



SUSTAINABILITY & INNOVATION IN PLASTICS



Water – a precious resource

Pure, clean water is one of the essential things in life, yet it is exposed to a large number of pollutants. GRAF develops, manufactures and markets an extensive range of products for all aspects of water management. We provide solutions to global challenges, such as protecting watercourses or preventing flooding, with typical German quality. The focus is on avoiding environmental pollution and a responsible attitude to people and nature. We can draw on more than 50 years of experience.

Otto Graf GmbH was established in 1962. We spent our early years almost exclusively selling containers, barrels and tanks for winegrowers and wineries. We systematically exploited the advantage that plastic's acid and alkali resistance offers and also started to focus on tanks for industrial applications. Within a matter of a few years, we had achieved a leading position in this industry.

We picked up on the considerable potential offered by rainwater harvesting early on. In 1974, the slogan "Rainwater is free" was used to market the very first rainwater barrels, which were soon followed by other items for rainwater harvesting. We have been systematically developing this business segment ever since.

Thanks to the trust that our customers have placed in us and the commitment of our employees, our company has grown continuously and now employs a workforce of 500 people worldwide, more than 300 of whom are based in Germany. Our products are exported to more than 70 countries across the globe. Numerous innovations bear impressive testimony to the high demands we place on ourselves as a market and innovation leader for rainwater management.

Hand-in-hand with our employees and customers, we want to write the next chapter in the GRAF success story.


Otto P. Graf


Otto F. Graf



— TENINGEN SITE (NEAR FREIBURG/GERMANY)

- Size 158,000 square metres
- Approx. 350 employees
- Manufacturing using injection moulding and blow moulding

— DACHSTEIN SITE (ALSACE/FRANCE)

- Size 150,000 square metres
- Approx. 100 employees
- Manufacturing using injection moulding and rotation





— HERBOLZHEIM CENTRE OF EXCELLENCE FOR GREEN RAW MATERIALS (NEAR FREIBURG/GERMANY)

- Size 65,000 square metres
- Approx. 40 employees
- Raw materials processing, materials research, injection moulding processes

ECO-FRIENDLY PRODUCTS MADE FROM RECYCLED RAW MATERIALS

Over 70 % of the raw materials used by GRAF are recycled. In-house recycling of raw materials allows us to ensure consistently high raw material quality and to make all the products in our value-added chain highly sustainable.

By building the centre of excellence for raw materials in Herbolzheim, we are continuing the consistent implementation of our sustainable production strategy for environmental products. There, Graf has been turning secondary plastic resources into high quality re-granulate since the autumn of 2018. For the first time, the plant incorporates new

technologies to link multiple process steps into an overall process stream. This pioneering technology makes the plant the only one of its kind in the world. The objective is to manufacture a plastic granulate that attains the quality level of primary products. This will eliminate more than 100,000 tonnes of CO₂ emissions every year in the future.

The centre of excellence for raw materials will be the visible symbol of the leading position our expertise has adopted in the field of raw materials. It is the largest single investment in our company's more than fifty-year history.

SUSTAINABILITY GOES BEYOND THE PRODUCT

In Germany, only 16% of all plastic waste is recycled, worldwide less than 10%. Most of the rest ends up in waste incineration. 70% of all GRAF environmental products are made from GRAF Upcyclen. This material is produced in the GRAF Competence Centre for Raw Mate-

rials, for example from plastic waste from the yellow bag. This involves short-lived packaging being turned into long-lasting environmental products. The Competence Centre combines for the first time multiple process steps with new plant technologies to form an integrated pro-

cess chain. The pioneering technology makes the plant the only one of its kind in the world. In this way GRAF makes an important contribution to the recycling of materials.

-  **70 % recycled content**
-  **100,000 t LESS CO₂ emissions through recycling – equivalent to the CO₂ emissions of 60,000 cars**
-  **Recycling material FREE FROM POLLUTANTS**
-  **80% renewable energy share used in production**
-  **State-of-the-art production facilities for LOW ENERGY CONSUMPTION**
-  **Environmental products for the SUSTAINABLE use of water**
-  **LONG SERVICE LIFE and spare parts availability**

 **Products are FULLY RECYCLABLE**



Short-lived packaging



Pioneering recycling process



Recyclate on a par with the quality of primary plastics



Long-lasting environmental product

“I WAS 6000 YOGHURT POTS”

