

# Press kit

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# Hagleitner Hygiene International GmbH -Europes most modern production facility for innovative hygiene

Hagleitner produces and develops innovative hygiene products. The family owned business was founded in 1971 and offers solutions in the fields of washroomHYGIENE, kitchenHYGIENE, laundryHYGIENE and janitorialHYGIENE as well as hand and surface sanitisers.

The variety of goods ranges from touchless soap or paper dispensers from stainless steel (including refills), dosing systems for washing machines and dishwashers optimized to requirements to highly effective cleaning agents and disinfectants. Functional and beautiful design is an essential element of all products.

### Production in Austria

As Europe's most modern chemical & technical production facility Hagleitner produces all soaps, washing detergents, and cleaning liquids itself. In the dispenser production an injection mould system produces all available dispensers. Paper towels, industrial paper and toilet paper are refined, glued, stamped, perforated and cut on two paper conversion machines.

The company has over 950 employees, about 450 are working in the headquarter in Zell am See (Austria), The whole production is as well located here. Hagleitner is bound long-term to this region and is proud of creating many job opportunities. With 25 Service Centers in 12 countries and more than 177 partners in 63 further countries the company is internationally represented. The foundations of this success are innovation, service and creativity in development.

#### Sustainability

Hagleitner pays great attention to sustainability. All dosing systems for kitchen and laundryHYGIENE contain no NTA, EDTA and no phosphates. Packings are optimized for an environmentally friendly and space-saving transportation. Many products have been awarded the EU Ecolabel and the Austrian Ecolabel. A solar power system on the roof of the dispenser production and the use of industrial waste heat are part of the sustainability concept of Hagleitner.



## Management



Hans Georg Hagleitner Managing director

Company owner and managing director Hans Georg Hagleitner took over the family business from his father in 1988 - actively supported by his wife Brigitte. Under his leadership, the company grew into an international company with over 950 employees.



Ernst Brunner

Head of finance

Ernst Brunner is a member of the board since 2015. His main task is to increase the profitability of the Hagleitner Group. Cost transparency and professional processes are an important basis for identifying possible areas for action. In his free time the father of two children spends time with his family and likes to draw.



Christian Weg Management Operating Groups

Since 2016, Christian Weg is a member of management. After gaining experience in the automotive and media industries, he is now responsible for supply chain incl. production in the company. The experienced manager is intensively working on waste-free processes and the implementation of easy solutions (LEAN Management). The father of two girls finds a balance to work with his family and in going jogging or mountain biking.



# Factsheet

Foundation:	1971
Employees:	over 950
Headquarters:	Zell am See (Austria) (administration, development, production, logistics, export)
Line of business:	specialist and partner for professional hygiene. More than 600 pro- ducts for washroom-, laundry-, kitchen- and janitorialHYGIENE as well as hand and surface sanitisers.
Turnover:	business year April 2017 to March 2018: 120 Mio. €
Sales:	direct distribution via hygiene advisors, technicians and delivery agents additional order service with the Hagleitner webshop
Competence and service centers:	Zell am See, Vienna (Austria)
(with show rooms)	Milan (Italy)
Service centers in Europe:	Graz, Ansfelden, Imst, Villach (Austria) Kirchheim unter Teck, Nürnberg, Sauerlach, Frankfurt am Main, Döbeln, Wettringen, Berlin (Germany) Senec (Slovakia) Komenda (Slovenia) Neumarkt, Treviso (Italy) Prag (Czech Republic) Jastrebarsko, Zadar (Croatia) Győr (Hungary) Derventa (Bosnia-Herzegovina) Sofia, Warna (Bulgaria) Bukarest (Rumania) Surčin (Serbia)
Export:	63 other countries with more than 177 partners



## Products

#### washroomHYGIENE:

XIBU: dispenser systems with refills: paper towels, foam soap, (moist) toilet paper, hand hygiene and skin protection, air

LUNA 2.0: clear, reduced hygiene design in the hotel bathroom: Shower gel dispenser, cosmetic cloth dispenser, toilet paper dispenser, feminine hygiene bag dispenser and wastepaper box

