# A BIT OF US.



If anyone knows anything about logistics, warehouse equipment, material storage and handling, it's us.

### Because we are at home in the world of logistics.

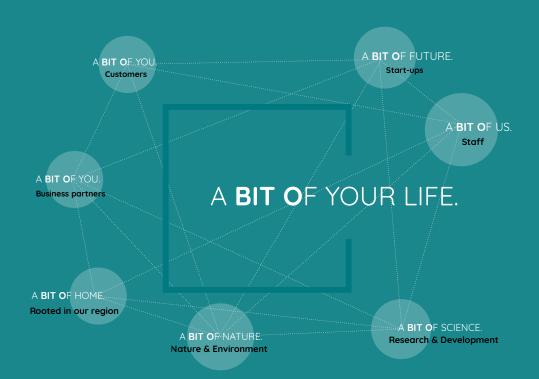
We can proudly claim to be one of the few full-service providers in the warehousing and logistics sector. On the domestic and on the international market. We manufacture shelving and racking at our headquarters in Meisenheim – our plastic bins and containers are produced at the nearby plant in Lauterecken. Our LEO transporter family of automated guided vehicles was developed by an in-house start-up. Young, smart founders in our innovation centre **BITO CAMPUS** develop and test new ideas in the field of logistics and supply chain management which then become part of our portfolio.

We offer industry-specific logistics solutions that are as individual as the customers we work for. Our carefully designed solutions are developed in cooperation with our customers and are therefore perfectly tailored to user requirements. It has always been important to us to accompany and support our customers' logistics process in the long term.

What do we want to achieve? With our innovative products, solutions and ideas, we want logistics to become a success factor for our customers.

Sophisticated logistics solutions and high-precision quality products with a long service life set us apart from competition. As a globally active company with strong ties to our home region and the people who live here, it is equally important to us that the values we live by and which underlie our work also resonate with our customers. Social responsibility, a solution-oriented approach, sustainable management, mutual appreciation and a family-like team spirit characterise not only the work on equal footing in our company, but also the cooperation with our customers and business partners.

In addition to the value culture that has prevailed from the very beginning, the idea of innovation and our visionary spirit have shaped and sustained our company for decades. Based on these values, we want to continue to shape a successful future.





### **BITO Board of Directors**

Dominik Freyland-Mahling (COO), Winfried Schmuck (CEO), Uwe Sponheimer (CSO)

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# Start-up DNA since 1845 BITO history – A timeline

# 1845

The company is founded by Leopold Bittmann.

# 1959

Fritz August Bittmann joins the company and leads his business into the field of material storage and handling.

The first metal bin is made.

# 1976

BITO begins to revolutionise intralogistics with the market launch of their first carton live storage racking, which marks the company's entry into the field of order picking technology.

# 1988

Plastic bins and containers are now produced from polypropylene. The SK bin series is also available in various colours.

# 1870

Leopold Bittmann invents a process for the production of seamless, hollow brass spheres for the decorative and fancy goods industry.

# 1962

The first injection moulded plastic bin comes off the production line.

# 1980

The first boltless shelving is launched.

# 1990

The focus shifts to automated small parts storage and at the end of the 90s, the first mobile pallet racking is delivered.

A BIT OF HISTORY.

What began as a small family business and factory of metal fittings for the decorative and leather goods industry in 1845 has been successfully continued by the Bittmann family over generations. Meanwhile, BI-TO-Lagertechnik has become one of Europe's leading manufacturers and suppliers in the multi-faceted field of material storage and intralogistics.

### 1991

Company growth made a relocation to Meisenheim necessary.

# 2000

The Lauterecken plant starts operations.

## 2017

LEO locative is launched as the first automated guided vehicle of our LEO transporter family. The BITO CAMPUS innovation centre opens its doors.

# 2020

BITO-Lagertechnik celebrate their 175th company anniversary.

