





YOU CHALLENGE US TO ACHIEVE.  
THANK YOU FOR 50 YEARS OF TRUST!



## WELCOME TO WESTFALIA

TRADITION  
INNOVATION  
LOGISTICS. MADE IN GERMANY



Andreas Gartemann,  
CEO/Executive Partner

For half a century now we have progressed along the automation road – together with you, our customers and business partners. Thank you for placing your trust in us! As we tackle the issues of the future, we continue to provide efficiency, flexible value added chains and ecological sustainability.

Automation of storage and distribution processes, and also of parking garages, reduces CO<sub>2</sub> emissions, energy consumption, and soil sealing. Satellite® storage systems combine high capacity and complex logistics processes in a small space – sustainably and economically. Constant availability of raw materials, semi-finished and finished products, with no set-up times or delays, is one of the strengths of our storage systems. It is how we safeguard investments and make production reliable.

Placing our customers and business partners firmly at the core of our values, we shape Industry 4.0 with the knowledge, technology, and networks we have gained over five decades. We have compelling answers to logistical questions across different industries. These answers are the result of good cooperation and constructive, reciprocal talks – now and in future. We look forward to creating future projects together with you.



Foundation of Westfalia WFT Fördertechnik

**1971**

Westfalia implements the first fully automated storage system for the Herforder Brauerei brewery

**1979**

Satellite® storage system revolutionizes warehouse logistics

**1983**



Westfalia relocates to its new facility in the industrial park

**1984**

The test stand for storage and retrieval machines is put in service

**1988**



Foundation of Westfalia Technologies, Inc. in York, USA

**1992**

Foundation of Westfalia Logistics Solutions Switzerland AG in Balsthal, Switzerland

**1994**



The Car Park Automation® business is established

**2001**

Westfalia is on course to expand and builds a modern office complex



**2003**

Westfalia launches the Warehouse Execution System Savanna.NET®

**2005**

A new generation takes over management; Westfalia is integrated into the WORTMANN group

**2010**

Westfalia completes the world's second largest automated multi-storey car park in Dubai



**2014**

**2019**

Westfalia Terra Automation is founded in Bremen, providing us with our own control system capability

**2023**

We relocate to our new site, Am Teuto 1, in the Versmold/Borgholzhausen industrial park

OUR

**HISTORY**

WITH AN OUTLOOK

We unite machine and plant engineering, software & IT, and services. Our complex automated logistics systems are based on expertise and good communication. Our people are our major asset, every day helping customers find solutions for excellent, reliable storage systems.

**>1.000**  
**AS/RS**

are in use every day all over the world

**50**  
**years**

as your intralogistics specialist

**7**  
**facilities**

in Europe are available to you 24/7

**400**  
**employees**

worldwide are working for you every day

**20**  
**countries**  
have Westfalia logistics systems



**>500**  
**customers**  
place their trust in our know-how

**90 M. €**  
**annual turnover**  
in 2020 (internationally)

**15**  
**years**

with Savanna.NET® controlling  
our logistics systems

A STRONG TEAM IS THE

**FOUNDATION**

FOR SHARED SUCCESS

POWERFUL  
SOLUTIONS  
FOR STABLE SUPPLY CHAINS

Supply chains are becoming ever more complex. Strengthening and optimizing them from start to finish, from goods production and raw materials processing to sales, depends on perfect interaction between the warehousing, buffer zones, order picking zones, loading and unloading zones – and on controlling them all intelligently. Automating intralogistics enhances safety, productivity, efficiency, flexibility, and reliability along the entire value chain.

To achieve a smooth, continuous production process, it is absolutely vital to have tailor-made and seamlessly integrated storage systems for raw materials and for semi-finished and finished products. The route the goods take, from the raw materials supplier to the end customer, has to adapt to fast-changing markets, variable conditions and fluctuations in consumption. Often, this is a question of intralogistics options.





## SUPPLY CHAIN AUTOMATION

Special strategies increase flexibility and release dynamic capacities. Shorter routes and clearly structured processes save time, relieve the burden on staff, and enhance efficiency. Bundled and automated warehouse logistics maximize the reliability and speed of processes. Intelligent intermediate storage minimizes expensive set-up times and avoids down-time.

