



*savings through technology*

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**“In a family-run company, profit is not the only basis upon which decisions are made.”**

Welcome to MSK!

For almost 50 years, we have shaped the market as a leader in technology through constant innovation, quality, and reliability. As an ambitious family-run company, we set ourselves the goal of optimizing our customers' production with high-tech products. Our passion is the conception and production of systems in the field of packaging and material flow for pallet load units and large containers. More than 6,000 MSK systems sold to date prove our success.

As owners, we stand for integrity, a passion for excellence, and continuity through long-term decision-making. We lead a strong crew of international teams and of diverse personalities. Together, through our actions, we combine the cutting-edge with the tried-and-tested.

Our corporate culture is characterized by openness, transparency, and autonomy. Career opportunities and other benefits for our approximately 600 MSK employees are a matter of course.

This way, we create sustainable corporate values in preparation for the future challenges.



Linda Hannen



Christina Hannen



Linda Hannen  
Managing Partner

Christina Hannen  
Managing Partner

“The challenges our customers face are often the source of our innovations.”



Reiner Hannen  
President & Founder

MSK Paratech

# History and Milestones

After its founding in 1975 in Wissel, MSK became a pioneer in packaging with film to secure pallet loads. The MSK Paratech film-hooder developed by MSK in 1979 remains a hallmark of the company until today. The shrink frame technology combined with the patented undershrink procedure were established by MSK on the market in 1981, allowing CO<sub>2</sub> savings in the millions of tons. At the request of an international group, the first fully automatic unwrapping machine, the MSK Defotech, was developed in 1994. As a complete-system supplier, in 2009 MSK offered a complete Cold End for glass factories all from one source for the first time. One of the future focal points are complete solutions for the automation of our customers' entire intralogistics, from goods receipt to the storage of finished goods.