# 1994

The nestable distribution container series MB is introduced to the market. Today, the MB series is one of BITO's most successful container series.

# 2001

BITO is the first company in the industry to launch an online store.

# 2019

The new production plant in Poland goes into operation.

# 2021

BITO is certified climate-neutral by TÜV Rheinland Group Carbon Services.

# As a future-oriented company with a long tradition, BITO is constantly evolving. Driven by the spirit of innovation and many visionary ideas, BITO has always kept pace with the latest developments and secured a pole position. We are constantly looking for opportunities and possibilities to keep reinventing ourselves and actively shaping the future. The ability to change has been a great strength since the company was founded, and it will continue to carry us into the future for years to come.

# Today

With the development of automated guided vehicles, cloud-based intelligent bin solutions, warehouse management systems, tracking solutions and 3D visualisation tools, BITO leads the way towards digital warehousing.





# We provide solutions for every company – for small craft businesses, large distribution centres as well as for major international projects

BITO-Lagertechnik is a solution expert for everything that contributes to a tidy, perfectly functioning and efficient warehouse – regardless of the size. Whether it's setting up and maintaining big facilities in logistics centres or setting up an office archive with products from our BITO catalogue – we can handle anything from small to large.

As one of the few full-range suppliers in the industry, we offer shelving and racking systems, multi-tier installations, steel platforms and mezzanine floors, order picking systems as well as a wide range of plastic bins and containers. Automated guided vehicles and digital solutions, equipment for plants and workplaces, and a wide range of accessories for storage facilities and manufacturing plants round out our portfolio.

# With customised and intelligent end-to-end logistics solutions, we strike a chord with the times



As a trendsetter, we see ourselves as a provider of industry-oriented solutions. Our innovativeness is fed by customer proximity. Since customer requirements can change over time, we listen carefully to current challenges and also consider future intralogistics requirements. In close cooperation with our customers we design a tailor-made system that can grow with their requirements.

**Our goal** is to support our customers at home and abroad with industry specific solutions and best practices to help them achieve their own goals. Our approach is to accompany our customers through all phases of their business activity. Our teams have the in-depth knowledge to provide this support with state-of-the-art tools. This is how sustainable added value is created.



Do you need a single product or high bay racking to make full use of your room height?

# We are here for you

Contact us for whatever you need:



Field sales service



Online shop



In-office sales service



After-sales service

"A future-proof logistics system should not only be adapted to a company's current specific requirements, but also offer the possibility of responding quickly and flexibly to changes. It must be able to grow with the company, and we know which keys to strike to achieve this goal.

We design systems for small craft enterprises, start-ups, fast-growing e-commerce businesses as well as large international projects, e.g. in Australia or North America. We are a global player with a wide product range and a high vertical range of manufacture. We are one of the few suppliers in the industry to process both steel and plastics and have extensive experience with live storage sustems."

**Uwe Sponheimer** CSO



## Shaping the future with a quality mindset

BITO accompanies projects of any size from concept to completion. All shelving and racking systems as well as our plastic bins and containers are made in our own plants. In addition to a wide range of products that we make in series, we also provide customised solutions to exactly fit your requirements. For our manufacturing departments, this means that we have to be able to act and react flexibly to cover this wide range. In order to maintain our high quality standards, we are constantly investing in the further development of our manufacturing processes and in new or existing equipment. And, of course, in good vocational training and further qualification of our skilled workers.

BITO shelving and racking systems are manufactured in our plant at Meisenheim with energy-efficient, cutting-edge technology. The high degree of automation in profiling, folding, punching and bending allows for dimensionally precise manufacturing with a consistently high level of quality.

Our plant for plastic bins and containers in Lauterecken is one of the most modern in the industry and was expanded by another production hall in 2018. This is where our products are manufactured on high-performance, state-of-the-art, energy-efficient injection moulding machines of the latest generation. In our large finishing centre, our bins and containers can be adapted to customer specific requirements.

