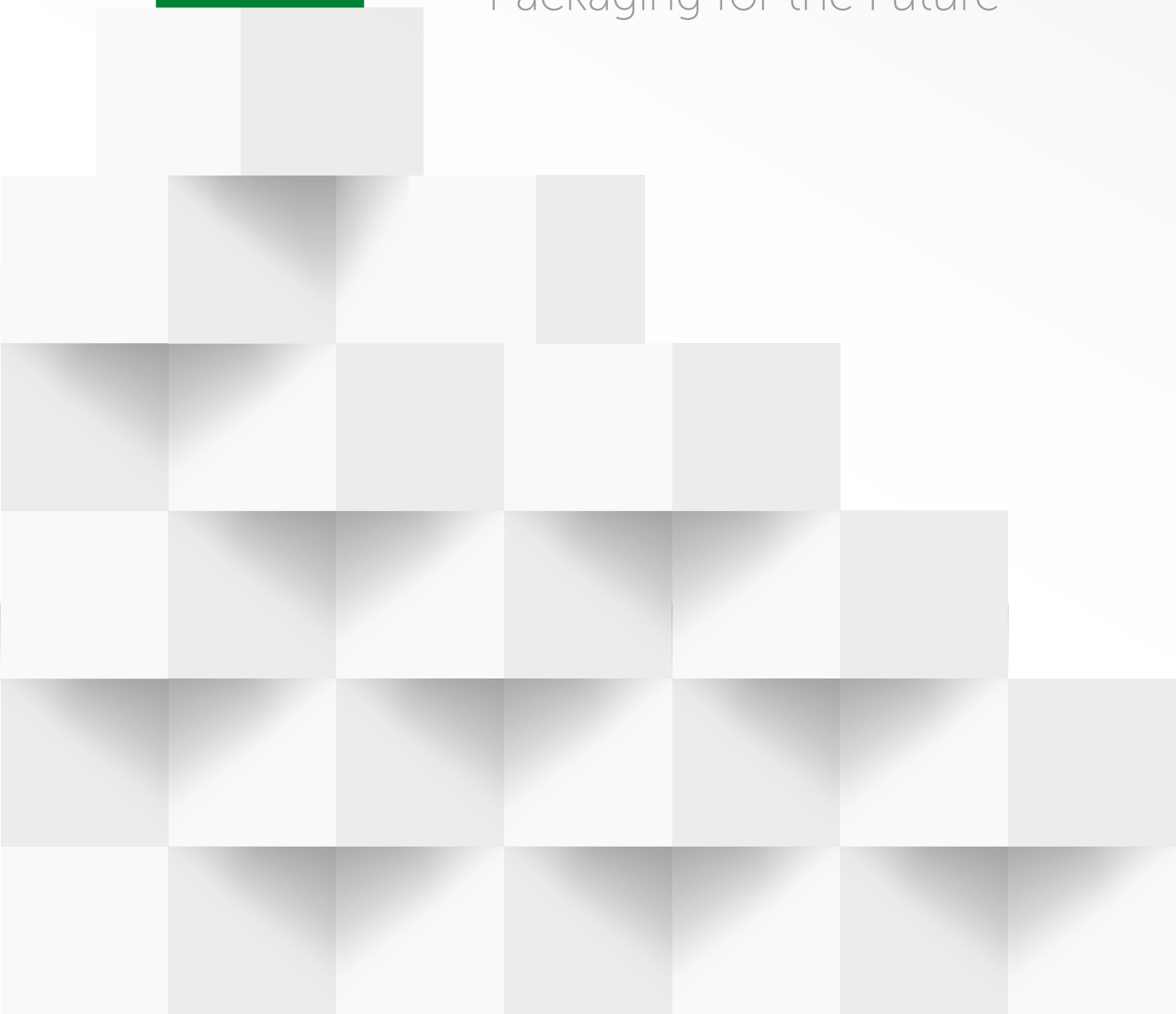


servisbal®

Packaging for the Future



Servisbal is a thriving Czech family company engaged in the production of and trade in packaging primarily made of corrugated cardboard. The company has been in business for **23 years**. It offers complete packaging solutions, from design through testing, implementation, to storage and transport. It also

operates **eOBALY.cz** e-shop where it offers standard packaging materials with the delivery within 24 hours. **Mr. Ing. Ladislav Horčíčka** is the owner and CEO. The company's headquarters are located **in Dobruška**, in a picturesque region under the Orlické hory Mountains. Servisbal appreciates the social, cultural and natural values of the region and is not indifferent to the environment in which we all live. Therefore it markets packaging systems that are environmentally

friendly and can be easily recycled. All company processes are governed by **ISO 9001** and **14001** standards. At present, the company employs around **90 employees** in production, sales and administration. Expected revenues amount almost to EUR 11 million. Servisbal operates on the basis of an elaborate strategy, the manifestation of which is our vision: **"We create packaging for the future"**. Through it, the company expresses its commitment to be among the leaders in the development of packaging and participate in setting new packaging trends.

