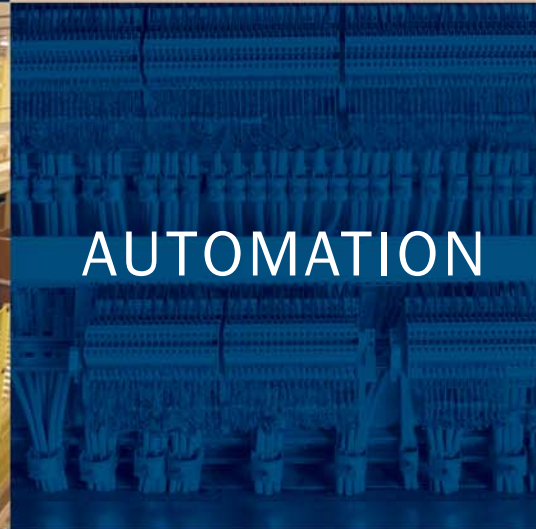
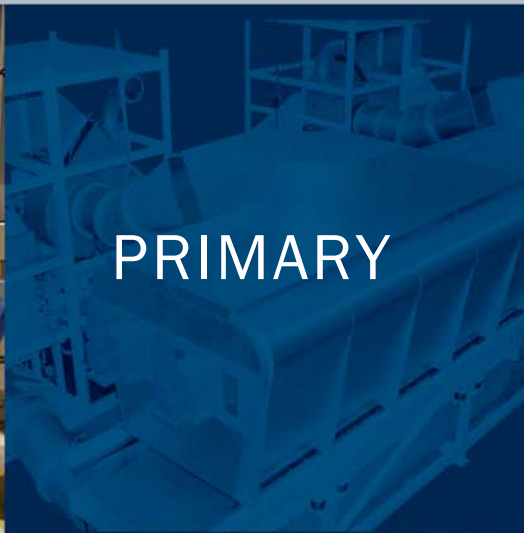




**HEINEN KÖHL**

The tobacco division of the KÖHL Group.

# HISTORY AND VISION



## TWO FOR MORE: HEINEN KÖHL HISTORY

### HEINEN HISTORY

1856

Foundation of  
HEINEN in Varel,  
North Germany

1866

First tobacco machinery  
produced by HEINEN

1966-2001

HEINEN is affiliate  
of major tobacco  
machinery supplier.

### KÖHL HISTORY



1971

Foundation of  
KÖHL in Trier,  
Germany

1982

Business units Tobacco  
and Logistics were established  
in KÖHL Maschinenbau.



## SECONDARY

### VISION OF HEINEN KÖHL

“Serving the tobacco industry with the most flexible, innovative and efficient tobacco processing and logistic equipment on the market”.



**HEINEN**  
TOBACCO

**2005**  
Formation of  
new Tobacco Division  
of HEINEN

**1987**  
Acquisition and Expansion  
of the capacities in Wecker,  
Luxembourg

**2002**  
Division Robotics became  
part of KÖHL.

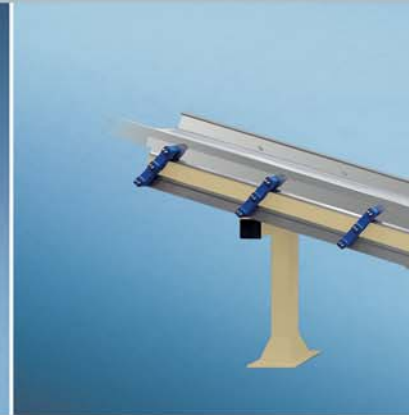
**HEINEN KÖHL**  
TOBACCO-SOLUTIONS WITH POWER

**2008**  
Merger of HEINEN Tobacco  
with the Tobacco Division  
of KÖHL to HEINEN-KÖHL  
Tobacco GmbH, Hamburg

**2010**  
HEINEN-KÖHL TOBACCO GmbH  
merges into KÖHL Maschinenbau AG.  
The new brand name of the  
Tobacco Division of the KÖHL Group  
is HEINEN KÖHL.