- ✓ Prevent waste
- ✓ Protect seas
- ✓ Reduce CO₂ emissions
- ✓ Save fossil fuels

— NEURIED SITE

- Size 100,000 square metres
- Approx. 90 employees
- Manufacturing using rotational and blow moulding

COMPLETION IN 2021



- SPAIN**
 - Girona
- IRELAND**
 - Galway
- UK**
 - Banbury
- FRANCE**
 - Dachstein
- GERMANY**
 - Teningen
 - Herbolzheim
 - Neuried
 - Bayreuth
- POLAND**
 - Skierniewice
- CHINA**
 - Nanjing
- MALAYSIA**
 - Kuala Lumpur
- AUSTRALIA**
 - Perth



— EXPORTS TO OVER 70 COUNTRIES

GRAF products are exported to more than 70 countries around the world. The Graf Group has its own national companies in strategically important markets. We already generate more than 50% of our revenue outside of Germany – with this figure set to rise in future. The share of our company's exports in relation to our total products has almost doubled in the past five years.

” GRAF GENERATES OVER 50% OF ITS REVENUE OUTSIDE OF GERMANY – WITH THIS FIGURE SET TO RISE IN FUTURE. “



GRAF Australia



GRAF UK



GRAF Poland



KLARO Germany

1962

Otto F. Graf founds Otto Graf GmbH. To begin with, he sells plastic containers and drums for fruit and wine growing, as well as industrial containers.

1974

The market launch of the first GRAF water butts lays the foundations for what is now the company's most important product segment: rainwater harvesting.

1978

With the market launch of underground rainwater tanks, GRAF opens up a completely new product segment.

1990

Rotational moulding production facilities in France are expanded significantly with the commissioning of what was, at that time, the largest rotary machine in Europe.

1996

Otto P. Graf, the son of the company's founder, joins the company as an additional managing director.

1997

In Dachstein, the company invests in its own injection moulding production facilities with three large-scale machines.

The Herkules tank revolutionises tank logistics. Its two halves fit together using a patented system.

1999

The first generation of GRAF percolation blocks lays the foundation for the rainwater infiltration and retention range.

2001

GRAF expands its range to include completely biological wastewater treatment systems, thus founding what is now a very successful wastewater disposal range.

2002

With its column tank, GRAF opens up the segment of decorative rainwater collectors – which is now an important range at GRAF.

2006

With a record investment in excess of EUR 20 million, GRAF expands the Teningen site to create the company's most state-of-the-art production site.

2008

Tremendous growth calls for the further expansion of the Teningen plant. GRAF invests in its own blow-moulding production facilities.

2009

Sustainability starts with the use of raw materials. This is why GRAF opts to invest in its own raw material recycling process.

2010

1st place: Otto Graf GmbH is awarded the Baden-Württemberg regional innovation prize.

2011

At the Dachstein plant, we invest in two rotary machines of the latest generation. These completely automated machines set new benchmarks for quality and energy efficiency.

2012

GRAF Australia takes over an Australian market participant, turning it into the production site for the Pacific region.

2013

1st place once more: GRAF receives the first prize from the German Federal Ministry of Economics and Technology for the project "Developing welding technologies for large-volume plastic containers".

2014

After over ten years of intensive cooperation, Otto Graf GmbH took over Klaro GmbH, its technology partner of many years' standing in the decentralised wastewater disposal sector.

Graf UK Ltd, a new member to the GRAF Group, is formed after the takeover of an English partner.

2017

The takeover of a Polish company gives birth to GRAF Polska, a further sales and production location for the eastern European market.

2020

After starting operations, the centre of excellence for raw materials in Herbolzheim is the visible symbol of the leading position GRAF's expertise has adopted in the field of raw materials. The investment volume amounts to € 35 million.



MILESTONES IN OUR SUCCESS STORY

FOUR LEADING BRANDS FOR OPTIMUM MARKET DEVELOPMENT

The GRAF brand world is based on four brands which differ in terms of the size of their range, their positioning and their sales channels. This allows GRAF to pursue an extremely differentiated and, as a result, optimum market cultivation strategy. The GRAF brand represents

the exclusive specialist trade range of Otto Graf GmbH. We support the retail segment in the spirit of partnership, focusing on manufacturing target groups and planners, as a matter of course.