In 2019, a new, additional production site in Poland went into operation in order to better serve the increasing demand on the Eastern European market and to ease the workload of our local production plants.







"On the one hand, our goal is to boost productivity and to be able to manufacture and develop products that will meet future market requirements.

On the other hand, we want to be able offer customer-friendly delivery times and high-end storage solutions despite increasing order volumes, both nationally and internationally. Our investments enable us to keep pace with the market while continuing to respond quickly and flexibly to customer needs."

**Dominik Freyland-Mahling** 



# JOIN THE BITO WORLD OF MATERIAL STORAGE AND HANDLING

Whether you need to store bulky and heavy loads, small items, hazardous goods, parts and components, whether your warehouse is manually operated or fully automated – the BITO portfolio offers material storage and handling solutions for any requirement.



# Shelving & racking

For palletised loads, packaging units that can be hand-picked, individual items and long loads – We provide the optimal storage solution for every product.



## Bins & containers

For big components as well as small parts – Perfect protection during storage and transport.



# Automated guided vehicles

BITO LEO transporters – Our LEO family has the right transporter for every application.



# Digital storage solutions

Warehouse management software – The easy way to automate your intralogistics processes for perfect material flows.

Visit our homepage for application examples:

bito.com/en-gb/case-studies/





"It was not only the products and solutions from BITO-Lagertechnik that convinced us, BITO also won on the sympathy scale. They don't just want to sell their products, but provided pro-active support and came up with great ideas and concepts. We have felt very well taken care of and as part of a dream team throughout the entire planning and construction phase. In the course of implementing both construction projects, we learned more about warehousing than in our years at university. We would choose BITO again and again if we were to build another logistics facility."

### Franziska and Maximilian Briem

"Our company was founded in 2000. We have 35 employees and our main focus is on electrical installation and control cabinet construction, mainly for industrial customers. Why did we chose BITO-Lagertechnik? Our workshop and warehouse are located in a restored courtyard building, to which a new building had been added for more space. With their comprehensive product portfolio, BITO was able to provide everything we needed, from boltless shelving complete with plastic bins for small parts to pallet and cantilever racking and pallet live storage. Moreover, it was very important for us to purchase everything from a single source. From support to delivery and installation, all steps were perfectly coordinated."

### Klaus Bernhard / Managing director of Bernhard GmbH







### A BIT OF FUTURE.

# Smart warehousing

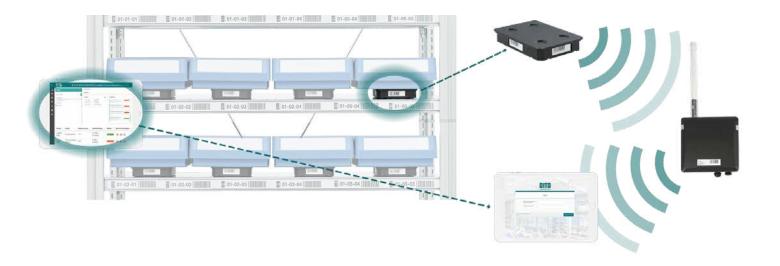
BITO has continually evolved with the times and, by tradition, we have explored possibilities and seized opportunities to re-invent ourselves again and again. It is this strength that will carry BITO into the future. We constantly work on the further development of our solutions and products, and in the process are expanding our portfolio to include future-oriented, intelligent warehouse and logistics solutions that incorporate the Internet of Things into the world of logistics.

For BITO, being a long-term partner to our customers also means thinking into the future on behalf of our customers. This is why we are always on the lookout for innovations and also like to tread new and unconventional paths.

In 2017, the BITO CAMPUS innovation centre was established with the aim of adding new logistics ideas to our proven product and solution portfolio. Our cooperation with BITO CAMPUS start-ups has already resulted in many synergies that both benefit us and help start-ups get ahead. In 1845, BITO started as what would today be called a start-up and we have since developed into a successful company that has been able to maintain and expand its position over such a long period. Isn't that an incentive for young and courageous founders?







