

## Press kit

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## **Hagleitner Hygiene International GmbH - High-end hygiene from Austria**

Hagleitner is a manufacturer and developer of innovative products in the hygiene sector. The family company was founded in 1971 and offers solutions for washrooms, kitchens, laundry, facility cleaning as well as for disinfecting hands and surfaces.

The range includes touchless soap and paper dispensers made from stainless steel including all the corresponding refills, customized dosing systems for washing machines and dishwashers for household use through to high performance cleaning agents. We place great importance on aesthetically pleasing, functional design.

### **Production facilities in Austria**

Hagleitner produces all soaps, detergents and cleaning solutions in-house. All manufacturing stages for the dispensers – from granulate to finished product – are carried out in the new dispenser production facilities that opened in Zell am See in 2015. Paper for hand towels, industrial applications and toilet paper is milled, glued, embossed, perforated and cut on two paper conversion machines.

In total the company employs 1,240 staff members, including 450 in Zell am See. The town is home to all the production facilities. The company has made a long-term commitment to the Pinzgau region and is proud of creating a large number of jobs in the region. With 27 sites in 12 countries and over 177 sales partners in 63 additional countries, Hagleitner has an international presence. The basis of this success is innovation, customer service and creativity in the development process.

### **Sustainability**

Hagleitner places great emphasis on sustainability. All dosing products in the kitchenHYGIENE and laundry-HYGIENE ranges are free of NTA, EDTA and phosphates. The packaging is optimized to permit environmentally friendly and space-saving transport. Numerous products bear the EU and Austrian Ecolabels. A photovoltaic system on the roof of the dispenser production facilities and the use of the waste heat generated at the site are all part of the sustainability concept at Hagleitner.

## Executive Board



**Hans Georg Hagleitner**  
Managing Director

Company owner and Managing Director Hans Georg Hagleitner has been running the family company founded by his father since 1988 – actively supported by his wife, Brigitte. Under his leadership, the company has grown to become an international corporation with 1,240 employees.



**Ernst Brunner**  
Finance Director

Ernst Brunner has been on the Executive Board since 2015. His main task is to increase the profitability of the Hagleitner corporation. Cost transparency and professional processes form an important basis for determining potential areas of activity. He is a father to two children and his favorite way to enjoy his leisure time is to spend time with them; moreover, he has a passion for outdoor activities.



**Christian Weg**  
Director of Operations

Christian Weg has been on the Executive Board since 2016. After gaining experience in the automotive and media sectors, he is now responsible for the corporation's supply chain, including production. As an experienced manager, he is committed to eliminating waste in processes and implementing simple solutions (LEAN Management). As a family man and father of two, he balances his work life by spending time with his family, jogging and mountain biking.

## Facts and figures

<b>Founded:</b>	1971
<b>Employees:</b>	1,240
<b>Headquarters:</b>	Zell am See (Administration, Development, Production, Logistics, Export)
<b>Corporate purpose:</b>	specialist and partner for professional hygiene. More than 600 products for washroom-, laundry-, kitchen- and janitorialHYGIENE as well as hand and surface sanitizers.
<b>Sales:</b>	April 2018 to March 2019 (financial year): EUR 125,288,000
<b>Direct sales:</b>	In-person customer care with hygiene consultants, application engineers and delivery personnel – as well as ordering from the Hagleitner online shop
<b>Competence and Service Centers: (with showroom space)</b>	Zell am See, Vienna (Austria), Milan (Italy)
<b>Service Centers:</b>	Graz, Ansfelden, Imst and Villach (Austria) Kirchheim unter Teck, Nuremberg, Sauerlach, Frankfurt am Main, Döbeln, Wettringen, Berlin (Germany) Senec (Slovakia) Komenda (Slovenia) Neumarkt (Italy) Prague (Czech Republic) Jastrebarsko, Zadar (Croatia) Győr (Hungary) Derventa, Sarajevo (Bosnia and Herzegovina) Sofia, Varna (Bulgaria) Bucharest (Romania) Belgrade (Serbia)
<b>Export:</b>	Export sales in 63 other countries (more than 177 sales partners)

## Product range

### washroomHYGIENE:

XIBU: Dispenser systems including refills for paper hand towels, foam soaps, toilet paper, moist toilet paper, skin protection and hand hygiene as well as air freshener

LUNA 2.0: Streamlined, minimalistic hygiene design in the hotel bathroom: Shower gel dispenser, facial tissues dispenser, toilet paper dispenser, sanitary bag dispenser and wastepaper box

Disinfection solutions for hand disinfection and toilet seats

HAGLEITNER senseMANAGEMENT: Usage data can be managed centrally via computer, smartphone and tablet.

