active KOCH project management team. They ensure at every stage of the project that the project goals are implemented and achieved by the deadlines set.

The three pillars of our portfolio are planning, implementation and service.

PLANNING

Meticulous analysis of the task at hand and of our customer's parameters is the basis for developing the optimum application-specific solution. This includes feasibility studies with simulations and pilot tests in our robot test hall.

IMPLEMENTATION

Our engineering team design and construct robot grippers as well as any special designs which are required.

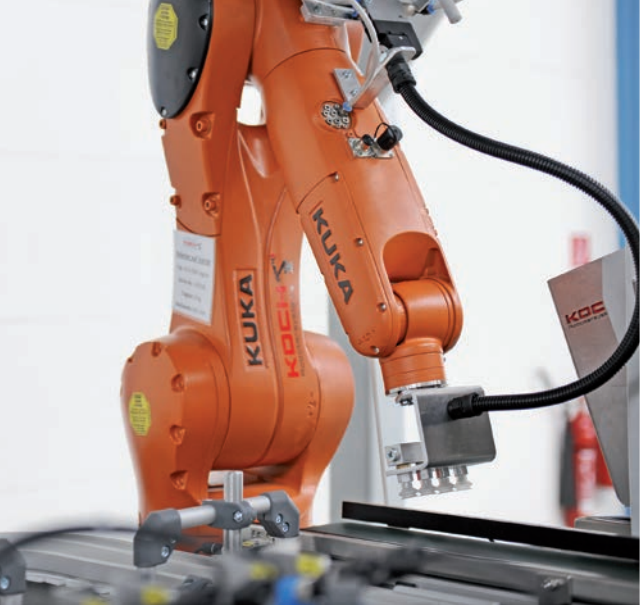
The programs for robots, SPC systems and interfaces feature a modular architecture and are implemented by our electrical engineering and software teams.

Once the special designs and key modules have been successfully tested in our assembly shops, the complete system with all its electrics is set up by our team in our customer's factory.

SERVICE

The final stage sees our customer's production and maintenance staff receiving thorough training and the system is then handed over ready to go into service.

We guarantee the best possible service covering the mechanical components, the electronics and the software for the entire life cycle of the system. Our customers also have the option of maintenance and full-service agreements.



*»It's our job to meet your needs.
We deliver individual solutions customised
to any size of company and any line
of business.«*

Klaus Groß, Technical Director



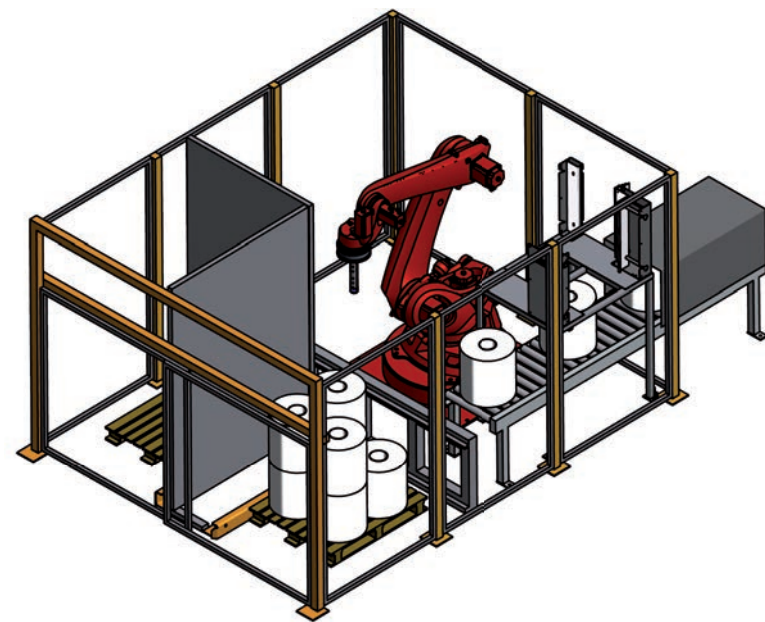
INTEGRABLE INDIVIDUAL SYSTEMS OR COMPLETE TURNKEY SYSTEMS?

