



"We measure and control it"

The GHM GROUP has stood for precision measuring and control technology since 1963. Our customers enjoy the expertise and experience of a corporate group that has been cautiously built from smaller, very successful measuring technology manufacturers from Germany and northern Italy. As a medium-sized corporate group, we unite a depth of added value and knowledge based on 200 years of combined experience. From development of specialized measuring processes to the complete production of sensors and mechanical key elements to data loggers and firmware and software programming, we build measuring devices that cover a wide range of applications. The emphases of our solution are the growth areas of general machine construction, building technology, measurement data recording and communication, as well as the food production industry, meteorology, and general environmental measuring technology.

With a consistently focused customer orientation, modern company structures, and management that can react to market developments more quickly and with a more customer-oriented approach, we combine the expertise and professionalism of our more than 300 employees with the alertness and flexibility of a highly specialized task force.

As CEO, I personally, and on behalf of all of our employees, stand behind the promise of our corporate group to realize customer wishes quickly, professionally, and individually. After all, our customers' satisfaction is and remains the most important indicator of the quality of our solutions.

GHM GROUP – Specialists by Competence.

Johannes Overhues CEO/Managing Director GHM GROUP and GHM Messtechnik GmbH



Your ideas and requests are our inspiration. Challenge us.



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HONSBERG **Selta** OHM **GREISINGER IMTRON** Martens 1978 1984 1963 1980 1988 Delta OHM, Padova, Italy Honsberg Instruments, Greisinger electronic, Imtron Messtechnik, Martens Elektronik. Remscheid, Germany Market leader in Italy for Regenstauf, Germany Owingen, Germany Hamburg, Germany Manufacturer of durable As a traditional, familythe measurement variable Manufacturer of mea-Supplier of customeroperated company, Hons*light and noise; one of the* and extremely cost effecsurement data recording specific industrial berg is one of the market world's most important tive handheld measuring systems; development electronics and analysis devices, sensors, and leaders in flow measuremanufacturers of highof test stands for the technology; manufacment technology for cooling precision environmental electronics; products are automotive industry and turer of technologically

used in all areas of industry



Our company develops consistently in one direction: towards the future.

The GHM Messtechnik GmbH Group was founded in 2009. However, the history of the traditional brands that are bundled under the umbrella brand goes back much further. In its current formation as the GHM GROUP, the enterprise is still obligated to the shared philosophy of the founders:

Absolute customer orientation, speed, and first-class product quality!

Innovation with method: An increasing number of tasks in terms of the global economy and in technology reach the limits of feasibility and beyond. We meet this challenge with a broad-based enterprise structure. The Centers of Competence under the umbrella of the GHM GROUP cover a wide range of market-specific solutions for all important areas of application with their respective areas of expertise.

lubricant monitoring and

other technical oils

measuring technology;

state-of-the-art calibration

and research laboratories

With the GHM GROUP our customers benefit from over 200 years of combined experience. With this expertise, our engineers at the various "Centers of Competence" are quickly and flexibly in a position to develop solutions that meet the specific requirements of our customers and are in-line with market demand.

energy measurement

technology with planned

preventative maintenance

high-quality measurement

technology, also for the

international market

It is an advantage of our enterprise, which is unrivalled.

1994 2010 2015 2016 1993 2009 2011 2017 Subsidiary in CZ -Subsidiary in NL – **GHM GROUP** Founding of Integration of Founding of GHM Integration of Founding of Greisinger s.r.o. Honsberg BV **GHM Messtechnik** Imtron in Måleteknik ApS in Delta OHM in the GHM Messtechnik umbrella brand, SA (Pty) Ltd founding of GHM Group with the group Denmark group the companies South Africa Do Brasil, GHM France, and Greisinger, Honsberg, and GHM India Martens €38 MILLION **WORLDWIDE LOCATIONS** IN SALES PER YEAR > 300 HIGHLY QUALIFIED AND **AMBITIOUS EMPLOYEES** HIGH-QUALITY DEVICE TYPES

Dynamics start as an approach to doing business. We dot the i's and cross the t's for you.

Our companies have coined the term "agile management". After all, customers can only expect expedience, quality, and diligence with a very well-coordinated and closely collaborating management team.