Premium range

The premium brand with a comprehensive and professional product range. Distributed exclusively via specialist building materials suppliers.

www.graf-water.com



DIY range

Brand quality for specialist trade and hardware stores – clearly arranged and straightforward.

www.garantia.co.uk



Promotional range

The do-it-yourself brand with the good-value basic range.

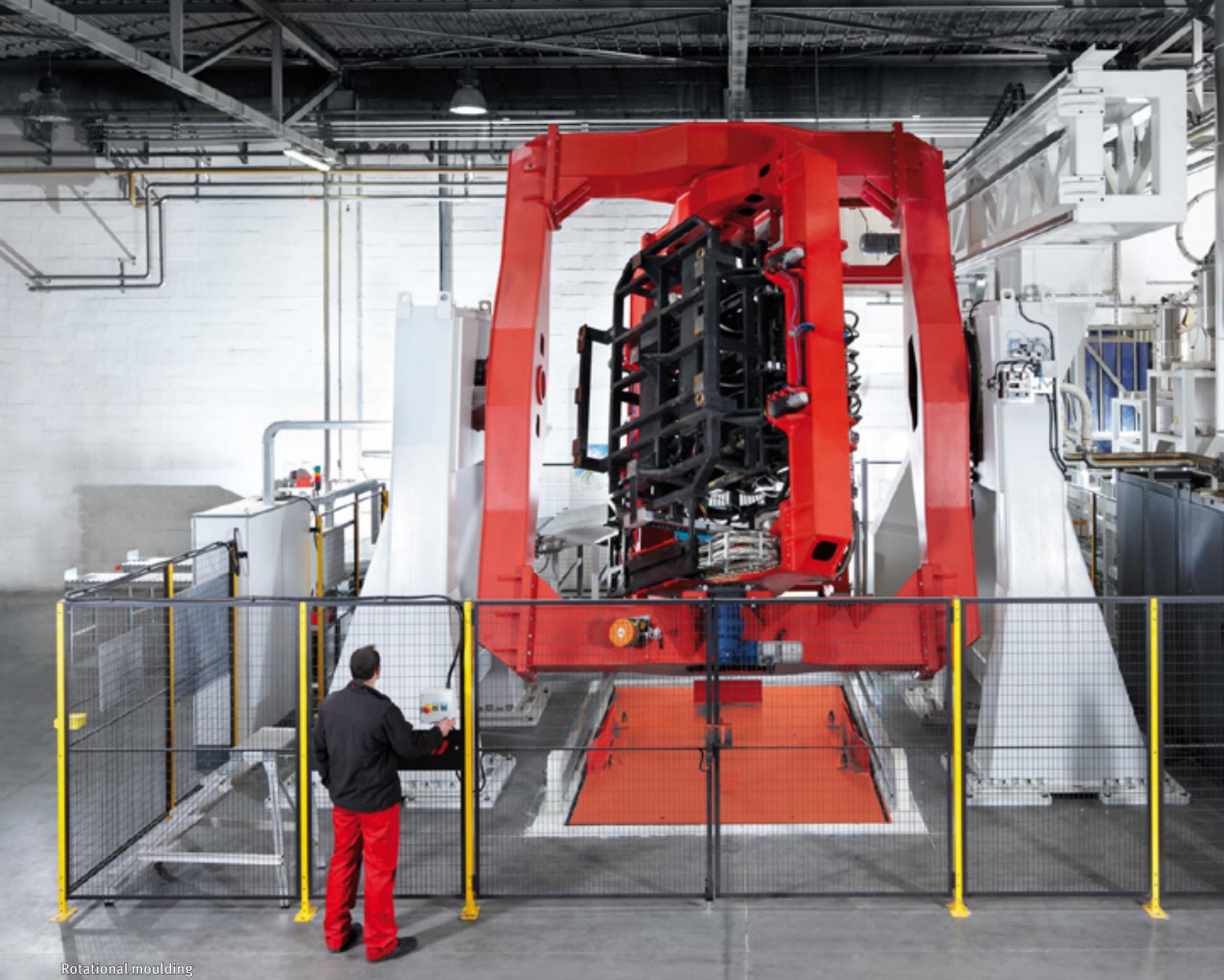
www.4rain.com



Centre of excellence for wastewater

Small-scale wastewater treatment systems and separation technology for specialist companies and as an OEM solution.

www.klaro.eu



Rotational moulding



Blow moulding



Injection moulding process

OUR COMPETENCIES

— PRODUCTION EXCELLENCE

The manufacturing process is essential for a top-quality product. GRAF products have to fulfil a wide range of requirements. As a result, we are proficient in all established procedures for the manufacture of plastic products. The optimal manufacturing procedure for each product can therefore be accessed in-house. Our production facilities feature state-of-the-art equipment. This is the only way to guarantee superlative quality at attractive prices.