Disinfection solutions for hand disinfection and toilet seats

senseMANAGEMENT: The usage data of dispensers can be administrated centrally via computer, smartphone or tablet.

washroom taps

industrial paper und cleaning paper

#### kitchenHYGIENE:

integral COMPACT: automatic dosage system for dishwashers ecosol PROFESSIONAL: liquid dosage system for dishwashers, including service and products hagomat: industrial dishwashers

#### laundryHYGIENE:

havon PROFESSIONAL: liquid dosage system for washing machines havon MANUAL: liquid and powder detergents for small and medium enterprises, including additional components

#### janitorialHYGIENE:

Detergents and detergent dispensers for perfect hygiene and disinfection + accessories for housekeeping.

Devices for property cleaning (cleaning trolleys, plastic presses, etc.)

integral 2GO: Precise dosing technology creates ready-to-use cleaning solution from concentrates, the system is connected to water and power on-site.



# High-tech at Hagleitner. 3 production facilities

As Europe's most modern chemical technical production facility, Hagleitner operates a dispenser, a paper and a chemical production. All of them are located in Zell am See.

### **Dispenser production**

In 2015 Hagleitner opened a new dispenser production in Zell am See. So, all dispensers and dosing devices are produced here. A total of 16 injection moulding machines weighing up to 500 tons process 360.000 kg of raw material (granules) every year - equivalent to the weight of a large aircraft. In Europe's most modern dispenser production the distance between plastic pellets and finished dispensers is only 25 meters. LEAN management makes production waste free and efficient.

### Chemical production

Hagleitner develops and produces all chemical cleaning and hygiene products itself. The chemical production is performed on fully automated production and filling lines. Core component are 14 boilers with a net weight of each 3 tons and a capacity of about 40.000 liters. They range over several floors. Here foam soaps, disinfectants, detergents and washing solutions for washing machines and dishwashers are produced.

### Paper production

In the paper production Hagleitner produces paper towels, industrial paper and toilet paper. On two paper conversion machines, the papers are refined, glued, perforated and processed into rolls that are ready for use.

Paper towels and toilet paper rolls are wrapped on a patented multiROLL core. Compared to conventional paper rolls that means four times more paper on a single roll. This reduces storage volume and service requirements. The low transport volume contributes to environmental protection.



## Sustainability and environmental protection

Hagleitner takes care of the environment. There is great emphasis on an environmentally friendly and sustainable production.

### green efficiency

For this reason, the green efficiency concept has been developed: all dosing systems for kitchen and laundry hygiene are free of NTA, EDTA and phosphates. Instead, safe and environmentally friendly alternatives are used. Packagings are optimized to be transported environmentally friendly and space-saving. Highest concentration of ingredients in the kitchen and laundry hygiene keeps the amount of water as little as possible - several tons of  $CO_2$  are saved by year as we need to transport less: Hagleitner is a pioneer in the detergent industry.

### Sustainable production

During construction of the new dispenser production special attention was given to a sustainable production. The process heat of over 300 degrees Celsius is used in winter for underfloor heating. A photovoltaic system on the roof of the production facility supplies the whole headquarter with the required electricity. To protect the environment, the chemical production is built on a thick layer of leak-tight concrete.

### International award-winning products

Many of the products of Hagleitner are awarded the Austrian Ecolabel and the EU Ecolabel. Both are recognized quality labels for environmentally friendly products at the utmost quality. Many of our papers are allowed to carry the EU Ecolabel or the FSC seal for particularly sustainable forestry. Numerous kitchen hygiene products as well as industrial papers are certified with the ISEGA seal for Food Safety.

Hans Georg Hagleitner, Managing Director: "Chemistry and nature, they seem to be opposed. However, the one thing originates from the other one. Hagleitner wants to be evocative of this, with clean chemistry and clean production."



# Certificates and awards





The mark of responsible forestry









VAH ÖGHMP

aeliste



**Signal State** Sustainable thinking nachhaltig vorausdenken

Wir sind





klima**aktiv** 



## We love service.

"What is the definition of innovative hygiene? It is whatever serves your needs. You more than anyone else.