For more than 54 years the brands of the GHM GROUP have stood for excellence in measurement and control technology. The corporate concept, which has written its success story since the founding of Honsberg in 1963, is the basis of more than 35 000 satisfied customers. The focus of our work was never based solely on the technical expertise of our company, rather a cooperative approach to solving customer-specific requirements. With intensive and continuous market monitoring and close contact with customers, our employees in the development markets have developed an intuition for market trends upon

which our customers can always rely in order to overcome challenges. Flat and effective structures in combination with agile management make it possible for us to react to market requirements for our customers within the shortest time. Standardized and optimized methods assure high process reliability. Certified processes and strong synergy effects from our development locations guarantee our customers tailored solutions with unique expediency. With this flexibility, we make it possible for our customers to react immediately to enquiries and market events and to stabilize and expand their market position.





Values that produce exact measurements.

The quality of a product can only be measured by how well it solves the task for which it is used.

When standard products cannot fulfill the requirements, we develop tailor-made solutions.

After all, individual service is standard with us.

We have the claim of offering our customers solutions that are appropriate for their applications with first-class products. For this purpose, we tip the scales with our combined competence from over 200 years of company experience in the development and production of our products.

We deliver tailor-made solutions for industry and production at a unique speed with state-of-the-art 3-D-CAD systems and innovative FEM methods. Methodical market analysis, close customer contact, and a deep understanding of the market situation are the most important components that we apply to the development of our products. Together with maximum process reliability via DIN-ISO certifications and strong adherence to internal GHM standards and quality assurance processes, we developed technologically sophisticated, reliable, and economically efficient components upon which our customers can build.

For this reason, more than 35 000 satisfied customers have relied on our services.



"A focus on customer benefit without losing sight of the market is my most important day-to-day task."

Stefan Langer | Head of Marketing, Markets, and Products



"In the age of the smart factory and the internet of Things, short development times for customer projects are a top priority for me."

Detlef Ludwig | Head of Research and Development



"I see myself as an entrepreneur within the company. That is why I always focus on the improvement of the value creation chain in our customers' interest."

Jan Adler | Head of Production, Purchasing, and Logistics



"ISO 9001 certification is now a matter of course. It is my responsibility to ensure that we exceed those standards on a daily basis."

Karl-Heinz Pfister | Operational Excellence Manager



























Oriented towards worldwide standards

Quality that is expressed in precise figures.

Trust is good, control is better: The strictest and most well-renowned testing institutes stand behind our measurement precision of our products as supervisory authorities.

A measurement of the representation of a physical result in figures. In the process, our customers rely on the measuring methods of the GHM GROUP, because our devices offer maximum precision with high affordability. We achieve this primarily through methodical development of our testing processes in combination with the highly

specialized technical expertise of our personnel. The high quality standards of our products are also confirmed by certifications from recognized supervisory authorities. The result of our work is evident in reliable measurement data and problem-free continuous use. Our measuring devices are used when results matter.





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GHMGROUP > **TOTAL QUALITY SYSTEM**

Traditional methods

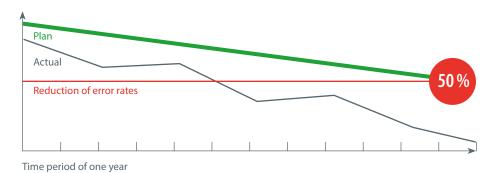


Duration of the production process

GHM GROUP methodology



Continuous improvement process



Quality

While quality monitoring is at the end of the production process in traditional production, the GHM GROUP integrates a continuous quality assurance process into so-called cell production. As a result, error rates and rejects in production can be reduced drastically.

Customer benefit:

- In combination with the standards certified in accordance with ISO 9001, customers benefit from guaranteed product quality that sets standards within the sector.
- Based on the cell production (GHM Efficiency System), quality in the production process is assured, which eliminates any further delay.

Example:

The planned reduction of the error rates by 50% at the Honsberg location was exceeded with the conversion to cell production.



