

DON'T COMPROMISE, GET THE BEST.

NO SE ARRIESGUE, ELIJA LO MEJOR.

MACHEN SIE KEINE HALBEN SACHEN, WÄHLEN SIE DAS BESTE.

NE PRENEZ PAS DE RISQUES, CHOISISSEZ LE MEILLEUR.



 **Koblenz**<sup>®</sup>



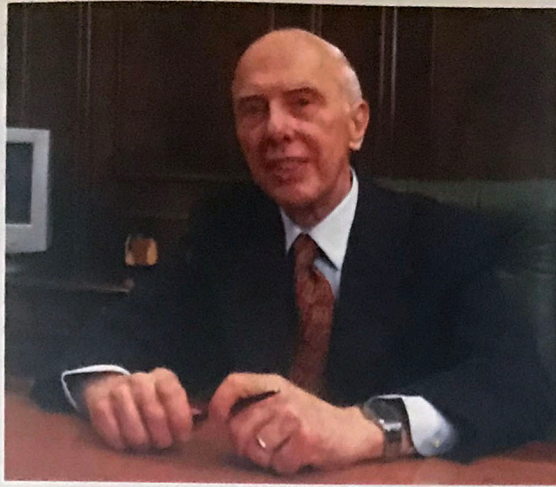


# K O B L

Koblenz designs, manufactures and markets domestic and industrial floor cleaning products and components, washing machines, electric motors, voltage regulators and UPS (Battery Backups) for computers. The Company was founded in 1959 and has over 2,000 employees including a complete research and development engineering staff, state of the art laboratories and prototype facilities operating in two major manufacturing plants.







Walter Kohler. Chairman of the Board.



Richard Kohler: V.P. and Managing Director.

# E N Z

## m a n a g e m e n t



Jesús Grandizo: V.P. Research and Development.



Raúl Medrano: Director of Operations.  
Ambrogianni Bonetti: Director of Manufacturing Engineering.  
Ramón Fernández: Director of Manufacturing.  
Alonso Alonso: Quality Assurance Manager.  
José Pichardo: V.P. Finance.



# **T**HORNE ELECTRIC CO.



**Michele Folks**  
Branch Manager



**Lauren Siegel**  
National Sales Manager-Retail



**Tony Ritter**  
National Sales Manager- Industrial



**Mike LaBounty**  
Regional Sales Manager

The US and Canadian markets are supplied by Thorne Electric Company located in San Antonio, Texas. Order processing, product and parts inventory, shipping, customer and technical services are provided through this facility.

Thorne Electric Company is Koblenz's exclusive distributor  
for the United States.



# I N T E R N A T I O N A L M A R K E T S

It is always important for a Company to find ways of diversifying its customer base. Exporting not only allows increased sales but also provides key information about global trends and industry direction. Koblenz currently sells to over 27 countries around the world. The main export markets are Mexico, South America, Europe and The Middle East including Saudi Arabia.

The exclusive distributor for Koblenz Industrial Products in Mexico is Lienz, S.A. de C.V. Lienz markets industrial equipment, chemicals and accessories nationwide and is the largest importer and distributor of Janitorial Supplies in the country of Mexico.



Saudi Arabia.



Lienz Mexico City Offices, Service Facilities and Warehouse.



Lienz office and sales management.



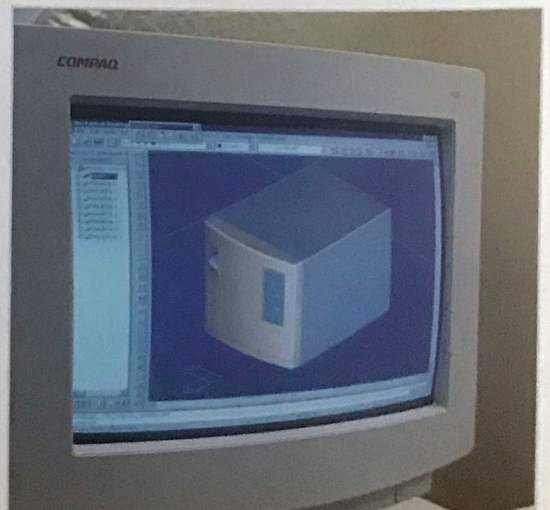
# R E S E A R C H

# K O B L

Research and Development, including Manufacturing Engineering, is carried out by a group of over 100 engineers and technicians located at the main plant.

Since 1959 when the first voltage regulator was manufactured, Koblenz has introduced numerous engineering and design innovations, and has many patents to its credit.

Product Engineering has played an important part in developing new directions regarding design, safety, durability and dependability in Koblenz products.