Náchod

servisbal. Dobruška

Hradec Králové

Innovation

drives us forward

To a large extent, our successful development is a result of our ideas and new business models. Regularly, we are able to find innovative solutions that gain international recognition. We follow the trends that change the world of packaging and try to apply them directly in our work and packaging systems.

Currently, we all are probably on the threshold of another industrial revolution that will be brought by the use of "intelligent" machines and further automation of production.

That is why we are introducing robotic systems characterized by high precision and quality of work in our production.



**We have
big goals**



...Our successful innovation



Purchase and sale of used boxes

"Second life of the box"



kartofix

Fixation made of used cardboard

"New fixation from old boxes"

Ad-Pad®



Improvements of a machine for the production of fixation.
Sale of the patent licence to the USA.

"Development of a machine for the production of spools"



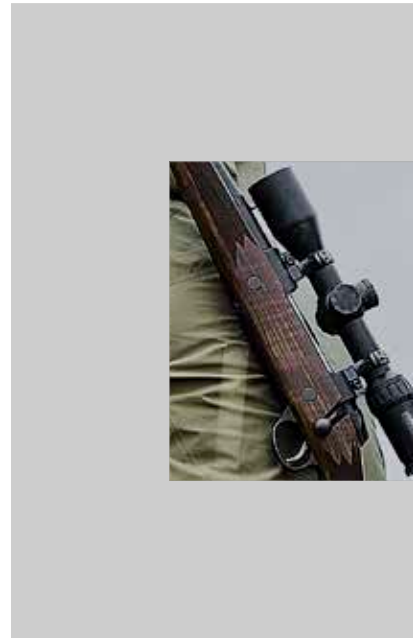
"Robotic assembling of fixation grids"



Robotization



always expect **excellent** service



One packaging is
used for several
products



We offer reliable and cost-effective solutions from professionals. Thanks to years of experience we know our customers' needs and we can offer the best solutions. No routine, no universal approach. Expect comprehensive solutions, individual care and always something extra.

We do not perceive the packaging as a means of protection of the product during shipment only. We strive for an overall optimization of the packaging process, which can ultimately lead to significant cost reductions. If you choose to cooperate with us, you can count on a highly professional approach to all contracts regardless of their size.



The original
solution



long-term partnership

Meopta – optika s.r.o.

Meopta contacted us in 2009 with a proposal for a packaging for one of their core products – a military riflescope. A solution was found with the fixation made of corrugated cardboard that replaced the original unsatisfactory packaging. The customer was so satisfied with our design that he ordered the packaging for their entire

sports optics product range. The problem was mainly in the need to stock a large amount of different packaging types for various optics products, while maintaining 100% recyclability of the packaging. We put our heads together and created a solution that allows packing various riflescopes and other products in a single packaging. With the development of our cooperation, the need for additional packaging solutions naturally grew as well. From a relatively simple task to

create a packaging for one product, our cooperation has expanded into several product ranges. All that was thanks to the great idea of modifying the packaging using removable fixation inserts. Now, a few packages cover dozens of products. This packaging system with optics is exported around the world.

“Personal approach
and consultations
are a matter
of course.”