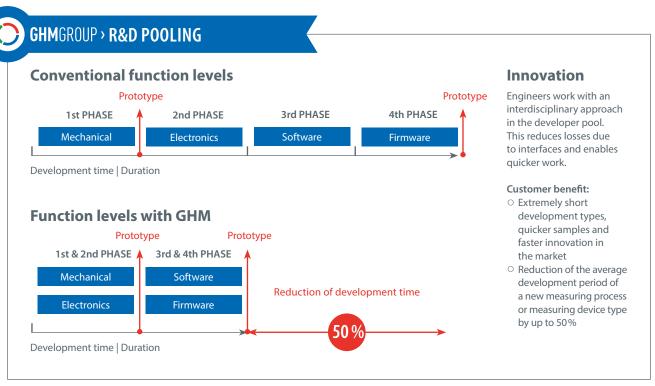
AUGE: GHM GROUP quality assurance process German abbreviation of Investigate Deviations and Initiate Countermeasures

"Our customers benefit greatly from the GHM GROUP methodology, because our products combine two different measuring parameters:

maximum precision and high efficiency."

Dr. Hans Müller | Honsberg Location Manager, Member of Management







The GHM GROUP combines a dynamic approach with high performance.

Enterprisers must undertake something. Standardizations for the environment and building in the course of urbanization drive manufacturers of the widest variety of products and applications for the complex control and connectivity of processes in Industry 4.0 and the challenges of globalization. On the one hand, this requires the highest measure of flexibility for individual markets from companies, while the scalability satisfies worldwide uniform quality standards for the international market.

With these particular challenges in mind, the GHM GROUP assists your customers with the know-how and commitment of our five development locations. Our homogeneous

organizational structure provides all necessary resources for the development of innovative, market-conforming solutions and combines them as necessary for tailor-made, flexible product groups in order to be able to react to customer requirements quickly and flexibly. With purposeful activation of these synergy effects, we reduce development times and can master our customers' challenges quickly and individually.

Together with a strongly established worldwide sales network and high-quality consultation, we provide our customers with the most effective arguments to position themselves strongly in the global competition.



"Our developers work within a network of our five Centers of Competence. About 60% of their time is invested in customer-specific solutions and only 30% is invested in standardized processes.

Moreover, we keep about 10% of our development capacity free in order to be able to provide the appropriate resources as necessary."

Detlef Ludwig | Head of Research and Development

Our methodically well-founded val

GHMGROUP > **EFFICIENCY SYSTEM** One-piece flow (cell production) part Start of assembly Assembly Soldering **Testing** Packaging Reduction of processing time **Example of a conventional process** Assembly Soldering Final assembly Testing Shipment Time in minutes **Efficiency** About 70% of our products are produced in special, u-shaped cells in a one-piece flow. With an additional employee, production output can be doubled. **Customer benefit:** $\, \circ \,$ Low manufacturing costs with cell production even with small part quantities O Based on platforms proven over decades of use, which are still adaptable O High-quality measurement and regulation technology at a low price

"About 50% of our products within the group and based on turnover are produced in our special GHM GROUP cells. At Honsberg it is as much as 70%."

Dr. Hans Müller | Honsberg Location Manager

"With the successful, consistent conversion to 'pull', the customer is clearly in focus – and not just on paper."

Karl-Heinz Pfister | Operational Excellence Manager



Normal push systems

Disadvantages include

- O Use of a forecast
- Large quantities
- Concealed problems
- Waste
- Approximation



GHM GROUP - pull system

Advantages are

- Production with firm enquiries
 - Exposed possibilities
 - Minimal waste
 - Current use
 - Local responsibility
 - Good communication
 - Precision

Flexibility

"Pull" consistently places customers in the forefront without compromise. Extra requests are our specialty.

Customer benefit:

- Despite high diversity, every order can be processed quickly and reliably, wherein the production duration is reduced significantly.
- Small or large part quantities can be delivered extremely efficiently and, of course, are available with calibration certification.



ue proposition in facts and figures.



GHMGROUP > SERVICES

Service culture

- Management
- Communication
- O Goals
- Continued development

Processing of claims and complaints

- Acceptance
- Processing
- Controlling
- Improvement



Service reliability

- Standards
- Processes
- Boundary factors
- O Partners and suppliers

Qualification of employees

- Recruiting
- Training and continuous education
- Evaluation
- Controlling

Services

Technical advice, support with commissioning, calibration services, or even state-of-the-art logistics concepts

Customer benefit:

- Wide range of services (consultation, sampling, test installation, commissioning, calibration, certification, training, etc.)
- Extremely short development types, quicker samples, and faster innovation in the market

"Thanks to our production method, we can produce and ship our products within a day, if necessary."

