



**OTTO ROTH**

// CLOSE-UP





// A wide range, expertise and reliability – these have characterised OTTO ROTH since 1914. Today, we are proud to be able to support you with 100,000 items and a variety of services. Outstanding quality, prompt delivery and the commitment of our well-trained employees guarantee that our customers will be satisfied with the standard and drawing parts that we sell and the precision-turned parts that we manufacture. You will also find that OTTO ROTH is an experienced and reliable partner for any special requirements in C-part management. More than 10,000 customers from widely varying sectors rely on our products and services. You too can benefit from our creative solutions and high standards.

Rainer Grässle, Managing Partner

## // RELIABILITY

### » Wholesale fixings and fasteners



### » Manufacture based on drawings



### » C-parts management



### » Advice and customised solutions



// OTTO ROTH is an innovative trading house for mechanical fixings and fastenings and a manufacturer of precision-turned and finished products. The OTTO ROTH Group is established throughout Germany with headquarters in Stuttgart-Weilimdorf, seven trading branches and a precision manufacturing facility in Buchen/Odenwald. Our success is founded on the most

up-to-date warehousing and manufacturing systems, cutting-edge testing technology and the expertise of our 300-strong workforce. At OTTO ROTH, you can get everything you need from a single source – wholesale goods, logistics, production, advice and customised solutions. We will help you to gain substantial competitive advantage.



## // AVAILABILITY

*With the customer tomorrow*

// We keep over 100,000 articles permanently in stock. Delivering your order to the right place at the right time, in the quantity and packaging you require, promptly and at a low price often presents a logistical challenge. The solution is our dynamic warehousing concept which is designed to cope with a huge range of different products and which ensures reliable and flexible processing. The fully-automatic OTTO ROTH high-bay warehouse with 8,700 pallet spaces and 30,000 trays in our logistics centre in Stuttgart is one of the most modern in Europe. At OTTO ROTH we have at our disposal an efficient network incorporating our logistics partners, other warehouses and branches; it covers the whole of Germany and guarantees reliable and fast delivery.

**OTTO ROTH Counter Service:** At all our trading branches including that in Stuttgart, you can take all your articles in the stocked range away with you. We look forward to being of service.



## // WIDE RANGE



» Fasteners and fixings



» C-parts management



» Production



» Special and drawing parts



» Pipe fixings



» Fastening technology



» Equipment



» Maritime range



» Technical products



» Wood connectors



» Tools



» Chemical products



» Small electronic parts



» Personal protective equipment



» Control elements

// OTTO ROTH's extensive portfolio of products is valued by customers from a very wide range of industrial and trade sectors. DIN-ISO standard parts in a wide range of materials, grades and surfaces plus special and drawing parts are all available. OTTO ROTH also supplies products for specific sectors such as fixings for solar systems.

// OTTO ROTH offers customised solutions and services for your C-part management. Combined with our experience of the market, now almost in its 100th year, and our expertise, this wide range of products and services is a guarantee of your success. We are happy to help you to simplify your procurement processes and thereby save you both time and money. OTTO ROTH is at your service.



// In the OTTO ROTH factory in Buchen we mill and turn very high precision parts from any machinable material and in various batch sizes. Parts based on drawings supplied by customers are used particularly in sensitive areas such as hydraulics, pneumatics, vehicle construction and machine building.

The 5,500m<sup>2</sup> factory in Buchen/Odenwald is perfectly equipped to carry out such complex tasks. An ultra-modern machine park, ideal space allocation and the experience and keen quality awareness of the 80-strong workforce allow us to structure the manufacturing process flexibly and individually.