Our IT and control skills allow the entire supply chain to be automated – from warehousing zones to multi-deep Satellite® storage systems, from buffer zones for production lines to order picking and shipping zones. Intelligent control of warehouse management and material flow and control of machines and plants that can meet any temperature requirements allow our customers to concentrate their intralogistics to achieve faster, more comprehensive and more precise production.

POWERFUL  
TAILORED  
FUTURE-PROOF



WE DEVELOP OUR STORAGE SYSTEMS DOWN TO THE LAST DETAIL FOR OUR CUSTOMERS.



## MECHANICAL AND PLANT ENGINEERING

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Warehouse logistics being more dynamic than ever, our automated storage systems can give businesses greater momentum. As our customers are striving to stay on top of technological change and keep pace with market developments, they urgently need advanced, automated high-bay warehouses that are both future-ready and scalable at any time.

We can meet that challenge by combining traditional engineering with high-tech. Mechanical and plant engineering have been our core competences since 1971. Each and every challenge demands a different answer – we have that answer. We can help numerous industries to rethink their intralogistics.

We plan and build automated storage systems for different products, load carriers, and temperature zones, whether installed inside buildings or as self-supporting warehouses. With our Satellite® and telescopic forks key technologies, we are specialists for single-deep and double-deep warehousing as well as for compact warehousing for multi-deep storage.

Our customers can easily interlink their raw materials, semi-finished and finished goods warehousing with their production process, thus saving on real estate investments by fully utilizing their production halls and gearing them up for growth. They can combine and adjust their material flow to save time and costs. They can fill their orders more precisely and quickly – and save energy in the process. And they can continually adapt both the machine and the software sides of their warehouse to new situations. Relying on decades-long experience gained from implementing hundreds of fully automated storage systems, our customers can deliver spot-on services – just as we do.



STORAGE SYSTEMS  
CONVEYOR SYSTEMS  
ORDER PICKING SYSTEMS

WE CAN EQUIP YOU FOR  
**SUCCESS**  
AND AMBITIOUS GOALS

While storage and retrieval machines and conveyor systems create dynamics, high-bay warehouses up to 40 meters high provide the capacity needed for automated storage systems. These steel structures are particularly robust and long-lived. The rack positions are designed to accommodate numerous load carriers, such as euro pallets and industry pallets, but also items such as long goods, coils, containers, and rolls of paper or film. Special technologies made by Westfalia also allow storage of pallet-free goods, such as corrugated cardboard.

We carry out the assembly of high-bay warehouses, whether integrated into existing buildings or self-supporting high-bay warehouses. Our reliable teams of skilled fitters assemble warehouse facilities of all kinds, quickly and safely. They dismantle old racks, either to replace them or to reassemble them at a different location within the storage system. They keep existing racks in working order and replace damaged components whenever necessary. Here too, reliability is our strength.





## EXPERTISE FROM A SINGLE SOURCE

RACK ASSEMBLY  
MODERNIZATION  
CONTROL ENGINEERING

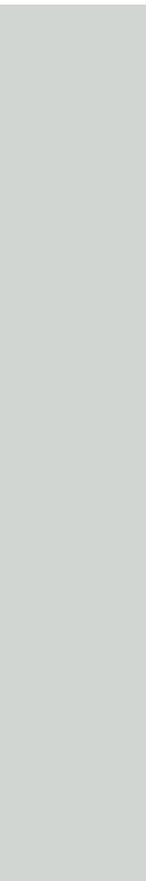
Modernizing an existing system is a strategic decision. It safeguards your investments in the long term and helps your intralogistics to grow step by step. Reliability and availability are optimized as a result. From replacement equipment to structural redesign, we can help you find the perfect strategy comprising component replacements, retrofits, extensions and conversion. We can help you to run your automated conveyor and storage systems reliably in the long term and to bring your processes, material flow, software, control systems, and mechanical systems up-to-date. With our help you can realize your intralogistics potential.

Programmable logic controllers are the connecting element between software and machines. We manufacture PLC control systems ourselves. They are designed, programmed, manufactured, maintained and modernized by Westfalia Terra Automation in Bremen. This means you can obtain all the major components of a powerful automated storage system from a single supplier.