long-term service | servisbal.cz

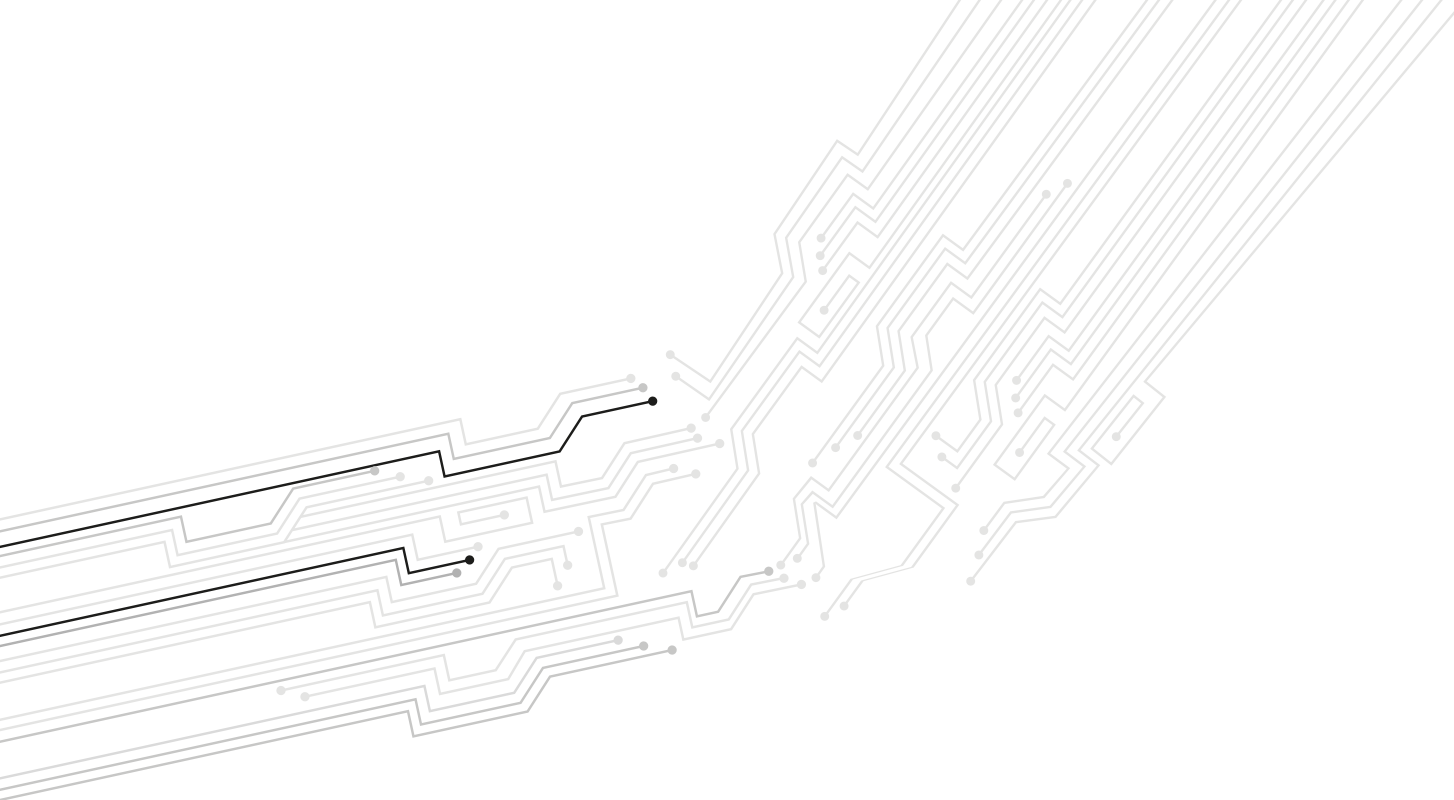
new technology and **robotization**



We do not want **to be**
the largest producer,
but **the best one.**

And therefore
we primarily employ
production
technologies that **can**
do something extra.





we produce **faster** and **better**

We do not want to stagnate. Therefore, we develop dedicated production equipment for specific products.

For a long time, Servisbal has been producing paper spools, which are cheaper than the previously used plastic ones and they are easy to recycle too. For their production, we have developed a special machine, which connects the spool tube to the faces while maintaining constant quality.

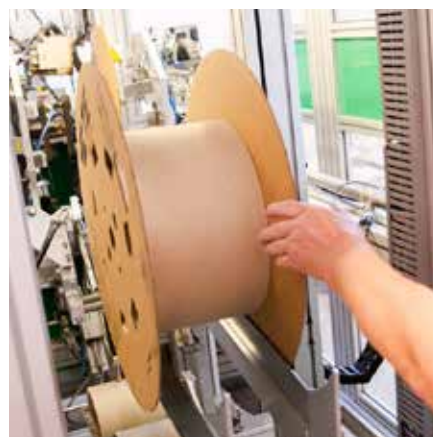
Not all grids can be assembled on large high-production machines. Quite often, skilful manual work is necessary. Since the last year, this task has been assigned in Servisbal to a robot that can assemble even the grids that have complex shape or those that are very small.