1



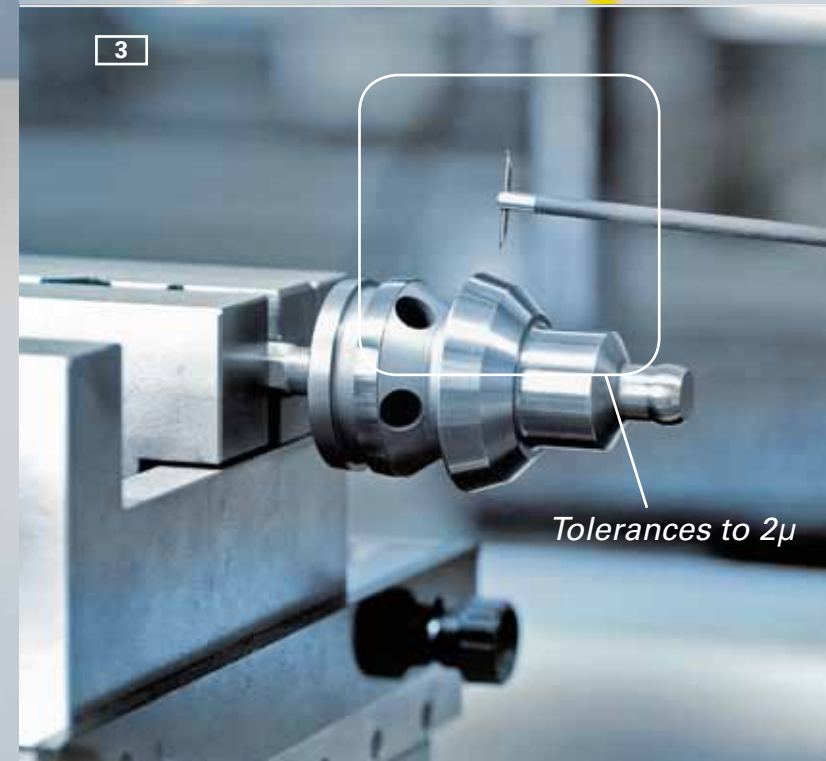
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## // PRECISION

- 1 Precision parts and complete assemblies from Buchen
- 2 Our grinding shop with the most up-to-date machines for interior and exterior finishing
- 3 Quality assurance is carried out at every stage of the production process in the factory
- 4 Our specialists working in the QA laboratory in Buchen

3



// The delivery quality of products from the Buchen factory achieves an almost 100 % rating thanks to the permanent quality assurance procedures in place throughout the production process, starting with spectral analysis of raw materials. Regular interim inspections on the machines and in the QA laboratory accompany every stage of the manufacturing process. Cutting-edge procedures are used for the QA analyses, testing strength, shape, position, contour and layer thickness.

4





// Our employees use over 1,000 measuring and testing facilities to effectively ensure the high quality of the products we sell and manufacture. Cutting-edge optical technology and high-precision tactile gauges allow us to measure with micrometre accuracy.