# COMPETENCE

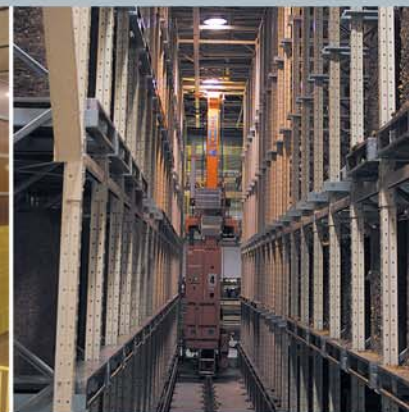
## PRIMARY



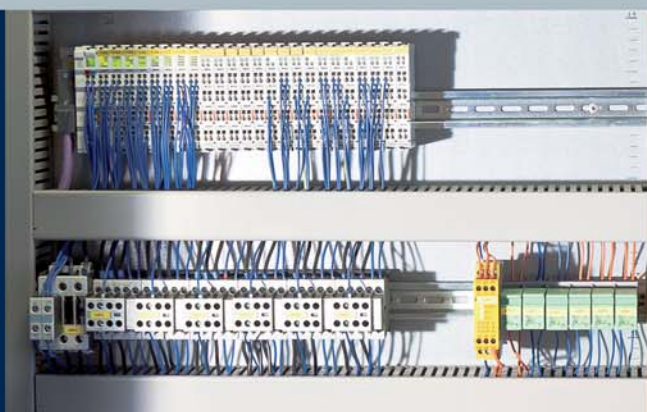
## SECONDARY



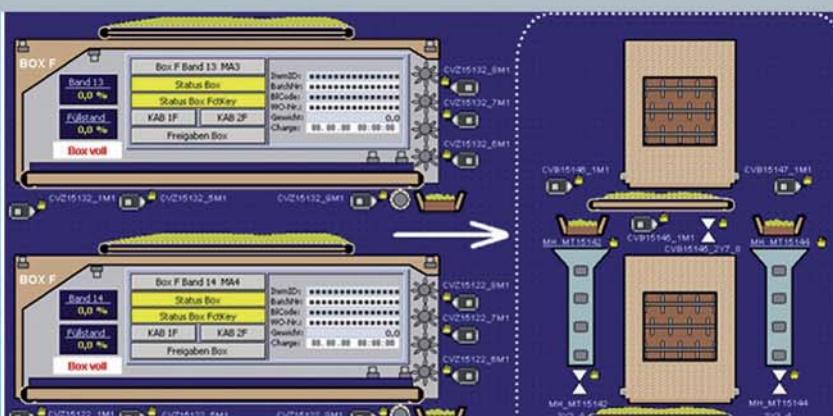
## LOGISTICS



## AUTOMATION









# PRIMARY AND SECONDARY





Gripper Systems

## PRIMARY

In the Primary area HEINEN KÖHL develops and produces various equipment for tobacco processing, transportation and storage. Almost the complete range of Primary machinery beginning from bale unpacking, slicing and conditioning down to expanding and drying, flavouring and casing, sieving and separating can be provided. HEINEN KÖHL supplies various types of silos, bin filling stations including the case and bin handling systems.

For case unpacking concepts HEINEN KÖHL prefers industrial robots with multifunctional gripper systems. Their reduced space requirement, minimal maintenance costs and high reliability levels are clear arguments in favour of robotic technology of this kind. Industrial robots are mainly used for automated case unpacking end-of-line palletizing projects. Transport systems for packages, bundles and cartons can be delivered.

## SECONDARY

In the Secondary area HEINEN KÖHL delivers the on-line flavour application system FAS for direct flavouring of tobacco and filter rods, tobacco feeding systems for cigarette makers in different configurations.