Washroom taps

Industrial and cleaning paper towels including accessories

### kitchenHYGIENE:

integral 4PLUS: highly concentrated cleaner for dishes and glasses, highly concentrated rinse aid, a dispensing system. Intelligent technology at work: An app controls the dish-washing stations. It provides operating data, takes proactive action to prevent faults, and has valuable advice to offer – as a digital service technician.

hagomat: Dishwasher for industrial requirements

### laundryHYGIENE:

havon PROFESSIONAL: Liquid detergent dosing system for washing machines with eight modular, freely combinable components

havon MANUAL: Liquid and powder detergents for small and medium-sized firms including add-on components

## Product range

### janitorialHYGIENE:

Cleaning agents and dispensers for optimum object hygiene (floors, sanitation areas, surfaces ...) including accessories for housekeeping

Equipment for janitorial cleaning (cleaning trolleys, plastic presses, etc.)

integral 2GO: Precise dosing technology turns highly concentrated agents into a ready-to-use cleaning solution, the system is connected to the water and power supplies on site.

### Disinfection:

Hygienic and surgical hand disinfectants, touchless dispensers (also with sense-MANAGEMENT – see above), small packs for use on the go

Surface disinfectant for many areas of application

Tableware disinfection in the commercial dishwasher

Disinfectant detergent (for 40 °C and higher): For either automatic or manual dispensing into the machine.

## **High-tech at Hagleitner. Three pillars of innovation**

Hagleitner offers high-end hygiene, made in Austria. The production facilities for the dispensers and the chemicals and paper products are located in Zell am See.

### **Dispenser production**

All dispensers are manufactured on-site in Zell am See. A total of 16 injection molding machines with a weight of up to 500 tonnes process around 360,000 kilos of raw materials (granulate) each year – the equivalent weight of a large aircraft; the dispenser assembling is immediately next door. This means the route from plastic granulate to finished dispenser is just 25 meters long. Following a carefully planned production concept (LEAN Management), a waste-free and efficient production site has been established.

### **Chemical production**

Hagleitner develops and creates all chemical cleaning and hygiene products itself. Manufacturing is carried out on fully automated production and filling lines. At the heart of the facility are 14 boilers with a net weight of up to three tonnes each and a capacity of up to 40,000 liters, extending across multiple floors. These are used to produce foam soaps, disinfectants, detergents and washing solutions for washing machines and dishwashers.

### **Paper production**

In its paper processing facility, Hagleitner manufactures hand towels, industrial paper and toilet paper. Two paper conversion machines are used to finish, glue and perforate the papers and turn them into individual rolls. The paper products for washrooms and hotel room dispensers are wound compactly onto a patented multiROLL core. Compared to conventional products, this means up to four times more paper. This reduces space requirements and servicing needs. The minimal transport and storage volumes contribute to environmental protection.

## **Sustainability and environmental protection**

Hagleitner has the environment in mind. The highest possible value is placed on resource-friendly and sustainable production processes.

### **Green Efficiency**

Arising from this idea, the Green Efficiency concept was developed: All dosing products in the kitchenHYGIENE and laundryHYGIENE segments are free of NTA, EDTA and phosphates. Safe and environmentally friendly alternatives are used instead. Packaging is optimized to permit environmentally friendly and space-saving transportation. By using very high concentrations of active ingredient in kitchenHYGIENE and laundryHYGIENE products, we keep the water content low, saving several of tons of CO<sub>2</sub> every year. This makes Hagleitner a pioneer in the detergent sector.

### **Sustainable production**

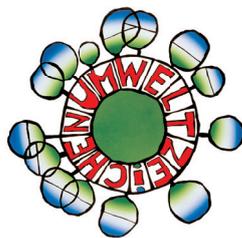
The construction of the injection molding plant in 2015 has made the production of the dispensers even more sustainable: The resultant process heat of over 300 degrees Celsius heats the floors and interior spaces in the winter. A photovoltaic system on the roof of the plant supplies the electricity. To protect the surrounding waterways and the soil, the chemical production facilities are located in a safe basin made from leak-tight concrete.

### **Internationally award-winning products**

Numerous Hagleitner products have been awarded the Austrian and EU Ecolabels. Both are recognized symbols for the highest quality environmentally friendly products. Thanks to meticulous paper production processes, many of the paper products also bear the EU Ecolabel – or the FSC seal for responsible forestry. Numerous items in the kitchenHYGIENE range as well as industrial papers are certified with the ISEGA seal for food safety.

Company owner, Hans Georg Hagleitner: "Chemistry and nature: They might seem to be opposites, yet one originates from the other. Hagleitner wants to highlight this fact – with clean chemistry and clean production".