THE CODE FOR EFFICIENCY: OUR  
**SOFTWARE**  
GROWS WITH THE INTRALOGISTICS

An increasing degree of automation makes tough demands on warehouse management and material flow control. Successful on the market for 15 years now, Savanna.NET® is an intelligent Warehouse Execution System (WES) that combines a Warehouse Management System (WMS) with the Warehouse Control System (WCS) of the automated equipment. The scalable application can be integrated into all common virtual environments, and ERP and PLC systems. Based on Terra products and services of WORTMANN AG, we create the necessary IT infrastructure with backup solutions, connection to a cloud, or high-availability servers.

We continuously ensure high functionality of each system through certification and close relationships with software partners. Our IT specialists are personally available around the clock throughout your system's entire life cycle. With our expertise and understanding of your needs, we can offer highest system stability, flexibility, and longevity – for manual block storage as well as for highly complex, fully automated logistics systems.





## LOGISTICS SOFTWARE & IT HARDWARE

WAREHOUSE MANAGEMENT  
MATERIAL FLOW CONTROL  
ORDER PICKING

Many companies use Savanna.NET® to optimize their processes, intelligently reorganizing their warehouse to create free logistics channels – and get maximum benefit from their storage capacity. They improve their inventory accuracy, manage warehouse inventory with pin-point precision, and relieve the burden on warehouse personnel. They meet their orders precisely and without error, avoid expensive unused inventory, additional orders, and returns, and enhance flexibility, transparency, quality and customer satisfaction. Our software developers use Savanna.NET® CrossClient to integrate modern handhelds into decentralized storage system control. This means that complex business processes can be mapped to a variety of mobile devices and operating systems such as Android and iOS, and scanners for barcodes, QR codes, or NFC chips can be seamlessly integrated into the overall Warehouse Execution System. Erroneous entries are substantially reduced. We define the basic conditions for the IT peripherals, equip them with tried and tested hardware from well-known vendors, and create the interfaces to components such as scanners, workstations and label printers.