# OUR DIGITAL SOLUTIONS FOR SMART WAREHOUSING

- Automated guided vehicles
- Cloud-based services for intelligent bins and shelving
- Warehouse management systems
- Tracking solutions
- 3-D visualisation tools for warehouse simulations



# Customers around the world opt for BITO as their project partner

What further distinguishes BITO is competent advice and support. Regardless of whether a customer wants to have a new logistics centre fitted out with all the necessary equipment or needs advice on the purchase of a single shelving unit – our focus is always on competent and customised information. We place particular emphasis on customer communication.

To us, a partnership means more than to deliver our products. Based on competence and many years of experience, we are able to adapt our solutions to the individual needs of our customers and help customers to be more successful with the right warehouse and logistics solution. By focussing on our core competence we help our customers focus on theirs.

We place particular emphasis on effective communication and proximity to our customers. A large network of field staff enables us to be on site at our customers' premises quickly and without the need for long journeys. And not only throughout Germany. Over the years, 15 subsidiaries have been founded in almost all European countries, plus one each in Dubai, the USA and Canada, to serve our international customers.

WE ACCOMPANY AND IMPLEMENT PROJECTS ACROSS THE GLOBE - FROM SMALL TO LARGE.





On-site advice



Service & Racking inspection



Research & Development



Assembly

We do not like to do things by halves. At BITO, you get the full service.



Conceptual design & Structural analysis



Transport & Logistics



Project management



Products from our own plants

### A BIT OF US.

# Customer-focused, face-to-face advice and support



### Advice

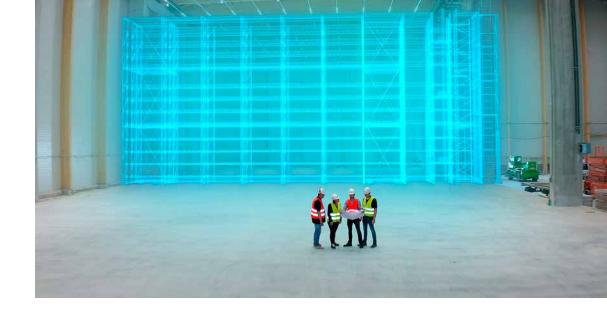
Each project is accompanied from the start by an experienced sales representative who is in close contact with the assigned project manager at the BITO main office. Optimally designed storage systems must always be tailored to customer requirements which is why close cooperation is key to the success of a project. Only then do we know exactly what our customers want, giving them peace of mind in knowing that we will find the best storage solution together, one that also meets their requirements in the long term. We therefore stay in touch with our clients even after a project has been completed in order to advise them on changing needs.



### Research & Development

Our team in our in-house manufacturing & development centre makes sure that our products are optimally adapted to specific customer applications. We simulate sample set-ups and carry out application tests for customer-specific solutions before they are deployed at the customer's premises.







### Planning & Structural analysis

After jointly determining the customer's requirements, we work out the solution that perfectly fits the application. During the planning phase, our in-house designers, technical drafting technicians and structural engineers take care of the optimal preparation of the projects, taking into account individual needs and country-specific conditions.



### Project management

Our certified project managers accompany all projects from start to finish. Our many years of experience in major national and international projects guarantee our customers a smooth project flow from concept to completion.



### A BIT OF US.

# Our assembly teams take care of the set-up at your site



### **Transport & Logistics**

In cooperation with our logistics partners, we ensure smooth and safe delivery. We take care of selecting the right load carriers and appropriate packaging materials to protect your delivery. To avoid delays during assembly, we ensure just-in-time delivery in line with assembly requirements.











### Assembly

If you are short of time or staff to set up your shelving or racking installation, we will be pleased to assist you with a certified and experienced assembly team led by a BITO supervisor to guarantee the smooth, professional and safe installation of your system.