Continuous quality assurance

The image of our products is characterised by the very highest levels of manufacturing quality. The development of each tank is comprehensively documented. All production parameters, such as weight, date of manufacture and material batch, are stored as part of our quality assurance system.



WORLD'S LARGEST INJECTION MOULDING MACHINE

- 25 metres in length
- Weight: 585 tonnes
- Clamping force 5,500 tonnes
- Max. product weight 150 kilograms



INJECTION MOULDING EXCELLENCE

GRAF broke into new ground by using injection compression moulding to make the Carat tank. To manufacture this tank, GRAF commis-

sioned the development and construction of the world's largest injection moulding machine.

EXPORTS TO OVER 70 COUNTRIES



GRAF took the top spot at the 2010 Baden-Württemberg Innovation Prize competition with the Carat S underground tank.



LOGISTICS EXCELLENCE

The GRAF dealer network has grown continuously over the past few years. We owe the remarkable loyalty shown by our customers not only to the unique quality of our products, but also to our pronounced service awareness in our dealings with our retail partners. Sophisticated logistics

with short reaction and delivery times play a crucial role in ensuring our high standards. With consistently high delivery performance of 99%, we ensure short-term availability at all times, even for seasonal items.



“ THE GRAF LOGISTICS DEPARTMENT BOASTS
CONSISTENTLY HIGH DELIVERY PERFORMANCE OF 99 % ”



DESIGN EXCELLENCE

In 1974, the classic water butt laid the foundations for one of GRAF's most successful product ranges. Today, our customers can choose from a range of over 80 container shapes, sizes and colours, from bright or muted colours to modern or rustic styles!