1 Trimos – vertical length gauge

2 Leco hardness tester

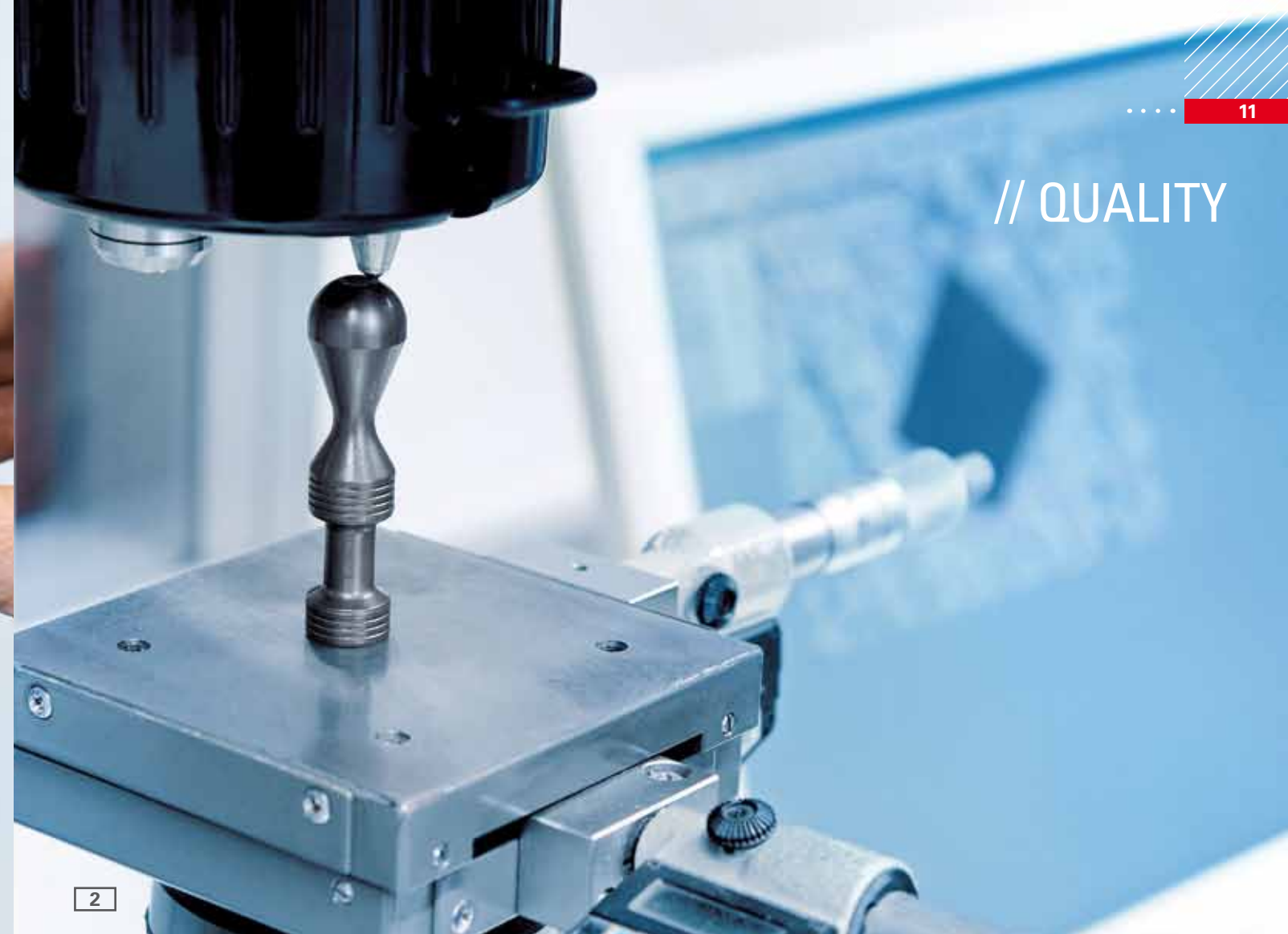
3 Mahr MMQ44 – shape and position measuring

4 Fischerscope X-ray – layer thickness measurement and assessment of the layer structure using X-ray fluorescence

*Meets the highest standards*

1

// QUALITY



2

// OTTO ROTH is DIN ISO 9001-certified. This guarantees that our customers will receive products of a consistently high quality, irrespective of which country they are based in. Our IMS (Integrated Management System) helps us to maintain the outstanding OTTO ROTH quality. It focusses on the ongoing optimisation of all the quality-relevant processes, including health and safety at work and environmental protection.

We support our partners throughout the supply chain with our innovative quality assurance solutions. By planning our quality assurance measures ahead, we achieve consistent improvement in the service offered by our suppliers, thus ensuring substantial efficiency improvements in our customers' procurement and quality testing. You can rely on OTTO ROTH.



3



4



## // EXPERTISE

*Economical in  
every detail*

1

1 The OTTO ROTH team of advisors

2 Many and varied drawing parts: different manufacturing technologies, materials and surfaces

3 High-precision built-in parts for measurement and control

4 Delicate bespoke parts packaged securely

// We offer comprehensive support and advice on the procurement of special and drawing parts and meet your requirements for turned, milled and combination parts; small batches are also possible. The team of advisors at OTTO ROTH aim to realise high-quality parts based on drawings at a low cost to you. They draw on their expertise in a range

of manufacturing methods and comprehensive product and market knowledge. In addition to consultancy services, OTTO ROTH can also offer you storage and quality assurance if required. It is also possible for us to plan the distribution of products in your own resource planning system. OTTO ROTH – a full and comprehensive service from a single source.

3



// "Creativity, contribution, cooperation" – OTTO ROTH is with you all the way before, through and after the manufacturing process. We assess your requirements and consult with you to select the best manufacturing technologies and methods. This guarantees the most economical approach and at the same time the highest quality. If necessary we suggest alternatives to you – for materials, surface protection and dimensions, for example – without any detriment to the functionality and quality you ask of your products.