In close consultation with you we will engineer customised solutions for handling, packaging and palletising as well as for picking and interlinking machines. Depending on your requirements and wishes, we can supply you with integrable individual systems or complete turnkey systems.

INTEGRABLE INDIVIDUAL SYSTEMS

The small and versatile robot cells will help you to progressively automate your existing production lines. In addition to individual systems designed for specific applications, we also offer very reasonably priced standard palletising systems – the KOCH PalletSystems – for various types of containers and levels of performance.

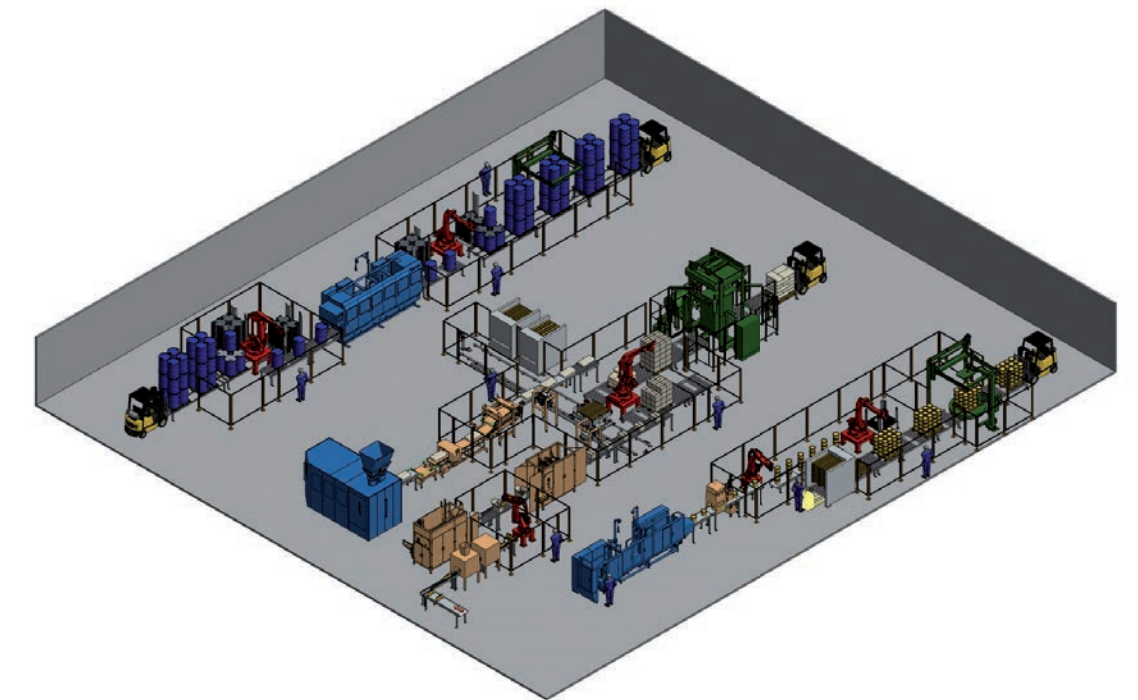
Challenging specifications from the consumer goods industry and over 20 years' specialisation in flexible and efficient industrial robot systems have gone into developing our KOCH PalletSystems.