# Quality products and customer service



### After-sales service & Racking inspection

Of course, we want your warehouse operations to run as smoothly and safely as possible. This is why regular racking inspection is essential and required by law. Warehouse operators must have their racking systems inspected at least every 12 months. For your peace of mind, our BITO racking inspectors provide a carefree package. The BITO racking inspection service is carried out in compliance with the legal regulations under DGUV 208-043 and DIN EN 15635. Any defects discovered during the racking inspection must be repaired within a rectification period to restore racking safety.







# Our plant at Meisenheim

At our headquarters in Meisenheim, we manufacture shelving and racking for a wide range of products and applications: for small parts, large, bulky or long items, for light-weight or heavy loads. Whether you need a stand-alone shelving unit or a multi-tier racking installation: Our products are manufactured to the latest technological standards. The high degree of automation in the profiling, folding, punching and bending process ensures dimensional accuracy and a consistent product quality. Professional production planning and continuously optimised manufacturing processes guarantee a fast, smooth order throughput.



# Our plant at Lauterecken

The production plant for plastic bins and containers in Lauterecken is one of the most modern in the industry. BITO bins and containers are manufactured on high-performance, state-of-the-art injection moulding machines. In our own large finishing centre, bins and containers can be adapted to customer-specific requirements. Options include for example automated barcode application and milling or drilling water drainage holes for compliance with fire safety regulations. Requests for company logo printing, non-standard dimensions, special-purpose inlays or reinforcements can also be met thanks to flexible automation which allows a variety of custom solutions to be produced even in small batch sizes.





# Our plant at Zimna Wódka, Poland

Our new plant at Zimna Wódka in southern Poland is the second pillar of the BITO shelving and racking manufacturing line. We supply the Eastern European markets from this location, thereby reducing the workload of our plant in Germany. The site at Zimna Wódka operates with the same state-of-the-art technology as our Meisenheim plant, i.e. our products are manufactured on fully automated, robotic production lines and meet the latest quality standards to ensure the highest level of customer satisfaction. Efficient raw material procurement with short transport routes and optimised production processes give us the competitive edge and shorten order throughput and delivery times.





### We think globally and act locally

The network of BITO subsidiaries offers our internationally operating customers the possibility to choose between central support from our headquarters or local support in a variety of countries, or a combination of both. Careful planning, binding agreements and on-time implementation

make us a professional and reliable partner.

# WE ARE Customers around the world opt for BITO as their project partner. WHEREVER YOU ARE





### CUSTOMERS AROUND THE WORLD APPRECIATE OUR EXPERIENCE AND DEDICATION

















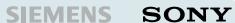






























This bin was partly made from sunflower seed shells. Actually a waste product that we use to make sustainable products.

With our sustainable logistics solutions, we don't just think about the now. Already today, we think about tomorrow.



# For us, taking ecological and social responsibility means taking action



BITO is at home in the world of material storage and handling – and at home in a region rich in nature. We feel very connected to our region which is characterised by forests, agriculture and wine growing. That is why we have always felt obliged to contribute to keeping it that way.

The idea of sustainability has always been important to BITO and is one that we consistently pursue. For BITO, acting in an economically, ecologically and socially responsible manner is not only an obligation, but also a great opportunity. Although our environmental policy sets high standards of protection and sustainable resource conservation, we are working on further improvement.



# FACTS AT A GLANCE 97% In 2019, we recycled 96.76% of our waste

60%

of lighting energy is being saved by replacing traditional lighting sources with LEDs 12% & 20%

less energy needed for our new injection moulding machines

## > 1 million kWh/a

of solar energy will soon be generated in our plants at Meisenheim and Lauterecken

### **ACTING SUSTAINABLY ...**

... is a process that starts with a new mindset and is implemented through innovative technologies throughout the entire supply and value chain. We believe that the careful selection of raw materials, resource and environmentally friendly processing methods, sustainable materials and efficient logistics as well as the involvement of our customers are important prerequisites. As experience shows, sustainable development and economic growth are no conflicting values. On the contrary, they promote innovative strength and performance, help to achieve a balanced price-performance ratio, promote fairness in business with staff, suppliers and customers, and create awareness for environmental and social concerns.