MSK Shrink frame



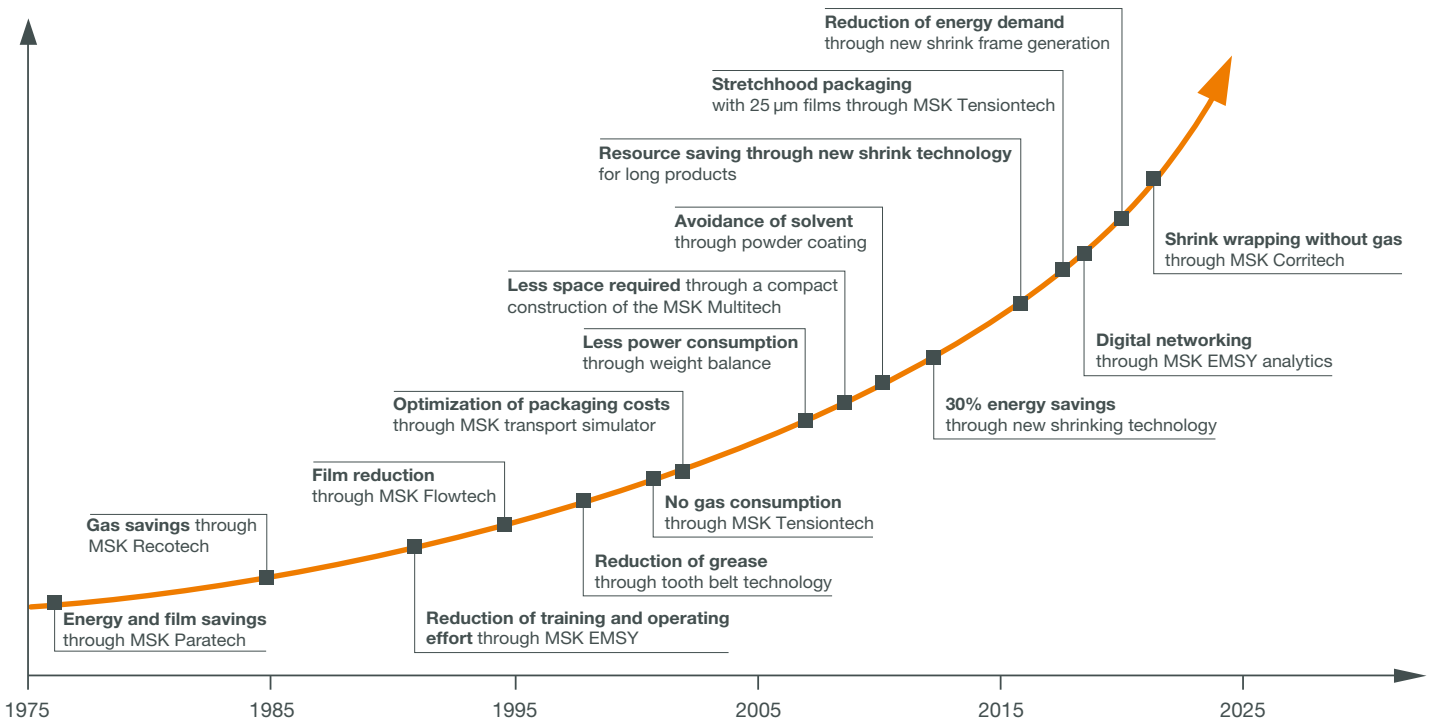
MSK Defotech



Cold End

# savings through technology

## Environmental responsibility



## SYSTEM COMPETENCE

# The majority of Nobel Prize winners have one thing in common: they are exceptionally hard working

The simpler it works, the better the machine. We will not say how many nights we have stayed up working on such solutions. Some MSK patents have had a pioneering influence on how our industry has developed.

Even though the core of most systems consists of serial production machines, every solution is unique, nonetheless. With more than 6,000 machines sold, we have built up an unparalleled wealth of experience. On this basis, we advise and plan for you.



A traffic jam in the streets may cost an hour of your time; a bottleneck on a production line costs a fortune.



Building materials and chemicals

Beverages



## INDUSTRIES

# The individual industries are as specialized as our employees who serve it

You can achieve initial savings already during the planning phase with our industry specialists.

Experienced teams of project engineers and programmers can develop complete solutions for you, even if your company does not have its own engineering department.



Paper and printing



Home appliances



Distribution centers/  
logistics

The Cold End from one source.



Complete Cold End

Bottle conveying

## INDUSTRIES

# MSK in the glass industry

With almost 50 years of experience, MSK has established itself as a globally leading supplier to the Cold End of glass factories. The unique aspect of it all is the comprehensive product portfolio, with everything from the outflow of the lehr to the warehouse — available from one single source. Besides machines and systems, MSK provides important additional services for its customers: from layouting and hall planning to project management, training and efficiency optimization.

Our customers especially value the company's own EMSY operating software. Seamlessly, supplying the Cold End without interfaces is a guarantee of simple operation and maximum efficiency.



Palletizing



Shrink wrapping



Software



## CUSTOMERS

# What we are particularly proud of!

Our competence is confirmed by the trust which leading brand manufacturers place in us: 80 % of our turnover is generated by repeated business with long-standing customers.



MSK Verpackungs-Systeme GmbH in Kleve since 1975.



## HEAD OFFICE

# Corporate headquarters and innovation

Kleve remains the place where the head office of the MSK Group is located. It also serves as the headquarters for the executive management and controlling division. Engineering teams develop new products or work on solutions for special product requirements. Tests performed at MSK's test center, such as transport simulations and palletizing test series, are often a considerable source of support for our customers. The Kleve production facilities build machines and systems particularly for the premium market.



MSK Hungary Gépgyártó BT in Nyírbátor since 1995.





## PRODUCTION

# We guarantee quality, because both component production and assembly are in our hands

The production plant established in Hungary in 1995 builds mass-produced machines and manufactures components for other MSK factories. Processing more than 3,000t of steel annually, it is the central production plant for the MSK Group. Quality is guaranteed by state-of-the-art CAD/CAM production and powder coating. On a production area of more than 24,000m<sup>2</sup> complete MSK systems are tested and approved with the original customer products. Since user-friendly operation is becoming increasingly important in systems manufacturing, a multitude of engineers as well as designers work together to continually improve the PLC as well as operator software.



The control system often makes the difference.