Thanks to our experience with the integration of packaging machines into production we offer designs of comprehensive packaging workplaces and lines. The

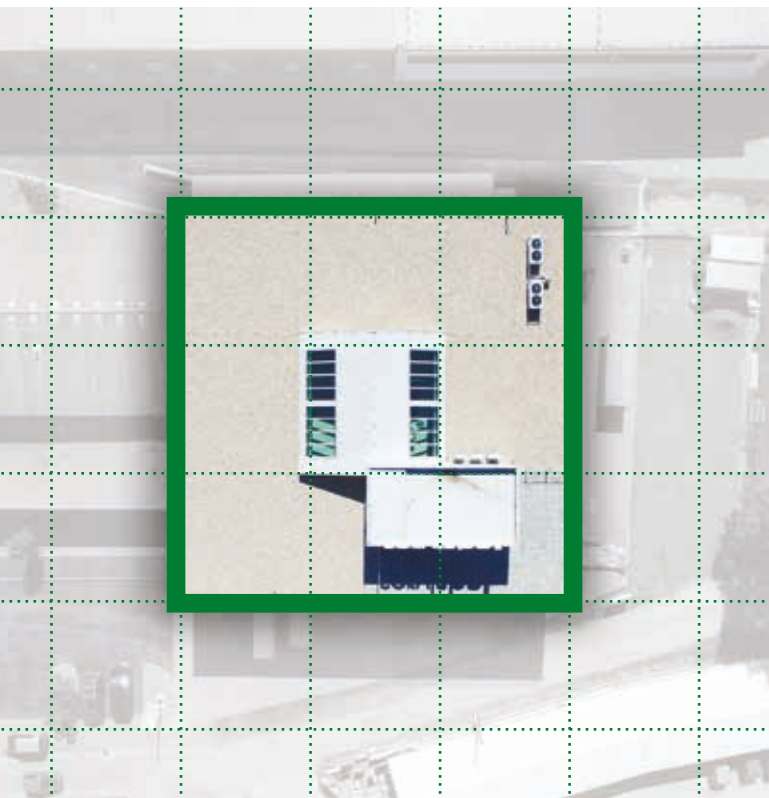
great advantage here is the synergy effect when the packaging is designed so that any handling with the packaging and the packaged products is as efficient as possible. We offer this service in cooperation with a renowned engineering company that takes care of technological aspects of the production of a packaging machine.



we will develop packaging machine



bold concept has become



The green square, as the symbol of our company, is reflected in the design of the new building and its individual parts. It played an important role in the design and layout of office space and quiet zones, in creating the safe zone in front of the building and in the design of the reception desk.

This symbol does not only represent the simplified shape of a box, it also represents – on a symbolic plane – the smart packaging solutions and positive relationship to the nature and the environment.

The new building thus reflects our respect for people and the owners' vision of the business that must involve ideas and deeper meaning.

The new building of **Servisbal** technology, development and administrative centre

- two-storey building with a floor plan of 30x30 m
- 9 meeting rooms for 2 – 16 persons
- showroom for 100 persons
- plaza for meeting with other people with a "café"
- greenery island of 16 m²
- paperless office concept



reality



stop for a coffee



Our new premises are ideal for meetings. And that primarily means for meetings with you, dear customers.

You can sit with us at the "plaza" in the middle of the building under a tree, where the sun shines, or you can visit the new café nearby.

And if we need to discuss something important, we have nine meeting rooms where everyone can find the necessary privacy.

And this is perhaps the greatest advantage of our premises. Although there are no conventional offices, everyone can find a place here that is best suited for him/her and for his/her job.



Our great employees deserve a great work environment and we have decided to provide them with it. On an area of 250 m², we have created a diverse space where every employee finds what suits him/her best.

Nine meeting rooms with the state-of-art multimedia equipment, café, relaxation zone, it is just a selection from the benefits you can find in our offices of the future.

The aim is to create an environment with a home-like feeling for our employees, where one has the greatest comfort for work and relaxation.



office of the future



packaging for **the future**

We are innovative

The packaging market is constantly changing. After all, who would guess 25 years ago that so many cardboard packaging will be used for the shipments from e-shops. We are committed to be among those who set the packaging trends. For us, the future means comprehensive packaging solutions that perfectly meet all the needs of customers. The packaging of the future can be recognized by the fact that its use is easy, fast and efficient.