Roland Bäuml | Greisinger Location Manager



GHMGROUP > **GUARANTEED**

Safety

Guaranteed safety! Our companies have been successful in the market for more than 200 years and have a diverse selection of safety-relevant certifications.



Customer benefit:

 Tested and guaranteed safety with warranty periods of 12 or 24 months, which can be extended optionally





Reduction of up to 80%



Customer-specific products (Adaptation after agreement)



Systems (weather stations, METEO systems)



Time in weeks

Speed

Standard cell components can be supplied within 2 workdays if necessary. Customer-specific products are supplied up to 50% faster.

Customer benefit:

- Despite higher diversity, each order is processed quickly (production duration is reduced)
- O Quick market introduction and reaction capability

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GHMGROUP > COMPETENCE

Know-how

 $\label{lem:combined} \mbox{Combined expertise based on the verticality of the Centers of Competence}$

Customer benefit:

 The GHM GROUP is one of the largest global manufacturers for independent technology partners and provides assistance in finding individual solutions







Development Technology Product management

500 300 250

Man-years of experience in the areas



"Our new shipment software is implemented quickly beyond national boundaries in order to adhere to time limits."

Thomas Stumpe | Head of Sales for Germany & Austria



"You have to speak the same language as the customer when it comes to matters of measurement technology.

Business English doesn't cut it. It has to be in the national language."

Mina Kamal Export Team Leader

Our service consultation is one thing above all else: appealing.

With more than 40 customer consultants in Germany, a dedicated export team, and a presence in nine countries, you are always well advised.

The more complex the task, the more important the personal meeting. With our sales team, you always have an audience for your concerns. Regardless of whether it involves a small question for a technical specification or a complex topic with official context – you can count on us when it matters. We have a strong sales team on location and in the local subsidiaries. From there, we monitor and analyze national and market-specific developments locally

and record trends and changing requirements directly and give your business a new impulse.

Reliability and quality in consultation are as important to us as quick and punctual handling of your enquiries. We measure ourselves based on the technical quality of our products and, first and foremost, on the commercial success of our customers.



"We establish our own companies in key markets in order to also offer our customers the same first-class service that they can expect in Germany."

Johannes Overhues | CEO/Managing Director GHM GROUP and GHM Messtechnik GmbH





Asia and India

- Subsidiary in MumbaiNumerous certified partners



Europe

- 12 locations, including sales centers
- 5 production locations and specialized sales locations



Americas

- Subsidiary in São PauloQualified partners



Africa

- Subsidiary in JohannesburgReliable partners





Measurement data made obvious.

Greisinger devotes a great deal of effort to compact designs.

The specialist for handheld devices combines technology and measurement precision in products with substance.

As a Center of Competence for temperature sensors and handheld measuring devices as well as indicators and regulators, the Greisinger location in Regenstauf bundles the extensive know-how of experienced specialists under one roof. Current market trends are tracked here and taken into account in the development of new technologies.

In this regard, our traditional enterprise can build on more than 35 years of experience. Our first products – at that time the first temperature sensor for monitoring haystacks – precisely met the requirements of the market and formed the basis of our subsequent success. In the meantime, our product portfolio has been significantly extended: In addition to numerous measuring transducers, as well as indicators and the associated sensors, first and foremost we develop and produce high-quality handheld measuring devices.

Originally developed for the harshest and roughest conditions of our industrial customers, we have, however, also made our devices available to a broad clientele via the retail trade. Over one hundred thousand devices delivered yearly and thousands of satisfied customers are our motivation to build ever-better measuring devices.

In our manufacturing and quality control we ensure that all machines and equipment are always state of the art. As part of the GHM GROUP, we participate in the continuous improvement measures to further optimize our processes and procedures. Thus, in the future we will also be capable of offering outstanding "Made in Germany" product quality at competitive prices.



Fields of expertise

- Compact, robust, and powerful handheld measurement technology "Made in Germany"
- O Wide product range for a wide variety of measured values
- O Application-oriented special measuring devices
- Private-label products for customer-specific individualization
- On customer request, factory calibration in our in-house calibration laboratory

Temperature

- Tailor-made sensor designs from our state-of-the-art in-house sensor manufacturing organization
- $\, \circ \,$ Price-conscious displays and regulators
- O Handheld devices and sensors with high system accuracy
- Quick measuring systems based on thermocouples and Pt100/Pt1000 elements
- O EASYBus system for simple network
- O Temperature sensors for hygienic applications
- Solutions for hazardous areas (ATEX)

"For more than thirty years, quality measuring devices from Greisinger have effectively met the needs of demanding customers. A mature measuring technology must also be accompanied by the ability to respond sensitively to the market."



