



PRESS RELEASE

75 years of SCHWALM

From people and visions

Bad Hersfeld, May 2013. If visions are to become reality, everything depends on the company's own achievement potential being clearly geared towards objectives and there being suitable conditions in place. During implementation processes, the people involved are required to demonstrate passion and expertise. All of these factors have been present at SCHWALM over the last 75 years and have significantly contributed to the level of success that the traditional company for pipeline, sewer and industrial services (based in Bad Hersfeld) is enjoying.

From a haulage firm to sewer rehabilitation specialists

Willi Schwalm is the man behind the foundation of the family-run company. What was still a haulage firm managed by Georg Schwalm in the Forties and Fifties has turned into a market leader over many decades. The incessant innovative spirit spurred his son, Willi Schwalm, to look out for specialist equipment for sewer rehabilitation. He even played around with and built himself what he couldn't find on the market. Today, he holds numerous patents. Rehabilitating from the inside what would otherwise only be possible by drilling down. Sewer cleaning and trenchless partial sewer rehabilitation was and is the hot topic.



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Division and specialization in the core business: sewer rehabilitation and robotics

2008 saw the Robotics branch spin off from the company Willi Schwalm. Now, there were two companies being operated under the Schwalm name: Willi Schwalm, owned by Martin Schwalm (a registered sole trader), as a service provider and Schwalm Robotic as a manufacturer of special machines for trenchless sewer rehabilitation. Today, both companies are being managed in the third generation by Martin Schwalm. His wife, Angelika Schwalm, is the calming influence at the heart of it all. Willi Schwalm continues to play an active role, discreetly working in the background to manufacture lateral connection packers.

Being in a position such as this, Schwalm is capable of developing a solution to almost every problem. Something just thought of is built as a prototype, tested and discussed in-house. Extremely short paths allow rapid decisions to be made. Manufacturing is performed in small batches. This especially applies to building robots and lateral connection packers. Indeed, individual production is a key topic in special vehicle construction. What Schwalm Robotic comes up with as a manufacturer would never be imaginable without Schwalm Kanalsanierung's experience-related knowledge. And the opposite is also true: the Kanalsanierung practitioners are always on the road with the ideas that their Robotic colleagues have developed. Technology should be as simple and efficient as possible.

Management

The baton has now been passed on to the third generation. Martin Schwalm is the manager and experienced practitioner in a personal union. He holds the threads together. Anyone who has ever crawled through sewer pipes knows



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what they're talking about when it comes to sewer rehabilitation. Things are also shaken up in lively family-owned company. There isn't even a department for everything and anything. Teamwork is – by nature – indispensable here.

1938 – 2013 | 75 years of innovation from tradition

Even after 75 years, Schwalm hasn't lost any of its innovative spirit. It's constantly on the move to continually further develop and is always following the right impulse at the right time. At regional, national and international levels. With the positive result of Schwalm Robotic products, which are made in Germany, enjoying a more outstanding reputation than ever – on the international scene, too. A mere five years since Schwalm Robotic GmbH was founded, we are also able to celebrate a little anniversary, as we are recording a rapidly growing volume of orders year on year. But Martin Schwalm's area of expertise doesn't just extend to the further development and global marketing of Schwalm Robotic systems. Both the appearance and image of the Schwalm brand are equally important to him. In parallel to the sustained positive business development, the Schwalm logo was given a facelift at the start of 2012.

The result is a modern, likeable appearance in trendy, fresh colors that enhance the Schwalm umbrella brand. The refreshed look featuring new, extended content on the Schwalm product or service portfolio was then gradually transferred to other means of communication. The new website and the KANALisiert online newsletter containing current information on and about



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Schwalm and the relevant market celebrated their Internet launch. What's more, the Schwalm Kanalsanierung vehicle fleet has been shining in its self-confident new design since the start of 2013.

About SCHWALM

Systems for trenchless partial sewer rehabilitation

Schwalm Robotic GmbH manufactures robotic systems and special vehicles for trenchless sewer rehabilitation. The systems' areas of application include main line and house connection rehabilitation, video diagnostics to assess damages and image documentation. Robots, equipment and sewer rehab vehicles are proprietary developments of Schwalm and are protected by patents.
www.schwalm-robotic.de

Pipeline, sewer and industrial services

Willi Schwalm, owned by Martin Schwalm (a registered sole trader) is specialized in sewer cleaning and trenchless partial sewer rehabilitation. Cleaning segment: high-pressure sewer flushing, sludge transport, cleaning wastewater collection vessels such as cesspools, cisterns, grease separators. Rehabilitation segment: partial liners using short liners and hat seals, TV inspection of house connections and recording sewer states.
www.schwalm-kanalsanierung.de

Common website for Schwalm Robotic and Schwalm Kanalsanierung: www.schwalm-kanal.de

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