COMPLETE TURNKEY SYSTEMS

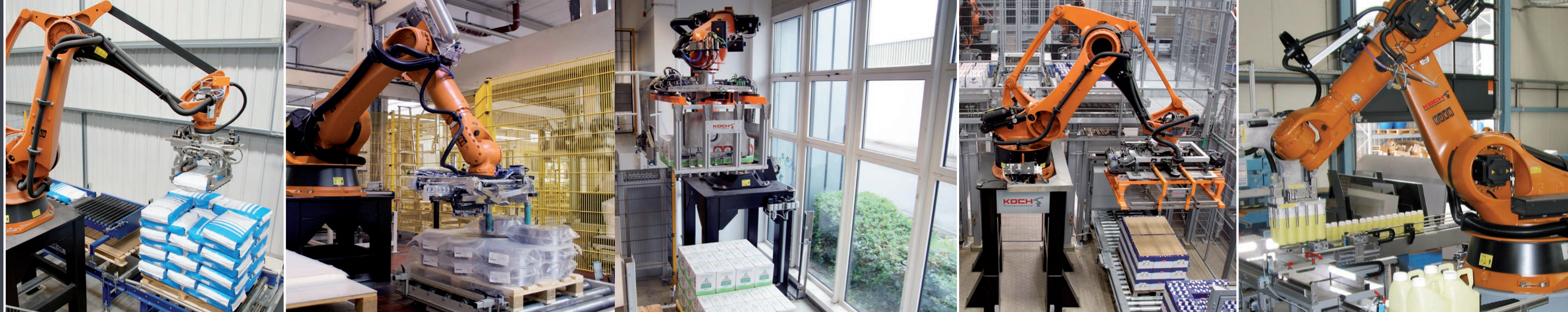
In our capacity as the general contractor we will take care of the entire planning, project engineering and implementation of your customised production and packaging lines for you, for instance from filling to the picked, full pallet ready for dispatch.

This will free you to concentrate on your day-to-day business while we as the central contact point for all the work to be carried out coordinate the necessary interfaces – both mechanical and electrical.



»It was as long ago as the early 90s that we specialised in robots for packaging, palletising and picking as well as for loading and unloading machines. Today, we can build on our many years of expertise in this field.«

Ulli Koch, Managing Director



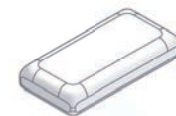
HANDLING, PACKAGING, PALLETISING

The choice is yours: would you like to have your products moved by integrable individual systems or complete turnkey systems engineered by KOCH?

It doesn't really matter which solution you go for: all KOCH systems feature high reliability, optimum value for money, simple operation and maximum flexibility, in particular for any future modifications.

BAGS

With our tried-and-tested gripper systems honed to perfection for all types of bags from 5 - 50 kg, we can offer you exactly the right system for any performance requirements.



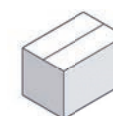
ROLLS

Highly flexible systems for the converting industry: palletising both unpacked and packed film rolls in all sorts of dimensions, either standing or lying as desired and gripping the inside or the outside.

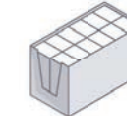


BOXES & TRAYS

We will devise your product-specific solution - no matter whether it's a clamping, suction or a fork gripper. Depending on the performance requirements, single, row or layer grippers are used, with robot pre-grouping as and



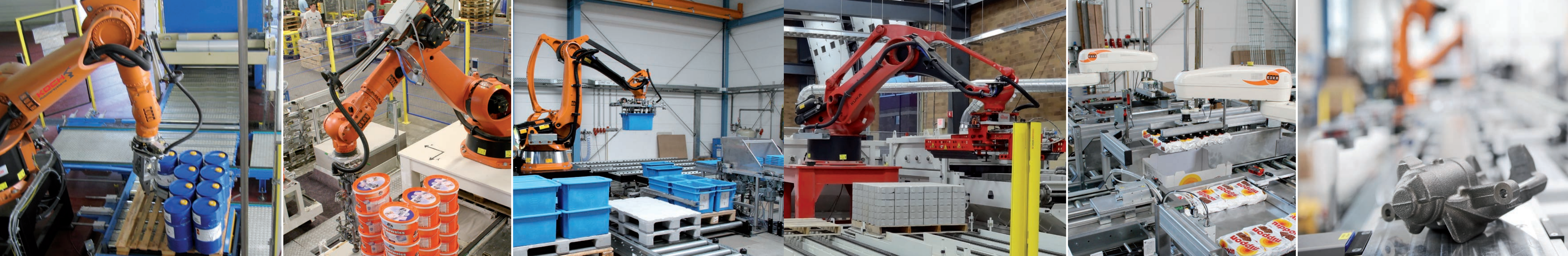
when required. Linking several packaging lines to one robot is also possible within this set-up. Even complex stacking patterns can be created by the customer himself with our "KOCH-EasyPallet" software.



BOTTLES/CANISTERS

Our portfolio also features individual solutions for unpacking and packing bottles, canisters and similar containers as well as depalletising and palletising them.