Roland Bäuml Greisinger Location Manager, Member of Management



A location as a standard for quality.

Innovative ideas flow into production in the Honsberg Center of Competence.

Our specialists develop measuring technology for the monitoring of flow rate, pressure, level, and temperature to ensure that all processes are maintained within the production process.

Our Honsberg Center of Competence at the Remscheid location has stood for quality products in the area of measuring and monitoring technology since 1963. The implementation area of our products includes the measuring and monitoring of flow as well as the level, pressure, and temperature. Thus, we convince the market of the advantages of our technology in many industries and applications: From wastewater treatment plants to diesel engines, Steel processing facilities, compressors, and construction machines to machine tools, paper and print machines, and cooling systems, customers rely on our quality products. To satisfy the broad range of requirements of a technically demanding market, in our own Research

and Development department we develop customized solutions for specific applications of our customers. We manufacture all metrology products ourselves, in accordance with the highest quality standards, and in our own production facility in Remscheid. There are good reasons why high-quality workmanship, the best materials, and constant high measuring accuracy are among the virtues of our measuring devices, resulting in durability and robustness even in an aggressive environment. It is precisely against the harsh conditions on-site that our quality instruments must be measured. After all, this is what we have developed, manufactured, and tested them for.



Fields of expertise

- Technology "Made in Germany" and tried and tested for decades by millions of customers in the marketplace
- Used worldwide in a variety of machine construction applications
- O Precise and robust, even with the hardest usage conditions
- O ATEX certification in accordance with 2014/34/EU
- Modern cell production guarantees short delivery times with high and low unit quantities

Flow

- Minimum pressure losses thanks to designs that are tailored to each application
- Exceptional versatility thanks to extra-wide dynamic viscosity range
- Supplier focus with a wide product range with different measuring principles
- Patented, unique diaphragm measuring principle with high flow rates at minimum pressure loss
- Special-purpose solutions for high temperature and pressure ranges, high flow rates, narrow switching ranges, and demanding installation situations

"We consider precise measuring technology an obligation. We consider the individualization of our product solutions a pleasure."



Dr. Hans Müller Honsberg Location Manager, Member of Management



Shorten processes with measurement, control, and regulation.

Sensors are the sensory organs of industrial production. These senses are sharpened at Martens.

The GHM GROUP develops its special feel for measurement precision and the inclusion of customer-specific requests.

When the task at hand is the measuring, controlling, and regulating of processes, we provide you with precisely the suitable technology. At our plant in Barsbüttel, near Hamburg, we at Martens develop and produce robust and reliable components for the demanding process and industrial technology. In this regard, the seal of quality "Made in Germany" not only characterizes the quality of our technical solutions, it equally stands for the innovative strength of the enterprise. There is good reason why the delivery and manufacturing program ranges from digital indicators, to measuring transducers and evaluating devices, and extends to sensors – the entire spectrum of modern analysis and industrial measuring technology.

We satisfy customer-specific requirements with especially adapted devices. The resulting versatility of our products is reflected in a broad range of applications: From building technology to plant engineering, to the food and pharmaceutical industry, our products measure, control, and regulate countless technical processes. Virtually any physical variable can be measured, recorded, and evaluated. And one significant variable can be materially felt: the quality. We consider care to be the most important additional material, of which our products are manufactured.



Fields of expertise

- Industrial measuring and automation technology proven millions of times over
- Standardized and certified products in accordance with SIL, ATEX, EN 14597
- Customer-specific versions quickly available in low quantities

Analysis measurement technology

- Decades of experience in conductivity and pH-value measurement
- O 2-pin and 4-pin measuring cells for numerous applications
- Applicable for pure water, wastewater, and aggressive chemicals
- On-site transducers or switch cabinet designs

Safety-related assemblies

- Temperature and safety-temperature-related limiters according to EN 14597 for monitoring of thermal processor systems
- $\, \circ \,$ Safety-temperature limiter with SIL 2 and ATEX approval
- Wide range of limit-value switches with SIL 2 and ATEX certification

"The only measurement that a human being can execute on his own is simple counting.