## A PASSION FOR SERVICE

FAIR ADVICE  
FAST RESPONSE TIME  
QUALIFIED SERVICE

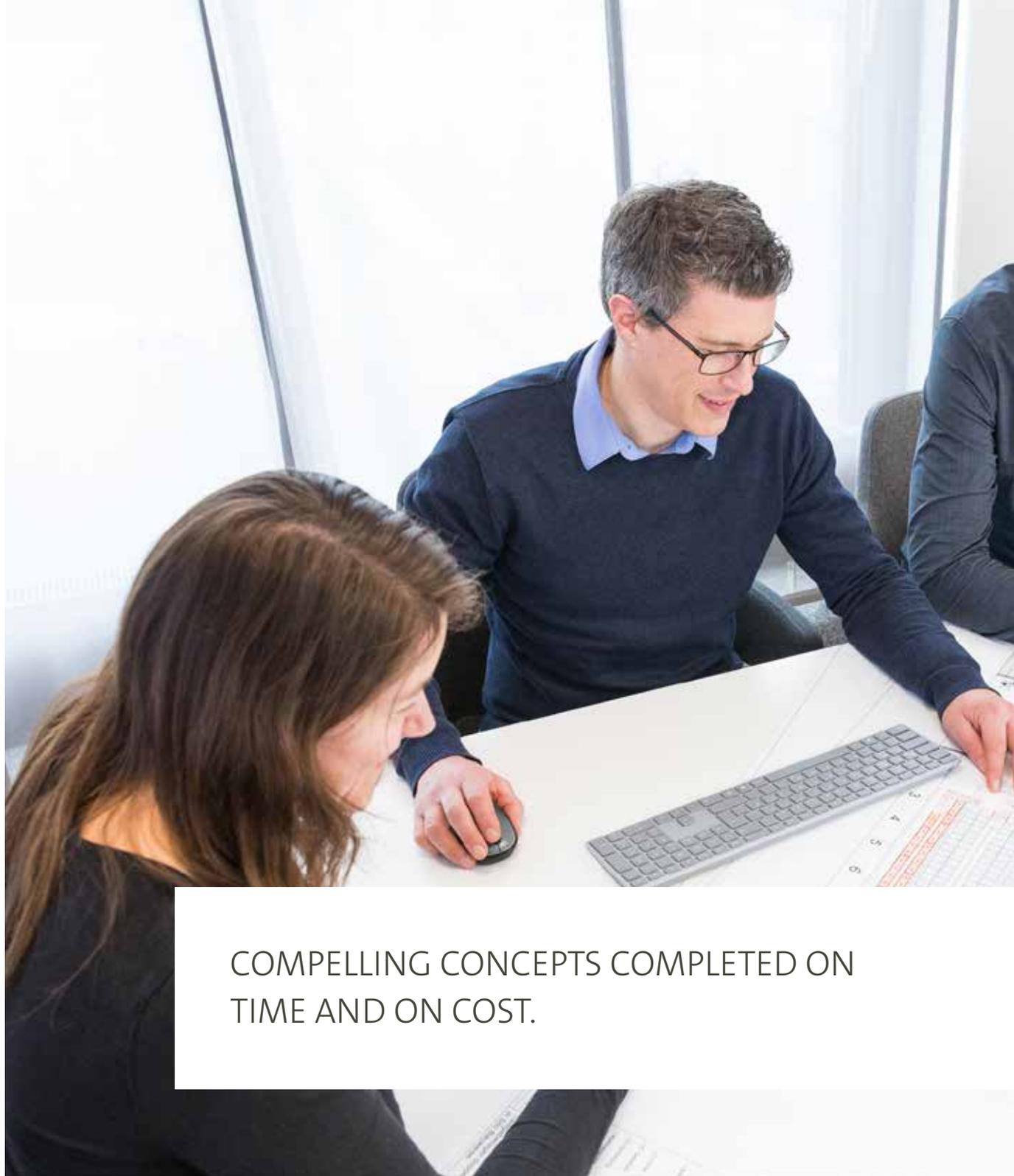
We stand firmly by our customers as a strategic intralogistics partner. As a general contractor with sustainable, personal and consistent services, we ensure that the equipment – as well as our relationship with our customers – have a very long life cycle. From the very start, we create the optimum conditions to achieve this aim.

Each project is preceded by an intensive analysis. Partnering with our customers, we develop the solutions that provide the best possible success and the highest possible investment protection – fairly, economically, and transparently.

Once we have all the information we need, we will explain in detail the intralogistics options available to the customer, as well as which warehouse layout and which measures will really benefit them. We show the realistic costs for the planned project and never hide the true cost behind too-tight competitive prices.

Our concepts aim to provide genuine benefits for long-term successes and business relationships. We make sure our qualities are a perfect match for each customer and offer solutions that we really feel are what the customer needs.

Westfalia is reliability. A practiced team of dedicated service technicians, engineers, and project managers, with well thought-out maintenance plans and a speedy supply of spare parts, ensures that each and every storage system has an excellent life cycle and the highest possible availability. Whether third-party system or a Westfalia warehouse, whether the plant is brand-new, extended, or modernized: We are faithful to the schedule and to our quality standards.



COMPELLING CONCEPTS COMPLETED ON  
TIME AND ON COST.



## SMART PROJECT MANAGEMENT

Every project has its own special challenges, conditions and deadlines. Our projects aim for the best possible result. Our experienced project managers will put together the ideal team of experts. You, our customer, will be assigned permanent contacts and will get a realistic idea of all the options at all times – plus complete information on the costs.

As a general contractor for new systems and a modernizer for existing plants, we evolve cogent concepts with clear structures, well-founded recommendations, and project planning that is tailor-made for your company. That way, we ensure your investments are safeguarded and your planning is reliable, and give you results that cannot fail to meet your approval.

Through intensive analysis focusing on essential strategies and vital parameters, our experts can find where the “pain points” in your intralogistics are and where you can optimize your production process. We scrutinize your processes in great detail, drawing on our decades of experience in numerous industries. We use two-ways communication to bring our knowledge to you in a personal, open, customer-focused, and expert manner.

Only by working together, based on maximum transparency, can we find solutions that we truly believe in. Solutions which from the beginning ensured our excellent reputation in the SME sector: tailor-made and cost-effective, from the first consultation to the planning stage to on-schedule completion. We are the strong partner at your side, making your intralogistics fit for the future.