# BITO & PLANT-MY-TREE®

Plant a tree with BITO to help protect the climate





bito.com/de-de/nachhaltigkeit/plant-my-tree



# Sustainable logistics solutions

BITO products are sustainable because they have been designed for a long service life and manufactured to the highest quality standards. Already when selecting the raw materials and supplies used for manufacturing our products, we pay attention to quality. Once assembled, BITO shelving and racking operate reliably during their entire service life. Regular racking inspections and maintenance also add to safety and durability. With regard to the surface finish of our shelving and racking, we opted for electrostatically applied powder coating instead of conventional liquid paint which needs an evaporating solvent. Powder-coated workpieces are extremely impact-resistant, weatherproof and durable. We only use ecologically safe colour pigments which cross-link at low temperatures to minimise emissions and energy consumption during production. Our robust BITO MB distribution containers are made from quality plastics. Each container replaces hundreds of disposable cartons and thus over a ton of cardboard packaging in the course of its service life. BITO plastic bins and containers that are intended for food contact are made from food safe material in compliance with EU law. BITO MBs with drop-on lids and readymounted metal lever locks ensure safe transport of hazardous substances.



# C-item bin, CTB series

This bin consists of about 14% sunflower seed shells, a waste product of the food industry.



## Multi-purpose container MB

Extremely hardwearing and durable. Clever alternative to one-way packaging. Minimises impact on environment and resources.

# Well organised recycling and upcycling processes

For many years now, we have been recycling plastic bins and containers in our own recycling facility where plastic waste, rejects and bins that have completed their life cycle are ground up to produce new bins, containers and accessories using a mixture of regranulate and certified post-consumer plastic, i.e. reprocessed recycled plastics from household waste. During this upcycling process, we turn disposable products into long-lasting reusable products. In addition to making our production processes as energy-efficient as possible, providing ecological alternatives to products made from virgin plastic has always been important to us. The demand for bins and containers from recycled materials is constantly increasing, so the most common container sizes of our BITO MB container series are now also made from regranulate. Other BITO container series will follow shortly. Our range of sustainable bins also includes small parts bins made from a mixture of plastic and sunflower seed shells, a waste product from the food industry.

### We are climate neutral certified

Since September 2021, BITO-Lagertechnik has been holding the "Climate Neutral Company" certificate which is awarded by the TÜV Rheinland Group, the leading provider of technical services worldwide. The certificate confirms that BITO is compensating its audited CO2 emissions with measures taken in the field of climate protection. The certificate is based on a calculated corporate carbon footprint. We are officially climate neutral, as 100% of our scope 1+2 electricity consumption comes from renewable energy sources. To neutralize scope 3 emissions, we are cooperating with a provider of carbon offset projects such as GOLDSTANDARD or myclimate.



As FIRST MOVER in the industry, BITO-Lagertechnik Bittmann GmbH was certified climate neutral by TÜV Rheinland Group Carbon Services.





# We are an attractive employer with strong regional ties and an established global presence

We are a long established, medium-sized, forward-looking family business, locally rooted, yet acting on a global scale. Since BITO was founded in 1845, both the company headquarters including our R&D department as well as our production facilities have been located in our region.

As one of the largest employers of our region, we feel that we have a special obligation. This is why we will remain firmly rooted in our region.

Solid leadership and work practices as well as honest and open interaction at eye level, groundedness and simple processes and structures are important contributions to this goal.

We would not be what we are without our staff. With their knowledge, experience, innovative ideas, visions, sense of responsibility, desire for performance, fun at work and by living our values, they keep our visions alive, for themselves and for us. We are proud that most of our employees have been working with us for many years.