We are traditional

Some values, however, remain unchanged for decades. A sound company can be always recognized by its reliability, responsibility and above all by the honest work. In this regard, we do not want to change. That's why our core values are rather traditional.

Aneta Kubcová

Specialist,
R&D department

Most
innovations are
created **thanks to**
listening to our
customers



Our

Reliability – We do what we have promised, and within the deadline we have confirmed. We always deliver the highest quality.

Innovation – We keep abreast of the latest packaging trends and help to create them.

Partnerships with customers – We build long-term partnerships with our customers based on mutual trust and understanding of needs.



Jana Michlová

Senior production
operator

**For us,
reliability
means to deliver
in time and
in the required
quality.**

values

Responsibility – for one's work, team, region and environment. We treat our environment responsibly.

Courage – We want to be the best in what we do. We bring innovative new solutions and business models to the market.



people
are our
**greatest
asset**



we are not indifferent



Rotobal **Second life of the box**

Since 2008, we have been running rotobal.cz e-shop focusing on the purchase and sale of used boxes. Indeed, the re-use of a functionally preserved used box represents its most efficient recycling.



new



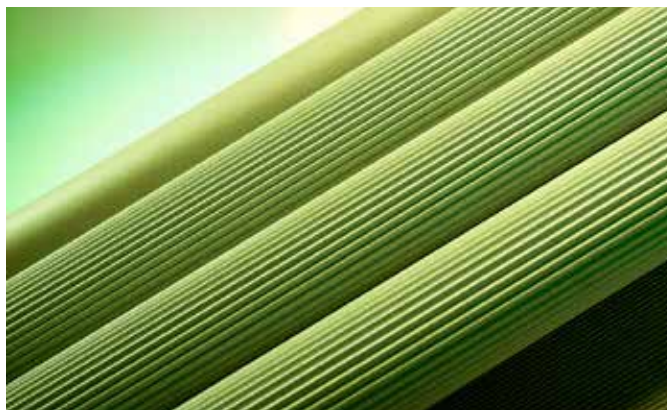
used



“will serve equally”

Production of corrugated cardboard

We focus primarily on the production of corrugated cardboard products. The packaging and fixation, which stabilizes and protects the goods inside the packaging, are thus made from the same material that can be easily recycled. The corrugated cardboard itself can be re-used after being recycled up to 9 times.



Corrugated
packaging for
**easy
recycling**

ISO 14001 all processes under control

All of our behaviour that could affect the environment is governed by certified standards.



PORSCHE
headlight
packaging



satisfied customer is the greatest award

6000 satisfied customers, which is the average number of served customers per year, are the most important reward for us. Nevertheless, we pride ourselves on our professional awards as well. Most of all, we value our victory in the

prestigious national competition Company of the Year 2008 as well as multiple awards obtained in the Worldstar for Packaging, the recognized worldwide competition. These packaging competitions primarily value products that bring

something new and innovative to the industry. Our success is a confirmation that in the development of packaging, we remain to be among the leaders.



SUBDODAVATEL ROKU
SUPPLIER OF THE YEAR
2004



servisbal.

VODAFONE
FIRMA ROKU



Oba

INVESTOR
IN PEOPLE

7x Award Worldstar for Packaging

2002 – 2014

Award Company of the Year 2008

15x Award Packaging of the year

(Czech Republic), last in 2016

Award Supplier of the Year

2nd place in 2004

Award Log-In logistic innovations for 2006

Award Investors in People

certification in 2005 – 2017

Award Business responsibly

2nd place in 2015

supplies of assembled boxes for automotive industry in the **just in time** environment

Packaging of larger products for automotive industry for a pallet box requires quite a demanding handling. Therefore it is necessary to simplify all the "unnecessary" operations and handling of the packaging.

For this reason, a solution has been proposed, which puts maximum emphasis on simplifying the packaging process and storage. The resulting packaging system consists of folding pallet box, fixation, dividers and anti-corrosion bag. The box made of corrugated cardboard is further provi-

ded with an insert, which reinforces the entire packaging. The box enables its folding to almost flat state on a pallet. Scored lines on the box walls enable its folding to almost flat state on a pallet. All other packaging components (grids, bag and dividers) are transported to the customer directly in the assembled box.