TRANSPARENT  
FOCUSED  
CUSTOMER CENTRIC



## CAR PARK AUTOMATION

CONVENIENT  
SUSTAINABLE  
RELIABLE

Mobility in the modern age requires sustainable solutions. We have adapted our proven logistics technologies for handling larger load carriers. In a global team with our US sister company, Westfalia Technologies, Inc., we offer automated parking solutions for widely varying user profiles such as residential buildings, commercial and industrial buildings, and public parking.

Our automated parking systems create parking spaces on 40% less surface area than conventional multi-storey car parks. Users can leave their vehicles in a convenient transfer area. The system will park each vehicle and later retrieve it, safely and accident-free. Automated parking systems also deliver on sustainability: Since no maneuvering, ventilation, or lighting are needed, emissions and energy consumption are both considerably reduced. Their discreet design blends easily into the overall aesthetics, enhancing the quality of living and increasing the available space.

Quality made in Germany pays its way: The City of Copenhagen has been using our systems in 24/7 operation for more than ten years, and with great success. Which means our parking garages are among the most reliable on the market.

[www.westfaliaparking.com](http://www.westfaliaparking.com)

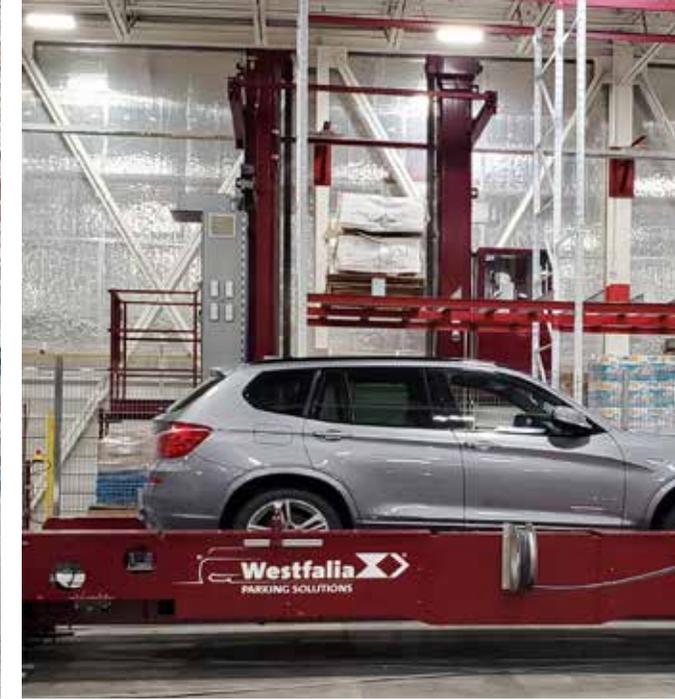


SMART

# PARKING SYSTEMS

FOR THE MOBILITY OF TOMORROW





## WESTFALIA TECHNOLOGIES, INC.

EXPERTISE  
COOPERATION  
INNOVATION

Ever since the foundation of Westfalia Technologies, Inc. in 1992, Westfalia warehousing systems have been making a major impact on the American market. Our sister company, whose headquarters are in York in Pennsylvania, have adapted and further developed the technologies from Borgholzhausen, Germany, to meet the requirements of the American markets. Westfalia Technologies, Inc. is now one of the leading suppliers of automated warehousing. The US company automates and optimizes customers' warehousing processes in a wide variety of industries in North, Central and South America.

The company has now reached a size of 140 employees. With the demand for automated logistics solutions steadily growing, especially in the food, beverage and packaging industries, the facility's development and manufacturing capacities are being continually expanded.



SHARING INNOVATION,  
**SERVING**  
ALL MARKETS

The European and US sister companies are legally completely independent of one another, but cooperate closely both on manufacture and development. Milestones in this global development effort include the use of palletless storage technology for automated parking – first implemented in Philadelphia in 2017 – and the Savanna.NET® warehousing management and material flow software. This state-of-the-art Warehouse Execution System unites the functionalities of Warehouse Management Software and Warehouse Control Software, adapted to meet market requirements on either side of the Atlantic.