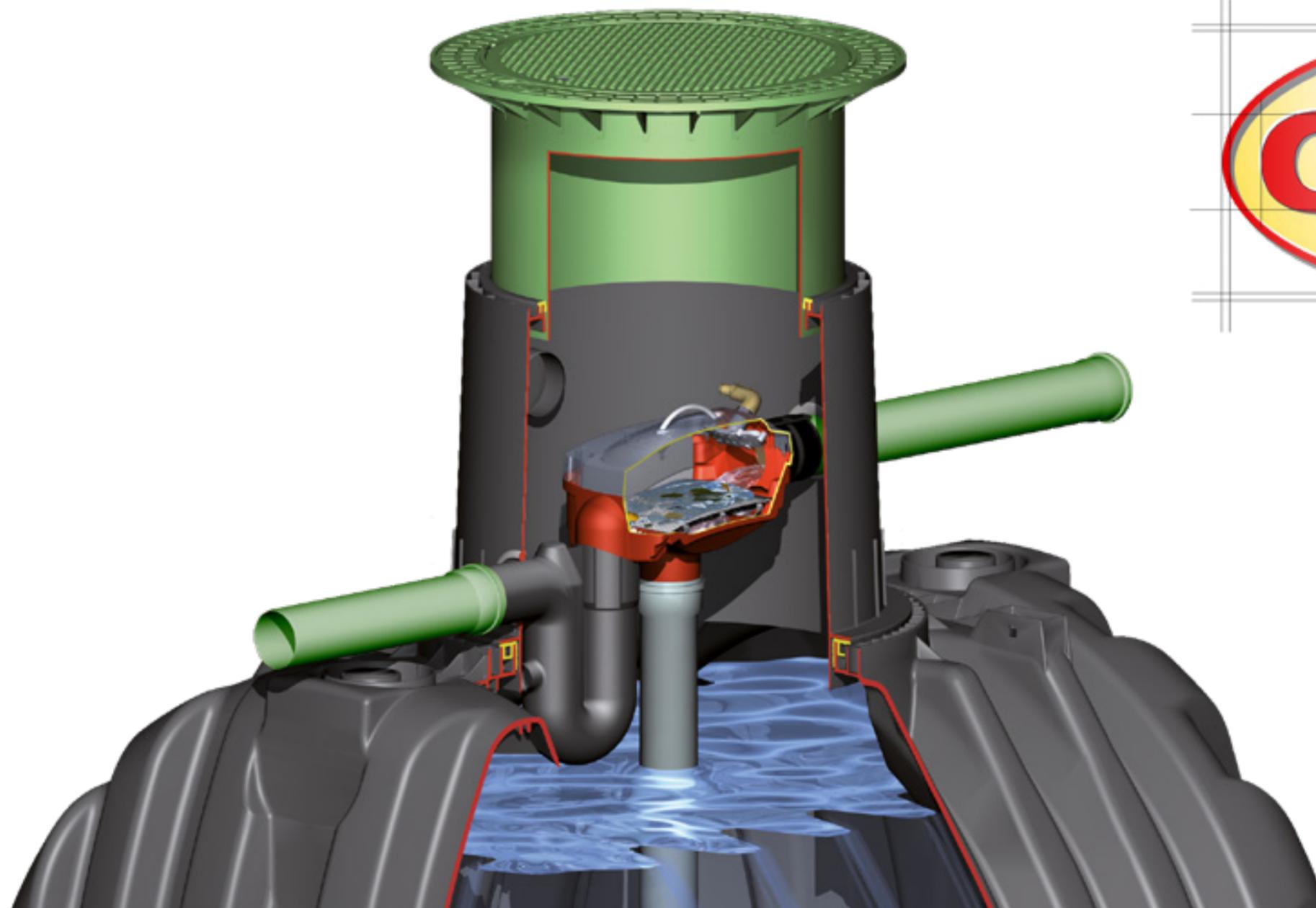
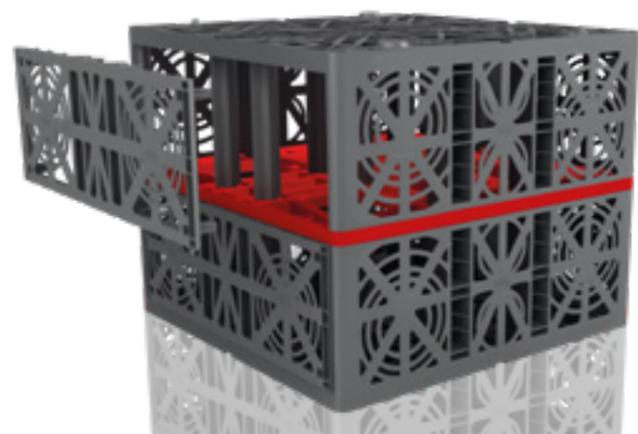
reddot design award
winner 2017

— ENGINEERING EXCELLENCE

Over 200 industrial property rights applications and numerous awards bear witness to our achievements as a driver of innovation. These innovations are growth drivers and form the basis for our commercial success.

All GRAF products have been developed by our

own R&D department. This department combines all necessary types of expertise, from design and function to construction and statics.





The GRAF project team

— SUPPORT FROM CONSULTING THROUGH TO CONSTRUCTION

Providing retail partners and end customers with reliable service is of considerable importance. Offering professional and friendly support whenever you may need it is par for the course for us. Our sales team and the traditionally close relationship with specialist building materials suppliers guarantee top-quality service across the board. And if any problems arise with our products later on, our excellent service department is on hand to resolve the issue quickly and easily.

GRAF project team

Our project team provides full support for larger construction projects. This ranges from comprehensive support in the planning and dimensioning of our systems to on-site consulting on the construction site.

Highly effective marketing

In the battle to win consumers over, a brand's profile and image are often decisive factors. Our marketing measures create demand and help retailers to sell our products.



Numerous reference projects at
www.graf-online.de



www.graf-online.de

- GRAF TV
- Numerous product advisors
- Numerous downloads



Discover the many videos on our YouTube channel





— PEOPLE MAKE THE DIFFERENCE

The high motivation and exceptional commitment of our staff provide the foundations for our commercial success. Their exemplary dedication to achieving our company's ambitious goals has made a key contribution to our success story. Today, GRAF has around 500 employees. Sales and employee numbers have more than doubled over the last 10 years.

Employer attractiveness

GRAF has proven to be a reliable, stable employer. Its continued growth ensures security and predictability, while continuous investments in our plants foster additional confidence. Short decision-making channels and flat hierarchies enable employees to work independently and with responsibility. Fur-

thermore, attractive overall conditions and an extremely positive working atmosphere contribute to GRAF's appeal as an employer.