Awards and certifications



## **Active customer service**

*What is the definition of innovative hygiene? It is whatever serves your needs. You more than anyone else.*

*Because whatever your plans are: Hagleitner is able to provide personal support for you, right from the very beginning. Not just at the point when you buy something from us.*

*By then, at the very latest, you should be fully satisfied – for example in the washROOM. Everything needs to be right on all scores: Form and aesthetics, function and purpose – and not least of all the current costs.*

*Speaking of current costs: Are you using the correct dosages when washing dishes and in the laundry room? Transparency is critical here. Will you allow us to prepare an analysis for you? This is a special service we provide, with no strings attached. Let us take a look at the facts: What laundry do you clean? What dishes do you wash? What is the length of your machine's washing cycle? What is the capacity of your dishwasher, and of your washing machine? Is the dosage correct for the water hardness? What about the washing cycle? – Which factors can be changed? What savings can be expected? We would be happy to configure your machines and advise your employees.*

*Speaking of advice: Is there a stain that's giving you a headache? One you just aren't able to remove? Get in touch with us. We'll be happy to provide rapid assistance. We can give you recommendations or develop a stain removal plan – all according to your needs. Sometimes we also perform a lab analysis. We ensure that you have the level of safety you need.*

*Speaking of safety: Do you have a restaurant or catering business and are looking for support for your HACCP concept? HAGLEITNER can help you. Are you a hygiene officer in an industrial firm working on a hand and skin protection plan? HAGLEITNER will personally support you with intelligent system solutions. We would also be happy to train your employees.*

*Speaking of training: Knowledge is there to be shared. That's why we engage with people in many different ways – with partners, customers and everyone else. Would you like to visit us? Perhaps come and see our head office in Zell am See? Book yourself in for a personal company tour – and immerse yourself in the fascinating world of hygiene.*



## History

From its beginnings as a small family company, Hagleitner has become an international group of companies turning over 125 million euros (2018/2019 financial year) over 48 years.

In 1971, qualified carpenter Johann Hagleitner founded a sales network for an air purifier, setting the direction of the company right from the start. His son Hans Georg Hagleitner took over chemical production firm Diutil in 1981, at the age of just 21. When the quality and price were right, he supplied his father with cleaning products. The bellaVIT and FOX products originate from this time and are still available today.

In 1987, the production facilities were relocated to the firm's headquarters in Zell am See. Hans Georg Hagleitner subsequently took over the reins of his father's company in 1988 and worked side by side with his father for ten years. The business flourishes: The first dispensers with the own branding were produced back in 1992. The firm's expansion into Europe began in 1993. With 27 sites in 12 countries and over 177 sales partners in 63 additional countries, today Hagleitner has an international presence.

But how will people be living tomorrow? What will the hygiene challenges of the 21st century be? In what ways will the world become safer? What are the factors that make long-term health possible? These are the questions that Hagleitner needs to ask on its continued path into the future.

## Did you know ...

... Hagleitner has its own injection molding plant? In 2015, it moved from Ternitz (Niederösterreich) to Zell am See – with completely new equipment. Therefore, the distance to the dispenser assembly next door has been reduced from 300 km to 25 m.

... there are 420 solar modules lighting up the site? They are on the roof of the injection molding plant, to provide the basic electric power on-site.

... a well cools the hot injection molded parts?

... a holistic heating and cooling concept saves a lot of energy here? Together with the three mentioned measures (relocation, photovoltaic systems, well) the savings amounts to 720,000 kWh/year.

... more than 300,000 new dispensers leave the Hagleitner factory every year?

## Press



**Bernhard Peßenteiner**

Press Relations Officer

Information should be useful like hygiene. Therefore, this also applies to words: The chemistry must be right. And the right technology makes the difference. Then news is clean. Do you want to receive it dispensed? Anything you want to know about Hagleitner: Bernhard Peßenteiner will formulate it for you.

phone +43 5 0456 11303

bernhard.peßenteiner@hagleitner.at

## Marketing



**Philipp Hahn**

Head of Marketing and E-Commerce

Hygiene is effective. That's the Hagleitner difference. Quality comes as standard, is tangible in every product and service. Hagleitner's aim is to create a strong brand, inspiring and compelling. Because innovation and service generate customer enthusiasm. This is what Hagleitner stands for. And Head of Marketing, Philipp Hahn, is delighted to stand behind this concept.

### Advertising via Hagleitner?

Hagleitner is in demand – including as a promotional partner. Do you have a proposal? Please get in touch via this email address: [advertising@hagleitner.com](mailto:advertising@hagleitner.com)

This helps us direct PR and advertising inquiries to the right place. Thank you.