Because whatever your plans are: Hagleitner will be there, for you personally, from the very beginning. And not only when we sell you something.

By then, at the very latest, you should be fully satisfied - for example in the washROOM. Everything must be perfect: Form and aesthetics, function and purpose - and, not least, the running costs.

Speaking of running costs: Are you dosing correctly? When washing dishes? In the laundry room? Transparency will go far in both cases. May we prepare an analysis for you? It's a special service we provide - no strings attached. Let us look at the facts: What laundry do you wash? What dishes do you clean? What is the length of your machine's washing cycle? What is the capacity of your machine, be it dishes or laundry? Is the dosing adequate for the hardness of the water? What about the washing cycle? - What can be changed? What savings can be expected? We would be happy to configure your machines and advise your employees.

Speaking of advice: Is a stain giving you trouble? You can't get it out? Contact us. We'll be happy to assist you quickly. We can give you recommendations or develop a stain removal plan - corresponding to your needs. Sometimes we also perform a laboratory analysis. We ensure that you have the guarantees you need. Speaking of guarantees: Do you have a gastronomic business and are looking for support for your HACCP concept? Hagleitner can help you. Are you a hygiene officer in an industrial operation who is working on a hand and skin protection plan? Hagleitner will stand by your side with intelligent system solutions. We would also be happy to train your employees.

Speaking of training: Knowledge is there to be shared. That's why we engage in a multifaceted lively exchange - with our partners, customers and everyone else. Would you like to visit us? For example, in our main office in Zell am See? Make reservations for a personal company tour - and immerse yourself in the fascinating world of hygiene."



## History

Hagleitner has evolved over the past 47 years from a small family business into an international company with more than 120 million euros turnover (fiscal year 2017/2018).

In 1971, the trained carpenter Johann Hagleitner founded a sales ring for an air cleaning device and thereby oriented Hagleitner as hygiene company. In 1981, at the age of 21, his son Hans Georg took over the chemical production company Diutil. If quality and price were ok, he could supply his father with the still available cleaners bellaVIT and FOX.

In 1987 the whole production was moved to the headquarter in Zell am See. Hans Georg Hagleitner took over his father's company in 1988 and worked hand in hand with him for ten years. The business flourished. In 1992 the first dispensers were produced. 1993 was the year of expansion: Hans Georg Hagleitner began building the first service centers in Europe. Today the company is represented internationally with 25 service centres in 12 countries and more than 177 sales partners in 63 other countries.

But how will people live tomorrow? What will the hygienic challenges of the 21st century look like? How will the world become safer? What makes long-term health possible? These are the questions that Hagleitner is asking on its path into the future.



## Did you know that ...

... Hagleitner has its own injection molding plant? In 2015, it moved from Ternitz (Lower Austria) to Zell am See - with completely new equipment. Therefore, the distance has been reduced from 300 km to 25 m - to the dispenser assembly next door.

... there are 420 solar modules twinkling here? - on the roof of the injection molding plant. In order to provide the basic power on-site.

... a spring cools the hot injection molded parts here?

... a holistic heating and cooling concept saves a lot of energy here? Together with three other measures (move, photovoltaic systems, spring), the savings amounts to 720,000 kWh/year.

... from April 2017 to March 2018, Hagleitner produced 8150 tons of clean chemicals? Frequently also awarded the EU Ecolabel and the Austrian Ecolabel.

... in this time, 7527 tons of clean paper were also created here?

... year after year, more than 300,000 innovative dispensers leave the factory?



### Contact

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Roland Dick Director Marketing & CRM Strategy

Here, all the threads run together. Roland Dick is your contact if you would like to speak to us about a strategic partnership. His favorite product: senseMANAGEMENT. He and Hagleitner's innovative hygiene management system have one thing in common: They have a complete overview at all times.

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Bernhard Peßenteiner Press Relations Officer

Information should be useful like hygiene. Therefore, this also applies to words: The chemistry must be right. And the right technology makes the difference. Then news is clean. Do you want to receive it dispensed? Anything you want to know about Hagleitner: Bernhard Peßenteiner will formulate it for you.

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