As sister companies, we systematically share the experience we gain from projects in Europe and America as well as examples of best practice not just with each other but also with you, our customers. We think globally and outside the beaten track, and that's what produces our joint success.

# FROM EASTERN WESTPHALIA TO THE WORLD

**TERRA WESTFALIA SCANDINAVIA APS**  
1050 København K , Denmark

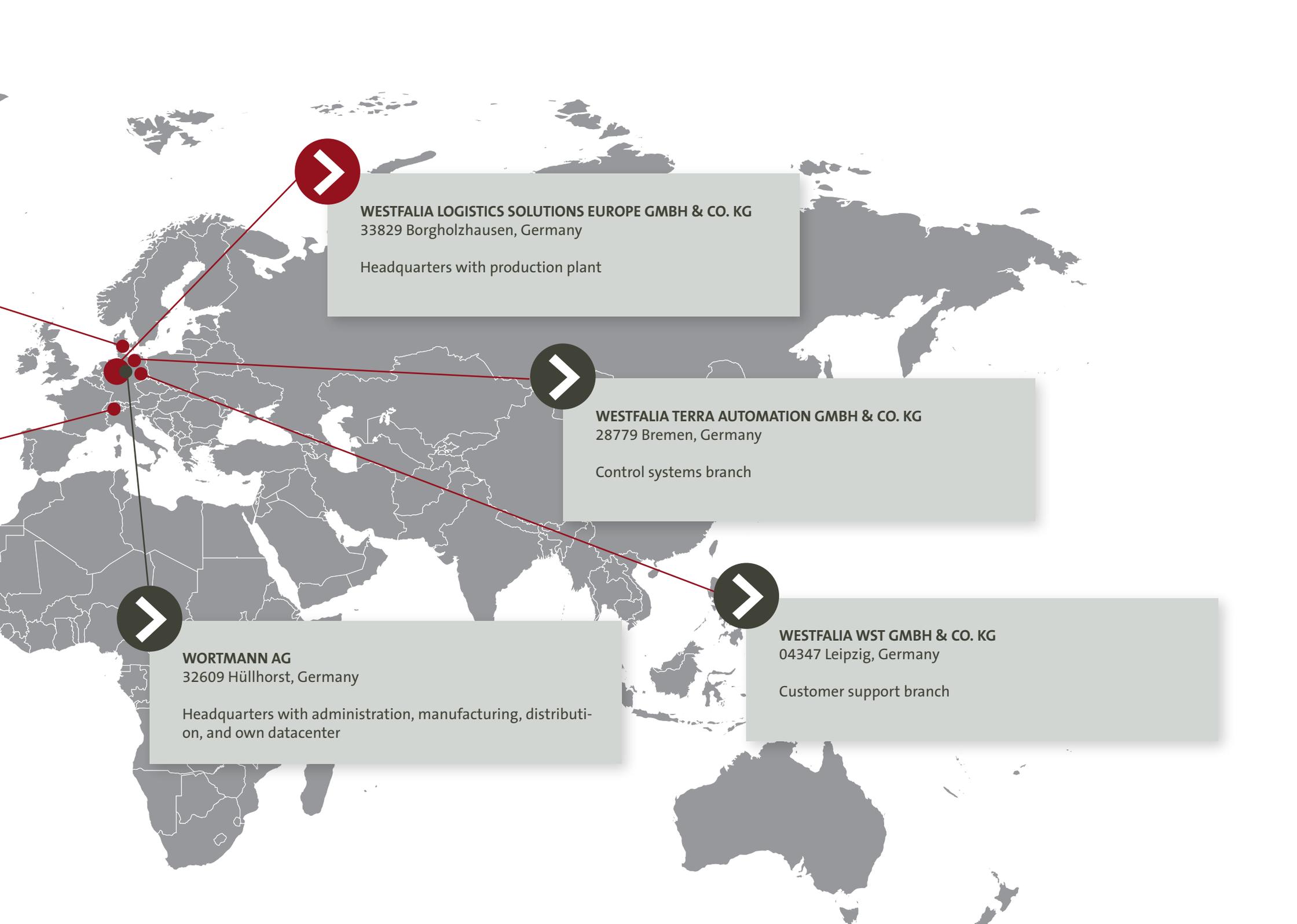
Customer support branch

**WESTFALIA TECHNOLOGIES, INC.**  
York, PA 17406 USA

Headquarters of our sister company

**WESTFALIA LOGISTICS SOLUTIONS SWITZERLAND AG**  
6010 Kriens, Switzerland

Sales and customer support branch



**WESTFALIA LOGISTICS SOLUTIONS EUROPE GMBH & CO. KG**

33829 Borgholzhausen, Germany

Headquarters with production plant



**WESTFALIA TERRA AUTOMATION GMBH & CO. KG**

28779 Bremen, Germany

Control systems branch



**WESTFALIA WST GMBH & CO. KG**

04347 Leipzig, Germany

Customer support branch



**WORTMANN AG**

32609 Hüllhorst, Germany

Headquarters with administration, manufacturing, distribution, and own datacenter

**terra** 

**WORTMANN AG**  
IT. MADE IN GERMANY.

## A STRONG FAMILY

Westfalia is a part of the WORTMANN Group – a family-owned company in the Eastern Westphalia region with a long tradition. WORTMANN Group was founded by Siegbert Wortmann in 1986 and is today successfully operating mainly in the IT sector and additionally in construction & real estate, building services, health & fitness, and event marketing. It is a great pleasure to be a part of this dynamic family of companies.

It has been a mainstay since 2010 and invests extensively in its individual companies, for example, in Westfalia's new extended manufacturing plant. WORTMANN AG in Hüllhorst is a major cloud service provider and the most successful manufacturer of PCs and servers in Germany, its portfolio meshing perfectly with what we have to offer. Moreover, the capital strength and the innovativeness of WORTMANN Group open up financing options for our customers' projects.

Together, we are advancing digitalization and automation – with one-stop technologies for SMEs and large corporate groups in Eastern Westphalia, Germany, and the world. Being a good partner in our relationships with customers and suppliers is, and always will be, the foundation for our joint successful activities.