# LOGISTICS SOLUTIONS

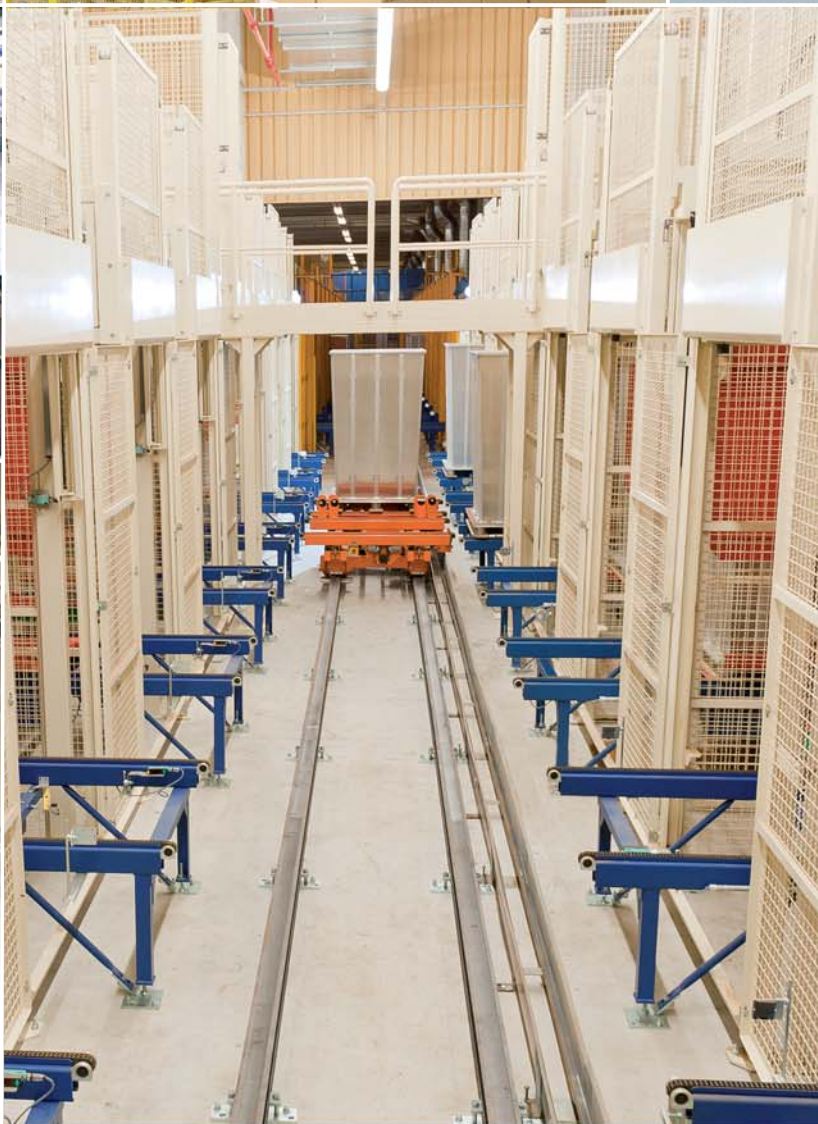


## LOGISTICS IN TOBACCO INDUSTRY

The KÖHL Intralogistics portfolio comprises a broad spectrum of products and services in the area of automated logistic processes in the tobacco industry.

Increasing demands for ever more complex logistics systems require new, innovative solution approaches. As a system supplier, the KÖHL Group is always viewing the logistics process in its totality, which means that material and information flows are always planned, executed and controlled with optimized efficiency.