90%
space
savings (500 m²)

4
personal
savings

time
savings
(packing
and
handling)



Benefits for the customer

- No storage space at the customer
- Supplies fully based on the need, even several times a day
- Optimization of turnaround of all packaging components
- Assembly takes place in the external storage close to the customer
- Simplified packing and handling
- Elimination of downtimes due to poor planning or errors of suppliers

case

supplies of everything needed for the packaging of glass on a single pallet



We supply several types of packaging to a renowned Czech glass manufacturer. In this case, the innovative approach involves the method of delivery. The packaging is not delivered in the traditional manner by types on several pallets, but on the contrary, several types of packaging (boxes, dividers, grids) are placed together on a single pallet.

This is of a great benefit for the customer, as it is sufficient for them to put one pallet only to their workplace. The operator thus does not need to move between multiple locations, can comfortably get all the necessary packaging material from a single palette, which saves a lot of work and unnecessary handling.



**flexible
production
planning**

before

now

3=1

paletts

palett



1

**personal
savings**



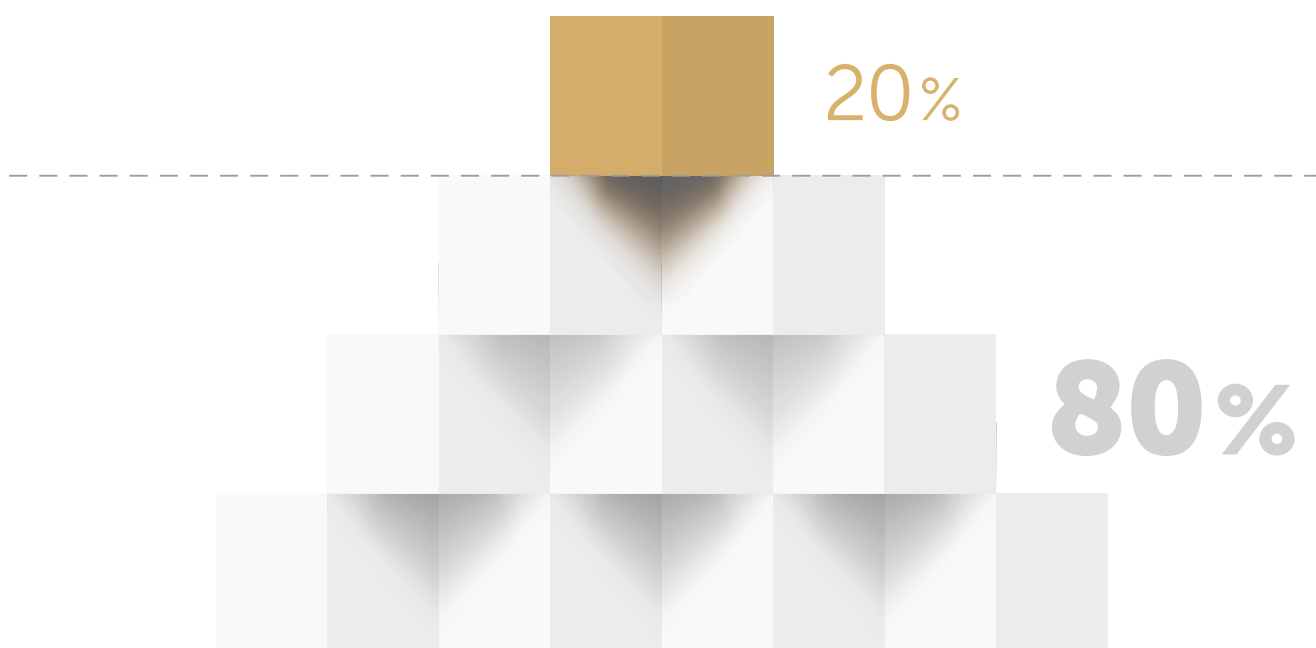
Benefits for the customer

- Complete packaging consisting of boxes, grids and dividers from a single supplier
- Logistics – ordering and tracking of one inventory item only
- Optimal use of pallet spaces in a warehouse
- Flexible production planning
- Smooth packing process thanks to the exact number of packaging material

studies

overall **costs** per packaging

price of packaging



hidden process costs

we will find savings

PACKAGING
ASSEMBLY



PERSONAL
EXPENSES



STORAGE



LOGISTICS



www.servisbal.cz