DRUMS

We have successfully moved drums, cans and barrels of 60 - 200 l capacity, empty and filled. With KOCH combination grippers or exchange systems for grippers, even different types of containers can be palletised and picked by a robot with and without a change of the grippers.



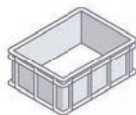
PAILS

We can deliver exactly the right solution for hobbocks, metal and plastic pails (oval, round or rectangular) as single, row and also column palletising, and even with pre-grouping and rotary stations if required.



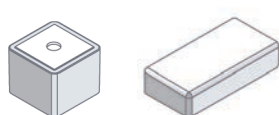
MINI-LOAD CONTAINERS/CRATES

Depalletising and palletising plastic crates and boxes with or without lids are just as much a part of our extensive portfolio as are filling and emptying them. We can provide you with the bespoke solution for your logistical requirements - including with integrated automatic crate storage as well.



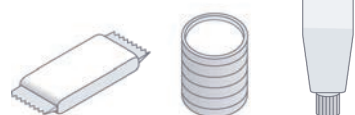
BALES/STONES

Concrete, wood, chamotte, clay, natural rubber, refractory mixtures, silicone etc. - even for these materials in a wide variety of shapes and sizes we can offer you the right robot system customised to your very own requirements.



FLOWPACKS/CANS/TUBES

No matter whether you want to pack by type or mix different flowpacks, tubes or other small containers, we can provide exactly the right solution with our highly flexible robot systems.

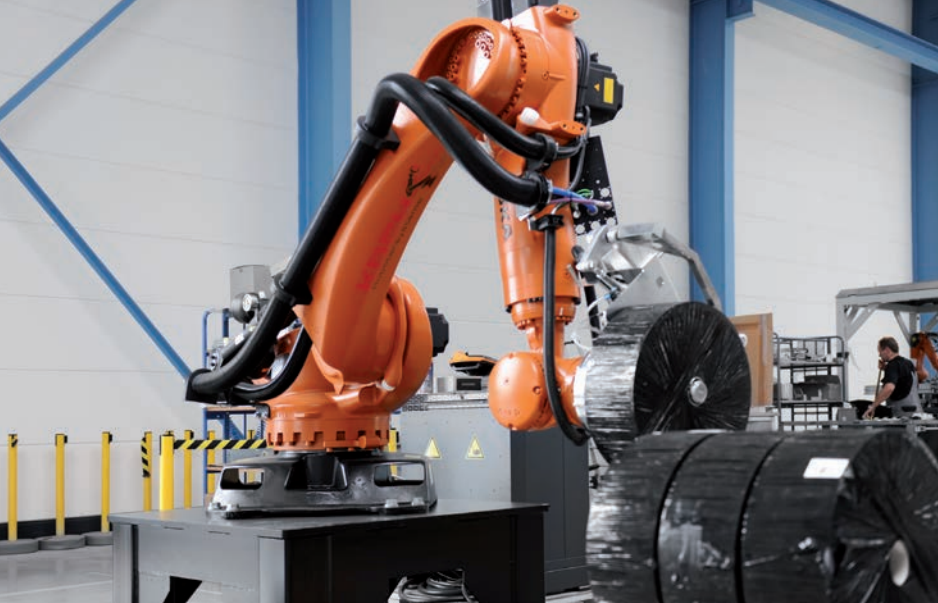


... AND ANYTHING ELSE THAT NEEDS MOVING

You haven't found your product?

Bespoke special-purpose systems are perfectly normal for us. We will be happy to address your specific needs for your product, sector and particular concern. In keeping with our guiding principle "Grasping more · Moving more!" we will work together with you to devise individual, future-oriented solutions. We are looking forward to discussing them with you.