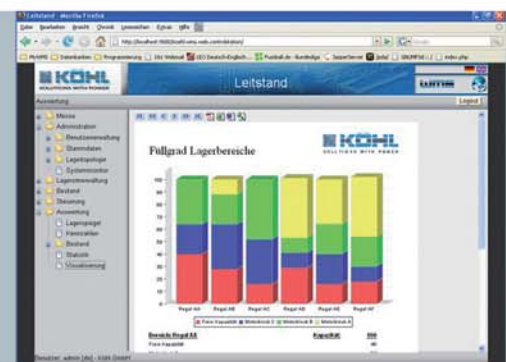
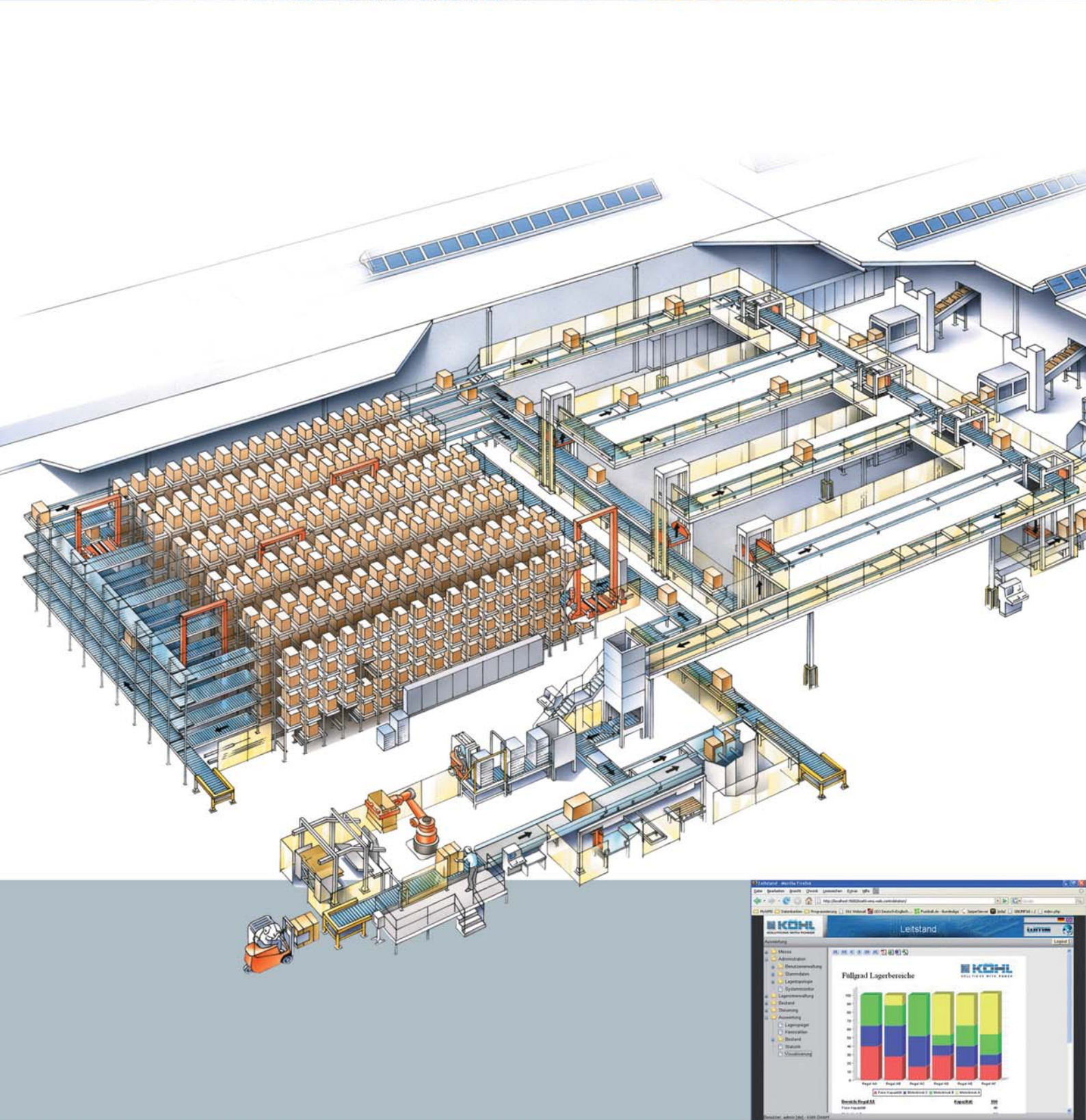
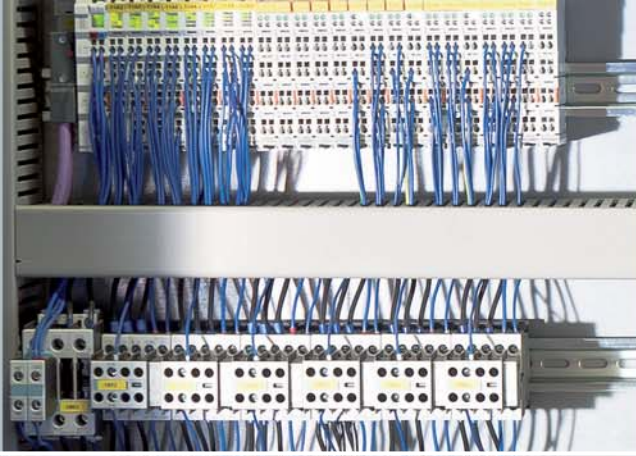