Promoting employees in their professional and personal development is one of our most important tasks. Our BITO Academy offers a variety of vocational and personal training courses.

While ongoing vocational training improves overall work performance, developing self-esteem, motivation and creativity also plays a major role in doing a job better than before.





Our range of vocational training offers includes many different training courses in both the commercial and technical field – from apprenticeships to university studies. This enables us to give young people from our region the opportunity to receive qualified vocational training and at the same time train our skilled workers. We are always interested in taking on our trainees as permanent employees.

Demographic change is increasingly affecting the care of the elderly. With the BITO pension plan, we make an important contribution to securing the livelihood of our employees in retirement.

### **BITO BENEFITS**



Attractive salary



Cornorate benefit



Canteer



Vocational and persona training courses



Corporate events



Collective benefits



Pension scheme



Corporate healthcare

### BECOME A BIT OF US.



Find out more about career opportunities at BITO on our homepage:

bito.com/unternehmen/karriere





### **BITO CAMPUS**

BITO CAMPUS is an investor and partner for start-ups, an innovation unit, a venture builder and a committed networker and founder of a regional innovative scene. The CAMPUS promotes innovation, logistics, technological development, exchange and cooperation. It is a place where new ideas and business models are created, away from everyday work and the core business. The idea of innovation takes precedence over short-term revenue constraints. The BITO CAMPUS is an innovator and acts as an ecosystem connecting BITO start-ups from around the world, regional research institutes and SMEs in a way that is beneficial to all participants.

Creating and realising synergies is deeply encrypted in our BITO DNA. The idea is that start-ups are to contribute innovative ideas and products and BITO CAMPUS is to provide financial support and the established market position of BITO-Lagertechnik. In this way, both sides will benefit from the advantages that come with this cooperation, protected from direct competition.





In addition, the BITO CAMPUS is certainly one of the most beautiful start-up and innovation centres to be found anywhere in Germany. It is not only the modern equipment and infrastructure and the great facilities that inspire residents and visitors alike. It is also the start-up and explorer spirit which fills the historic site, which has been refurbished from a listed former primary school into an innovation centre for start-ups, young entrepreneurs, graduands, doctoral students, inventors and enthusiasts. This is the place where you will find everything needed to create and implement new ideas – support at all levels, encouragement, exchange, networking opportunities, manpower and the right venue. Perfect conditions for success!

### Where exactly is all this to be found?

The BITO CAMPUS is located in Meisenheim on the Glan river, right in the heart of the historic town centre. Close to the city of Bad Kreuznach and with good connections to the Rhine-Main region. The universities and technical colleges of Bingen, Darmstadt, Kaiserslautern, Karlsruhe, Mainz and the Environmental Campus Birkenfeld are all within easy reach - and of course BITO-Lagertechnik Bittmann GmbH is right on the spot. All of this makes the location particularly attractive for young technologists.



bito-campus.de







Young people are our future. This is why the Bittmann Foundation, as a part of its social responsibility, is passionate about promoting the mental and physical development of children and young people in the areas of education, science, sports and culture with a range of activities.

Since its establishment in 2008, our foundation has been sponsoring numerous charitable projects such as providing financial support to sports clubs, schools, daycare centres and cultural events.

To provide valuable impetus for the region, the foundation also organises lecture series with renowned speakers.

# The Bittmann Foundation -Taking responsibility for the people in our region





Board of the Bittmann Foundation: Eugen Krax (Operative business) Sabine Bittmann (Chairwoman) and Fritz August Bittmann (Chairman to the Board of Trustees). "With our foundation, we want to take responsibility for our region and contribute to making a lasting difference. Our desire and concern is to pass on something of ourselves to others and to support meaningful projects that give valuable impetus, especially to young people as they are the future leaders of the region."

Sabine & Fritz Bittmann



Find out more about us on bittmann-stiftung.de



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