Products handled

sacks
bags
pails 5 – 30 l
canisters
cans
barrels up to 200 l
hobbocks up to 60 kg
drums/fibre drums
chemical PE bottles 0.2 – 2 l

beverage bottles
beverage canisters: water and beer
boxes
display boxes
milk trays
paper and film rolls
insulating boards and rolls
wooden partitions, doors, furniture items
steel rings, large antifriction bearings

engine blocks
rims and wheels
gearshift levers
brake linings
brake callipers
manifold blocks
rubber bales
silicone bars
ceramic materials

earthenware planters
salt licking stones
refractory bricks
glass bricks
slate slabs
test samples

REFERENCE CUSTOMERS OF SYSTEMS IMPLEMENTED

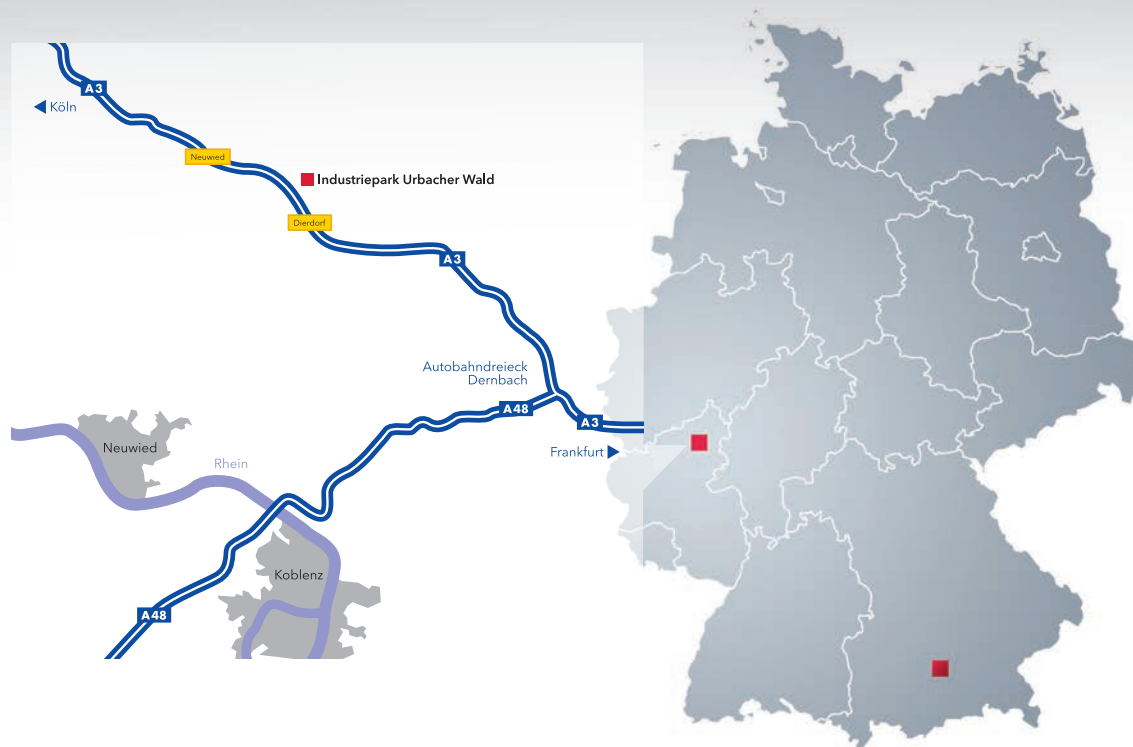
From bags and boxes to cans and even brake callipers – in the chemical, automotive and consumer goods industries as well as in many other branches: for over 30 years we have been amassing our expertise in the field of factory automation. During this time we have successfully handled for customers from all types of sectors countless parts, products and containers, placing them in machines, taking them out, filling and packaging them, palletising and depalletising them, and picking and transporting them.

The following is a selection of our reference customers.





How to find us/Contact details



COMPANY HEADQUARTERS

KOCH Industrieanlagen GmbH
Ringstraße 9
D-56307 Dernbach
T +49 2689 9451-0
F +49 2689 9451-550

box@koch-roboter.de
www.koch-roboter.de

CONVERTING INDUSTRY, SOUTHERN GERMANY, AUSTRIA

KOCH Robotersysteme München GmbH & Co. KG
Urbanstraße 5
D-81371 München
T +49 89 780166-570
F +49 89 780166-579

j.roeseler@koch-roboter.de