Economical aspects and efficiency of the individual processes are always the main focus. With their specialisation in the areas system technology, robotic systems, electric installation, mechanical and plant engineering, KÖHL Group has grown to become a technology leader.

The KÖHL portfolio contains everything, from robotics for packaging and palletizing solutions to associated internal transport for cases or pallets and automated warehousing systems. An entire automation via PLC and material flow and warehouse management completes the product range for the tobacco industry.







# AUTOMATION SOLUTIONS

The automation division of the KÖHL Group provides control and automation solutions for the complete product range of the tobacco and logistics divisions as well as for the direct demand of the customers.

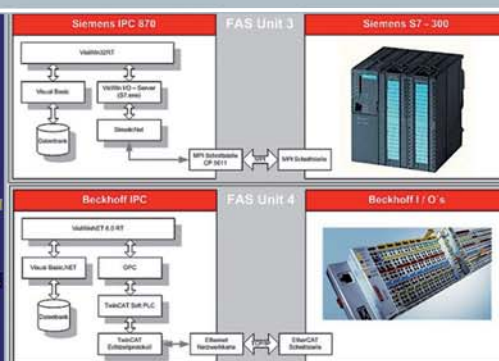
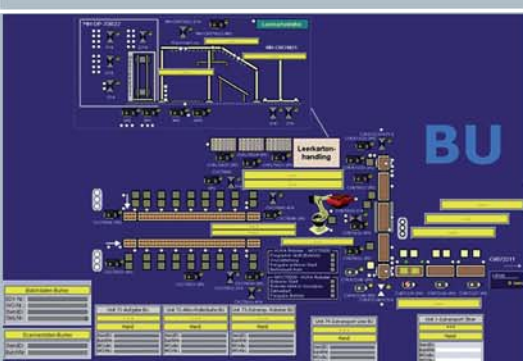
With a long experience in the tobacco industry, HEINEN KÖHL has elaborated many solutions for field automation, SCADA systems and Batch Management Systems. Tobacco treatment in primary section, control of special machines in secondary as well as for finished good handling in the storage area, for all these fields HEINEN KÖHL has numerous references. HEINEN KÖHL engineers projects to the customer's specifications and applies hardware of various pre-defined suppliers.

The innovative KÖHL WMS warehouse management system is based on up-to-date software technologies and supports all warehouse types, from simple forklift-operated bulk storage to fully automated high shelf storage systems. It consists of a material flow as well as a warehouse management component which can be applied separately or in combination.

A special benefit offers the KÖHL WMS App which gives the customers a quick overview of their storage, articles and system failures at any time.

## MES SOLUTIONS BASED ON ISA95

Based on ISA95, an international standard for "Enterprise-Control-System Integration", KÖHL-MES provides an Object- and Service Oriented Architecture (SOA) and has implemented all ISA95 models to manage your manufacturing processes.



## INFO • CONTACT

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Additional information