# & DEVELOPMENT

# E N Z



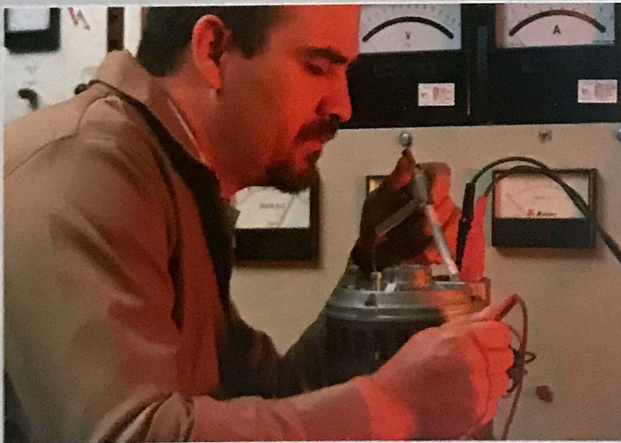
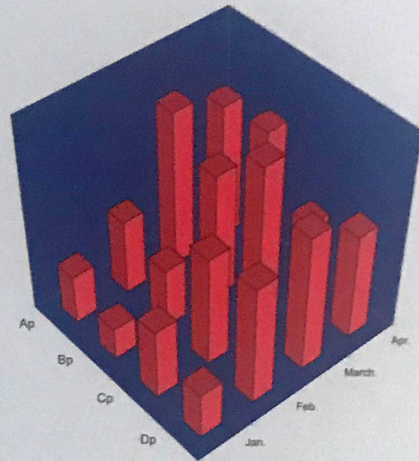
Engineers, researchers, designers and other specialists, including a staff of Industrial Design consultants in Chicago, seek not only to improve manufacturing techniques, methods and products used today, but look ahead to the future with the goal of ensuring new and better products. "Research and Development in new areas of investigation is our investment for the future" says J. Grandizo, V.P. of Research and Development. "Our laboratories, testing facilities and work shops are provided with the best electronic test and measuring equipment available".





# Q U A L I T Y A S S U R A N C E

## K O B L E N Z



Quality Assurance is not just separating good pieces from bad pieces with a large force of inspectors. Quality has to be designed into the product from its conception. The proper raw materials and design parameters are fundamental. Basic engineering development has to be done working hand in hand with manufacturing engineering.

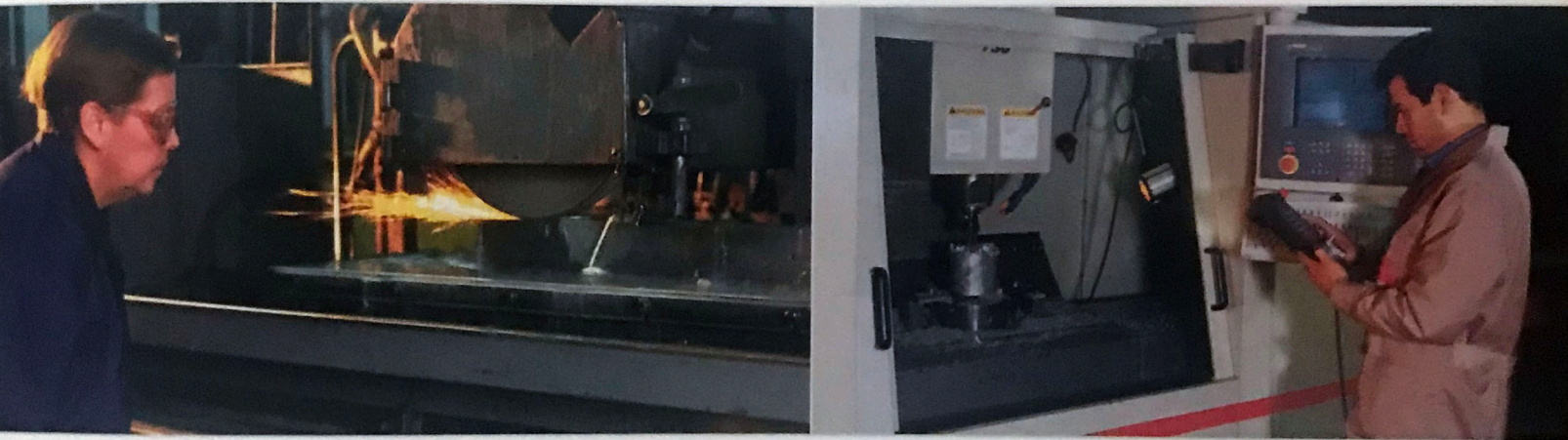
Koblentz spends over \$ 3,000,000 dollars per year to improve tooling and machinery. Quality comes from high speed automatic machines where tolerances are controlled in many cases by computers.

