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## Re-organizing of Schmalz Lifting System Business in China

Dear Schmalz Customers,

In 2022 the German based Schmalz Group has acquired the Sweden based Binar Handling Group. The Swedish company is internationally very well-known for their high-quality electric manipulators, crane booms and tailor-made end-effectors. With this strategic acquisition the Schmalz Group has now globally the most comprehensive lifting portfolio combining vacuum lifting, balancers and crane systems. This strong product offering enables us globally to offer our solutions and services to our customers from one single source. For more information about the Binar Handling Group please visit our web page [www.binarhandling.com](http://www.binarhandling.com)

The Binar Handling Group has a 100% subsidiary company in Shanghai named Binar Handling (Shanghai) Co., Ltd. Our local company offers the complete group product range, pre- and after sales services including spare parts. Our Chinese subsidiary is supporting the projects of our customers for their domestic and international projects with standard and tailor-made solutions.

The Chinese market is one of the most important growth markets for Schmalz. Therefore the Group Management Board has decided to combine our Schmalz China Lifting business at our subsidiary company Binar Handling (Shanghai) Co. Ltd. This re-alignment will position us to service our valuable customers for all their lifting and service requirements from one single source. The change will take effect from March 1, 2024. Schmalz (Shanghai) Vacuum Technology Co., Ltd. will continue to focus on our very successful Vacuum Automation business.

With this letter we also want to inform our valuable customer about the future service related issues:

- All orders placed before March 1, 2024, our company Schmalz (Shanghai) Vacuum Technology Co., Ltd. will be fully responsible for all after-sales services and warranty issues. In case of questions, our customers can contact our Service Manager Mr. Mars Zhang at his mobile phone 13795295685 or by E-Mail at [mars.zhang@schmalz.net.cn](mailto:mars.zhang@schmalz.net.cn)
- Starting from June 1, 2024, all after-sales services and warranty issues will be fully transferred from Schmalz (Shanghai) Vacuum Technology Co., Ltd. to Binar Handling (Shanghai) Co., Ltd. for all customers.
- For all orders placed after March 1, 2024, Binar Handling (Shanghai) Co., Ltd. will be responsible for all after-sales service and warranty issues. In case of questions you can contact the Binar Shanghai Managing Director Mr. Zhang Bin at his mobile phone 13764311973 or by E-Mail at [bin.zhang@binarhandling.com.cn](mailto:bin.zhang@binarhandling.com.cn)

Schmalz China and our customers have fostered a very long and solid partnership. In the name of the Schmalz Group we would like to thank you for your strong support and trust over the last years. We firmly wish to continue with you our partnership in the future. We are sure that with our new combined product and service portfolio we are offering from one single source the most comprehensive lifting solutions in our industry to our customers.



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In case of questions about the future cooperation of our Lifting business, please feel free to contact our Binar Handling China Managing Director Mr. Zhang Bin at his mobile phone no. 13764311973. At all the times our Schmalz China Managing Director Mr. Kaan Guclu will be also at your service. You can reach him at his mobile phone no. 13816564018. Both gentlemen will be very delighted to meet and talk with you at all the times.

Thanks to the support and trust of our customers the Binar business in China is growing strongly. Considering the future growth potential and the combination of our Schmalz and Binar Lifting businesses, we have decided to move our company to a new location in Shanghai Kangqiao. At our new premises we will have an assembly workshop, warehouse, showroom and office area. We are not only growing in space. Schmalz colleagues from the Lifting business unit will join our Binar team and we will continuously invest in the training and skills of our growing company family.

We are sure that Binar Handling China will continue to provide you with the best possible support, products and services for all your Lifting demand. Thank you once again for your great support to the Schmalz Group over the past years and we look forward in continuing to work with you in the future.

Sincerely,

Schmalz (Shanghai) Vacuum Technology Co., Ltd.



Binar Handling (Shanghai) Co., Ltd.