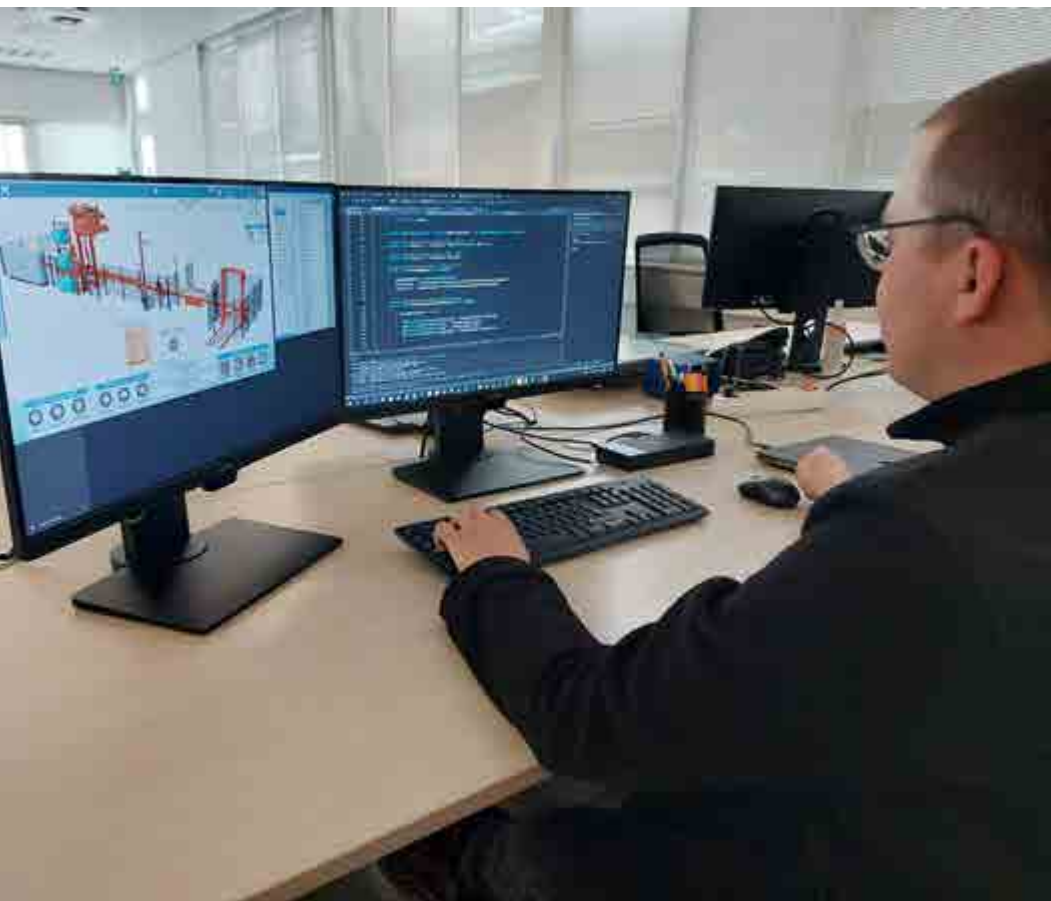


EMSY

## Mass production and control system development

EMSY ensures that MSK products remain simple and safe for our customers to operate in spite of increasing automation. Intelligent linking of control systems with ERP systems is becoming increasingly important here. With many additional functions, such as storage of operating data and support for service data, EMSY is enjoying increasing popularity.

At our Hungarian facility, we work in conjunction with universities as well.



MSK Covertch, Inc. in US since 1987.



## SALES AND SERVICE

# Think global, act local

Since 1987, our American subsidiary in Atlanta, GA, has been an integral part of the MSK Group. Today, it is our biggest sales subsidiary. Here, packaging tests with transport simulations are carried out specifically for the American market on an individual basis for and with our customers. This provides an important and unique planning guide for our project engineers. The spare parts warehouse, remote services, and MSK service technicians round off our customer service.



MSK Emballage SARL in Reyrieux since 1984.



**SALES AND SERVICE**

**On-site in France since more than 35 years**

MSK Emballage in France was one of the first subsidiaries founded back in 1984. Our technical designers, PLC programmers, and experienced project engineers meet our customers' country-specific challenges in a targeted manner. From the very first enquiry, customers are guided through the project planning phase to tests and transport simulations. Our after-sales service often makes the difference.



MSK Coverttech Co., Ltd. in Qingdao since 1999.





## SALES AND SERVICE

# A strong team in the People's Republic of China

We are pleased to have also gained recognition as a packaging specialist in China. The subsidiary in Qingdao has grown steadily over the past few years. Our success confirms how important it was to establish our own sales and project engineers, and after-sales technicians on a permanent basis. More than half of all new Chinese paper factories have been equipped with MSK packaging machines. Local availability of important spare parts is particularly appreciated by our customers.