Human error is reduced to a minimum by building the specifications into the automatic processes. Uncompromising commitment to quality and customer satisfaction is the goal to be achieved.



# M A N U F A C T U R I N G E N G I N E E R I N G

## E N Z



Contrary to common belief, as the cost of production goes down, the quality goes up. Koblenz invests millions each year to reduce costs. Industrial and Process Engineers, Tool Engineers and Designers spend thousands of man hours to simplify and automate production processes. Millions are spent each year on new automatic machinery to improve quality and reduce costs.



# M A N U F A C T U R I N G

## K O B L E N Z



Vertical integration of all manufacturing processes from metal stamping, machining, injection molding and automatic epoxy powder coating to motor manufacturing, allow Koblenz to guarantee its high quality level and be a low cost producer.





# P R O C E S S E S

# E N Z



Year by year manufacturing processes are being converted to automated equipment in the race to reduce costs.



**W** H I T E      **G** O O D S

K O B L

Koblenz manufactures a complete line of compact,  
automatic and semi-automatic washing machines.

It also manufactures gas ranges and wringer washers for Mexico,  
Venezuela and the Caribbean.



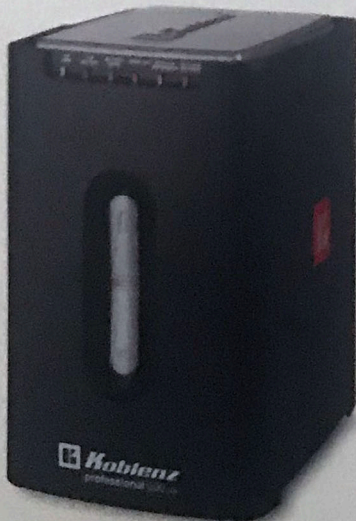


# ELECTRONIC PRODUCTS

voltage regulators  
& uninterruptible power supply

E N Z systems

The Industrial Electronics Division manufactures Battery Backups (UPS) and Voltage Regulators for computers, electronic products and refrigeration equipment. Koblenz has more than 40 years of experience in regulating wide voltage variations.





# INDUSTRIAL CLEANING EQUIPMENT

Heavy Duty Floor Machines, High Speed Burnishers, Wet / Dry Vacuum Cleaners and Upright Vacuum Cleaners are manufactured by the Industrial Products Division. Many new industrial cleaning products are under development.



# K O B L



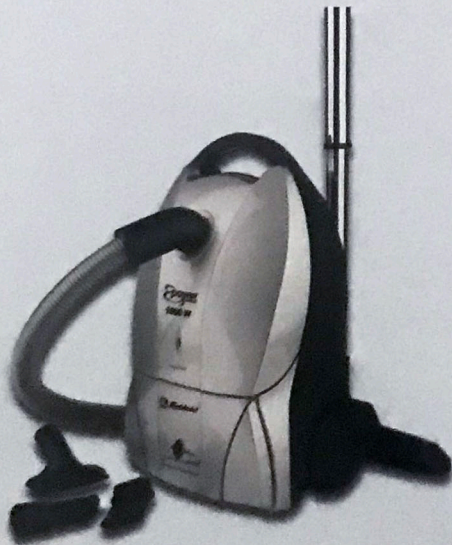


# D O M E S T I C V A C U U M    C L E A N E R S

s h a m p o o / p o l i s h e r s

The domestic floor care division manufactures a wide range of vacuum cleaners and floor machines developed to solve *real* consumer needs. Product success is driven by market research and extensive advertising campaigns.

# E N Z







Our Company has grown over the years based on the integrity and quality of our people.

As a company, we have always tried to provide reliability in our products and in the way we do business.

*Nuestra Compañía ha crecido a través de los años con base en la integridad y en la calidad de nuestra gente. Como empresa, siempre hemos procurado brindar confiabilidad en nuestros productos y en la forma de hacer negocios.*

Unser Unternehmen ist Dank der Integrität und der Qualität unserer Mitarbeiter und Mitarbeiterinnen während Jahren gewachsen. Als Unternehmen waren wir immer besorgt, mit zuverlässigen Produkten und der sorgfältigen Art, wie wir Geschäfte abwickeln, Vertrauen zu schaffen.

*Notre entreprise s' est développée pendant des années grace à l' intégrité et la qualité de nos employés. Comme entreprise nous avons toujours su inspirer confiance par la qualité de nos produits et notre façon de faire les affaires.*

Thorne Electric Company, P.O. Box 18363 San Antonio, Tx. 78218-0363

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