For everything else he needs technical aids.

And for more complex topics, gladly also a discussion with our Technology department."



Michael Wulf Martens Location Manager, Member of Management



Stationary, mobile, and automotive measuring systems.

When quality is on the test stand, Imtron is the partner of choice.

The specialists for stationary and mobile testing procedures assure that the power and automotive industries remain in motion with components and systems.

As a manufacturer of metrological components for industrial applications, Imtron stands out as one of the most well-known providers in the market. We manufacture systems for the processing and acquisition of physical parameters. Regardless of whether these are metrological parameters, such as pressure, temperature, and distance, or angles, current, or torque – with precision and reliability our metrological components and system solutions have made their way to the top echelons of German and international technology enterprises.

Not least, implementation by customers, such as ABB, Astrium, Daimler, or the ESA, the Schaeffler Group, and the VW Group confirms the outstanding quality and reliability of our solutions. Our hardware and software provide important data and facts concerning all measured parameters, in stationary test stands of the automotive industry, and in mobile applications for test runs and test flights. And they provide important data for power management with seamless monitoring for solar power plants and wind farms. In the final analysis Imtron is committed with all its energy to metrological excellence on-site at our customers' facilities.



Fields of expertise

- O Quick and high-precision isolating amplifiers
- O Long-term experience in measurement data recording
- Modular system technology for individual adaptation to the application
- Modern network technology for integration into Industry 4.0 concepts
- Precise, low-noise, and universal signal conditioning for a wide variety of sensors
- Analogue and digital signal filtering for interference suppression
- O Galvanic isolation for avoidance of measurement problems
- Quick digital data acquisition
- O Development of customer-specific solutions

"TSA module" isolating amplifiers

- High-precision isolation amplifiers for suppression of interference and prevention of earth loops
- Pre-configured modules ensure quicker commissioning with reduced programming work
- Galvanic isolation of power and signal electronics provides protection of downstream electronics

"Precision and high sampling rates have already become the normal day-to-day routine in the field of test stand engineering. Consequently, we also add optimal adaptation to the customer application."



Markus Kleemann Imtron Location Manager, Member of Management



Green measuring technology.

The man is the measure. In no area is this more evident than in environmental measuring technology.

Delta OHM is the specialist within the GHM GROUP for this purpose.

Delta OHM develops devices with an emphasis on people and nature.

In no other area can the collected data take on such grave importance as in the field of environmental measuring technology. Consequently, our Delta OHM specialists at our site in Padova, near Venice, dedicate themselves to driving the development of sustainable metrological components forward every day with a top-quality product portfolio, and above all, with the appropriate scientific expertise. The entire spectrum extends from individual measuring devices for acquisition and evaluation of light, acoustics, and vibration to completely equipped climate stations and environmental stations. However, precision devices for measuring air quality and air speed, as well as multifunction measuring devices for microclimate, environmental, and water analysis, are also offered in the product range.

With this core competence, Delta OHM has earned an outstanding international reputation in the area of the development and production of electronic measuring devices. It is no coincidence that state-of-the-art accredited calibration laboratories (ILAC-MRA, ISO 17025) are on-site for measuring temperature, moisture, and pressure, but also for air speed, photometry, radiometry, and acoustics.

This special scientific sensitivity for the environment is the nature of the enterprise.



Inspired by the environment

 Delta OHM develops and produces devices for measuring temperature, moisture, pressure, air speed, light, sound and vibration, CO – CO₂, air quality, as well as multifunction measuring devices – data loggers for WBGT microclimate analysis, environmental and water analysis.

Safe, precise, and stable instruments

 The ACCREDIA LAT N°. 124 calibration laboratory of Delta OHM is metrologically accredited for the following physical quantities: temperature, moisture, pressure, air speed, photometry, radiometry, and acoustics.

High-tech for the best services

 6 laboratories with state-of-the-art equipment in a fully climate-controlled environment and two high-precision wind tunnels (45 m/sec and 60 m/sec) are the basis of maximum, reproducible, and durable measuring technology. "Our precision measuring technology puts its capability to the test every day in perhaps the most demanding and sensitive surroundings in the world: the environment."



Michaela Zavan Delta OHM Location Manager



Headquarter

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...and more than 100 qualified distributors!