2



4





// EFFICIENCY


<http://www.ottoroth.de/shop>

// Your order reaches us quickly and securely on-line via the OTTO ROTH eShop, where you have access to our comprehensive range of products and can immediately check the availability of individual articles. Intelligent functions help you enter the order details quickly and accurately to simplify the ordering process. If you collect the purchases yourself, the on-line order saves you even more time: We can be getting your order ready as you are on your way to OTTO ROTH.

OTTO ROTH supports the following transaction standards:

- » OCI
- » EDIFACT
- » VDA
- » XML

We offer our electronic catalogues in the BMECat, CSV and DATANORM formats and classified by eCI@ss if required.

Currently data can be transferred in the following ways:

- » OFTP
- » X.400
- » FTP
- » E-mail (manual incoming, automatic outgoing)

In order to optimise your procedures further, OTTO ROTH also offers you tailored solutions.



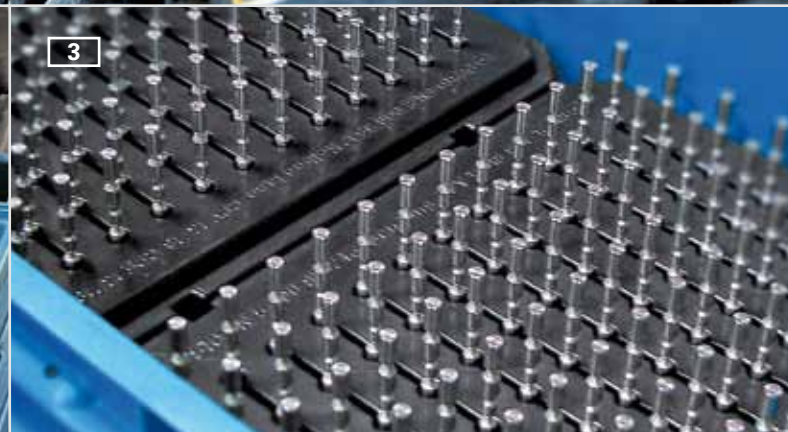
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## Open Catalogue Interface



// Connection via an OCI (Open Catalogue Interface) enables SAP users to transfer the selected articles from the OTTO ROTH eShop directly into their procurement system. This reduces input time and simplifies incoming goods and invoice checking procedures. Ask us about the benefits which automatic data exchange offers. We are happy to advise you and will assist you with the linking process.





// OTTO ROTH solutions for C-part management are tailored to meet the customer's requirements down to the smallest detail. Both for planned large-volume demand and for small or often varied requirements for C-parts, we have the right supply model for you. We also take our customers' requirements into account in

our packaging. For example, valuable bespoke parts can be packaged in a special contact-free process so that they arrive safely at your production facility and can be installed immediately. Your goods will be despatched via the most suitable route, either by haulier, courier or by our own OTTO ROTH freight vehicle.



*Getting warehouse logistics moving*

- 1 Fully automatic high-bay warehouse with more than 100,000 articles
- 2 Kanban supply: articles as required in the quantity needed; a shelf-filling service is also available
- 3 Parts are packaged contact-free and delivered directly to the conveyor
- 4 OTTO ROTH fleet vehicle
- 5 OTTO ROTH counter service in the Augsburg branch

And if you need your goods particularly quickly, our express delivery service gets to you in the shortest time possible. You can also collect

all the articles in the warehouse range yourself at our counter in Stuttgart and at our other trading branches.



OTTO ROTH is a reliable partner and supplier of a comprehensive range of fastening solutions.

// FACTS

#### // Company:

- » Wholesaler for fasteners and fixings and manufacturer of precision-turned products
- » Company founded in 1914
- » Headquarters in Stuttgart
- » Senior management: Dipl.-Ing., Dipl.-Wirtsch.-Ing. Rainer Grässle

#### // Business principles:

- » Quality and reliability are our first priority
- » Total customer orientation
- » Constant improvement of our quality standards in every area of the company
- » Ongoing expansion of the range sold
- » Keen awareness of environmental issues and active participation in environmental protection

#### // Our strengths:

##### Varied range:

- » Uniquely developed range with many standard and special articles in any required material, grades and surfaces
- » Comprehensive range of services with individual logistics solutions and supply models
- » In-house manufacture of precision parts