The sun never sets at MSK.



## INTERNATIONALITY

# As a global player, we are right there where you need us

Multicultural teams from 18 different language regions make experience and know-how available at all locations simultaneously with the help of our networked ERP systems.

Long-term career concepts and various entry possibilities give our employees international prospects, allowing them to systematically and continuously enhance their abilities and potential.



Cooperation with our customers is our greatest asset.  
That is why customer service is not just a department,  
but the whole company.



# SERVICE

## Rapid service ensures product benefits

More than 50 engineers, technicians, and specialists work in the MSK service department. Employees with over 20 years of experience are also available to take your call on our hotline.

24-hour service and training courses for customers' employees at our facilities are just a few of our special services. We also continue to stock many spare parts that are no longer available on the market today.



“Coming together is a beginning, staying together is a progress, working together is success.”

Henry Ford



## CORPORATE SOCIAL RESPONSIBILITY

# Taking responsibility for our employees is part of our corporate culture

Successful human resource management and the conservation of natural resources play a key role in our company. Our company has even won an entrepreneur award for innovation leadership.

We have built a wide network to promote the qualification of our employees in collaboration with colleges and universities: internships, bachelor's and master's thesis, vocational training for technical and commercial education. Additionally, we are promoting a professorship at the Rhein-Waal University of Applied Sciences in Kleve. At MSK Hungary, we have even built the company's own certified technical center. Furthermore, offers for in-house training or management coaching are equally a part of our corporate philosophy, as is the training of our customers' employees in our MSK training center. We are constantly developing and updating this network.

Employee health is fostered with a health-conscious work environment including state-of-the-art IT systems, healthy menus in MSK's own restaurant and free-of-charge fruit available every day. The involvement of our employees' families in company events such as children's festivals and Christmas parties is important to us.

Also firmly anchored in our corporate culture is the regular sponsoring of local and international social and environmental projects.

Planning today for tomorrow.



Bee-friendly wildflower meadow



SUSTAINABILITY

# Focus on the environment already since 1975

For our products and company, saving resources is a key focus of all our developments. MSK machines always aim for the lowest energy consumption. With the latest development of the MSK shrink-wrap machine, added energy savings of up to 40% are achieved. In our customer test facility we test our innovations for minimizing the CO<sub>2</sub> footprint. In our buildings and production facilities, energy-saving lighting is used almost exclusively. Photovoltaic systems are in use at some of our sites; further sites will follow soon. The grounds at Kleve were redesigned as a wildflower meadow for bees and other insects.



Utilization of solar energy



Reduction of CO<sub>2</sub> emissions

# The future is not what will be, but what we make of it

We know that tomorrow's challenges will be even greater than today's. We have already prepared for this today, together with our customers, employees, partners, our organization, and above all through our thoughts and actions.



**Hannen Beteiligungs GmbH & Co. KG  
Holding MSK Coverttech Group**

Benzstraße · 47533 Kleve · Germany  
PO Box 1651 · 47515 Kleve · Germany  
Phone +49 2821 506-0  
Fax +49 2821 506 106  
info@msk.de

**MSK Coverttech, Inc.**

PO Box 965489  
600 Cherokee Parkway  
Atlanta, Georgia 30102 · USA  
Phone +1 770 928 1099  
Fax +1 770 928 3849  
info@msk.us

**MSK Verpackungs-Systeme GmbH**

Benzstraße · 47533 Kleve · Germany  
PO Box 1651 · 47515 Kleve · Germany  
Phone +49 2821 506-0  
Fax +49 2821 17866  
sales@msk.de

**MSK Emballage SARL**

Rue des Genêts-Z.I.  
01600 Reyrieux · France  
Phone +33 474 08 83 00  
Fax +33 474 08 83 01  
info@mskemballage.fr

**MSK Hungary Gépgyártó BT**

MSK tér 1  
4300 Nyírbátor · Hungary  
Phone +36 42 511 - 100  
Fax +36 42 511 - 115  
info@msk.hu

**MSK Coverttech (Qingdao) Co., Ltd.**

Room 429 Top Town Building No. 3  
#135 Fuzhou North Road  
Qingdao City · PR China  
Postcode 266034  
Phone +86 5328 579 7620  
Fax +86 5328 579 7619  
info@msk-coverttech.cn