# SHAPING THE FUTURE

## SUSTAINABLY WITH TECHNOLOGIES

We stand firmly by our responsibility – to our customers and to society in general. We are convinced that a successful future is built on sustainability. We share fundamental values with WORTMANN AG. They are the foundation for our success, and for our customer relationships based on mutual trust.

To us, adding value means enhancing our customers' values, by giving you security for your investments and production. It also means standing by you as you face your company's challenges, understanding your needs, perceiving your needs and acting accordingly. In every project, we think hard about the benefits that our products and services can give you. You can measure us by this.

Our endeavours are firmly based in ecological sustainability – and always have been. This we also share with WORTMANN AG. With our space-saving and energy-saving Satellite® storage systems and numerous components from Germany, we have been contributing to environmental protection for 50 years. We and the WORTMANN Group share a vision, and are investing sustainably in our joint future.



Siegbert Wortmann,  
Chairman of WORTMANN AG



### THE WORTMANN GROUP IN FIGURES:

- > 2,500 EMPLOYEES
- > 35 YEARS ON THE MARKET
- > MORE THAN 30 COMPANIES IN THE GROUP
- > € 2 BILLION GROUP TURNOVER

# THANK YOU!

## FOR 50 YEARS OF LOYALTY



### OUR PROMISE TO YOU:

#### > ALL FROM A SINGLE SOURCE

Logistics planning, mechanical engineering, control systems, software development, installation, and project funding

#### > QUALITY MADE IN GERMANY

All manufactured centrally at the company headquarters in Borgholzhausen with our own test center for key units

#### > EXPERTISE & FLEXIBILITY

Consulting, conceptualization, customer solutions made to measure

#### > HONESTY & FAIRNESS

Transparent pricing, fair price-performance ratio

#### > CUSTOMER PROXIMITY & AUTHENTICITY

Flat hierarchies; experts available as contacts at every project stage

#### > SPEED & COMMITMENT

Local service centers; customers always supported by same personal contact

#### > SECURITY & RELIABILITY

Dedicated and experienced employees ensure investment security and product functionality

#### > RESPONSIBILITY

Job security in Germany, environmental awareness, and social commitment