##### Expertise:

- » Almost 100 years of market experience
- » Outstanding knowledge in every area of the company
- » Highly qualified and committed employees

##### Reliability:

- » Evolved global network of certified suppliers
- » Cutting-edge measuring and test technology
- » Personal customer service, flexibility and fast decision-making

#### // Company areas:

- » Wholesale fixings and fasteners
- » Manufacture based on drawings
- » Advice and customised solutions
- » C-parts management

#### // Product range:

- » DIN-ISO standard parts
- » Drawing parts
- » Pipe fixings
- » Fastening technology
- » Wood connectors
- » Tools
- » Chemical products

#### // C-parts management:

- » Customised Kanban models with single-bin or multi-bin systems for customers with requirement for large planned volumes
- » Kanban-Mobil.DE for customers with flexible requirements

#### // In-house manufacturing:

##### Precision parts:

- » Precision-turned parts from any machineable material

##### Machining options:

- » Grinding, honing, milling, drilling, deburring and assembly

##### Factory:

- » 5,500 m<sup>2</sup> production area
- » Over 100 turning and machining systems from well-known manufacturers
- » 80 employees

#### // Logistics:

- » Fully-automatic high-bay warehouse in the Stuttgart headquarters measuring 12,000 m<sup>2</sup>
  - 30,000 trays
  - 8,700 pallet spaces
- » 765 m<sup>2</sup> block storage for particularly large and heavy parts
- » A separate warehouse at each site

#### // OTTO ROTH Counter Service:

- » In Stuttgart and in each trading branch
- » The full warehouse stock is available
- » Cash and credit card payment
- » Customers can take the goods away with them

#### // Delivery:

- » Haulier
- » Courier
- » Own vehicle fleet at each site
- » Express delivery service in the Stuttgart metropolitan area

#### // Quality assurance:

- » Hi-tech laboratories in the Logistics Centre in Stuttgart and in the Buchen/Odenwald factory equipped with over 1,000 measurement and test systems
- » Qualified QA specialists

#### // eBusiness:

- » eShop
- » Standardised interfaces (OCI)
- » Supports all current protocols and transaction standards: VDA, XML, EDIFACT
- » Data exchange: OFTP, X.400, FTP
- » Electronic catalogues: BMECat, CSV, DATANORM, eCI@ss classification

#### // Locations:

##### Otto Roth:

- » Stuttgart-Weilimdorf
- » Buchen/Odenwald
- » Augsburg
- » Nuremberg
- » Chemnitz

##### Berliner Schrauben:

- » Berlin
- » Münster
- » Oer-Erkenschwick

##### Heinz Bergmann:

- » Hamburg

#### // Branches worldwide:

- » Processing and manufacturing industry
- » Machine and plant construction
- » Automotive supplier
- » Pneumatics and hydraulics
- » Ventilation, cooling and climate technology
- » Fixtures and fittings industry
- » Automotive, construction and agricultural machinery, cranes, shipbuilding
- » Measurement and control technology
- » Electronics and electrotechnology
- » Tools and mould making
- » Solar industry
- » Crafts and trades

#### // Our supplier management:

- » A well-established global supplier network built up over nearly 100 years
- » Own supplier database and software for optimised supplier selection
- » Regular supplier audits by our QA specialists

#### // Number of employees:

- » 300 employees in the OTTO ROTH Group
- » 215 employees at Otto Roth GmbH & Co KG

#### // Environmental management:

- » Responsible use of raw materials
- » Regular voluntary participation in the ECOfit project run by the state of Baden-Württemberg, with awards
- » ISO 14001 environmental certification
- » Photovoltaic system with 802 modules and 140 kWp output

#### // Certifications:

- » DIN ISO 9001 : 2008
- » DIN ISO 14001
- » AEO

1 Production facility for precision parts in Buchen/Odenwald

2 State-of-the-art turning shop in Buchen with 6- and 8-axis CNC turning machines

3 Despatch department at the OTTO ROTH warehouse in Stuttgart

4 Headquarters and logistics centre in Stuttgart-Weilimdorf







//The OTTO ROTH Group. Always close by. Always at your service.

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