Training at GRAF

We actively live up to our social responsibility towards young people. Over 50 young people have already completed their training at GRAF and were then employed on a permanent basis.

FOLLOW US ON ...



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facebook.com/GRAF.Ausbildung

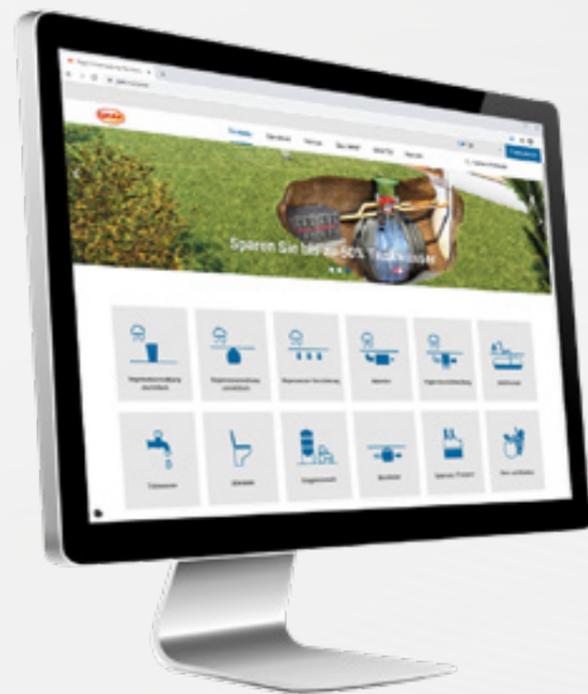
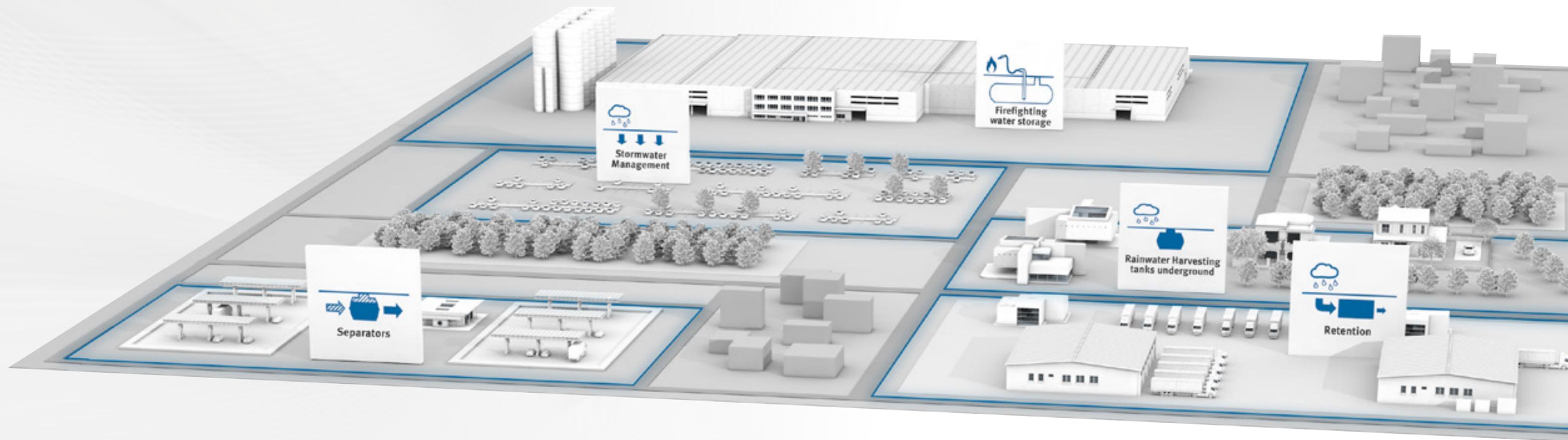


linkedin.com/company/otto-graf-gmbh

EXPLORE THE GRAF PRODUCT WORLD FOR YOUR PROJECT

GRAF offers an extensive range of products for water resource management. Visit www.graf-online.de and discover our solutions for

- rainwater harvesting, under- & above-ground
- rainwater infiltration
- retention
- rainwater treatment
- firefighting water
- mains water
- wastewater
- separators



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