February 21st 2018
We master the best and most widespread communication interface
This is about you
Labour productivity per hour worked (ESA 2010)

Percentage change over previous period

[Bar chart showing labour productivity change for different regions and years, with 'geo' indicating regions and '2014' and '2015' indicating years, with values ranging from -0.4 to 0.9 on the y-axis.]
The Human Capital Report 2016

Italy (35) is held back by a low youth labour force participation rate (123rd) and high youth unemployment rate (122nd) for its 15-24 Age Group pillar, and scores poorly on the quality of its on-the-job staff training (119th). The country does, however, perform rather better on the secondary enrolment and basic education survival rates of its younger 0-14 age group as well as on the skill diversity of its graduates.
Expat statistics

<table>
<thead>
<tr>
<th>Età</th>
<th>Sesso</th>
<th>Totale</th>
<th>% su totale</th>
<th>% Femmine su tot</th>
<th>% Maschi su tot</th>
</tr>
</thead>
<tbody>
<tr>
<td>0-9</td>
<td>6.658</td>
<td>7.149</td>
<td>13.807</td>
<td>12.8</td>
<td>48.2</td>
</tr>
<tr>
<td>0-14</td>
<td>2.820</td>
<td>3.026</td>
<td>5.846</td>
<td>5.4</td>
<td>48.2</td>
</tr>
<tr>
<td>15-17</td>
<td>1.298</td>
<td>1.433</td>
<td>2.731</td>
<td>2.5</td>
<td>47.5</td>
</tr>
<tr>
<td>18-34</td>
<td>17.930</td>
<td>21.480</td>
<td>39.410</td>
<td>36.7</td>
<td>45.5</td>
</tr>
<tr>
<td>35-49</td>
<td>10.986</td>
<td>16.706</td>
<td>27.692</td>
<td>25.8</td>
<td>39.7</td>
</tr>
<tr>
<td>50-64</td>
<td>4.302</td>
<td>7.169</td>
<td>11.471</td>
<td>10.7</td>
<td>37.5</td>
</tr>
<tr>
<td>65-74</td>
<td>1.747</td>
<td>2.189</td>
<td>3.936</td>
<td>3.7</td>
<td>44.4</td>
</tr>
<tr>
<td>75-84</td>
<td>1.017</td>
<td>0.982</td>
<td>1.999</td>
<td>1.9</td>
<td>50.9</td>
</tr>
<tr>
<td>85+</td>
<td>0.399</td>
<td>0.238</td>
<td>0.637</td>
<td>0.6</td>
<td>62.6</td>
</tr>
<tr>
<td>Totale</td>
<td>47.157</td>
<td>60.372</td>
<td>107.529</td>
<td>100</td>
<td>43.9</td>
</tr>
</tbody>
</table>

Fonte: Migrantes-Rapporto Italiani nel Mondo. Elaborazione su dati AIRE.
technically, the glass is always full.
We «do» interesting things
From components manufacturer to industry-oriented solution provider

- Extensive product program (with more than 25,000 products) as a basis for machine safety systems and solutions
- Support from initial contact to installation and commissioning:
  - Advice in selecting standard-compliant protective devices
  - Safety analysis & hazard assessments
  - Design and implementation of safety solutions
<table>
<thead>
<tr>
<th>Safety products</th>
<th>Safety solutions</th>
<th>Safety services / tec.nicum</th>
</tr>
</thead>
<tbody>
<tr>
<td>Guard door monitoring</td>
<td>Elevators and escalators</td>
<td>academy: knowledge transfer</td>
</tr>
<tr>
<td>Optoelectronic safety devices</td>
<td>Packaging</td>
<td>consulting: consultancy services</td>
</tr>
<tr>
<td>Command devices with safety function</td>
<td>Food</td>
<td>engineering: technical project planning</td>
</tr>
<tr>
<td>Safety-oriented tactile safety guards</td>
<td>Machine tools</td>
<td>integration: execution and assembly</td>
</tr>
<tr>
<td>Safe signal processing</td>
<td>Heavy industry</td>
<td></td>
</tr>
<tr>
<td>Command devices and indicator lights</td>
<td>Automobile and automotive</td>
<td></td>
</tr>
<tr>
<td>AS-Interface Safety at Work</td>
<td></td>
<td></td>
</tr>
<tr>
<td>EX switchgear</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Safety switches with separate actuator</td>
<td>Position switches</td>
<td>Safety switches for hinged safety guards</td>
</tr>
<tr>
<td>----------------------------------------</td>
<td>-------------------</td>
<td>------------------------------------------</td>
</tr>
<tr>
<td>Safety sensors</td>
<td>Solenoid interlocks</td>
<td>Door-handle actuators</td>
</tr>
</tbody>
</table>
Safety light grids
Safety light curtains
Safety light barriers
Pull-wire emergency-stop switches

Safety foot switches

Emergency stop pushbuttons

Enabling switches

Two-hand controls
Safety mats

Safety edges

Safety bumpers
<table>
<thead>
<tr>
<th>Program</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Programmable safety control systems</td>
</tr>
<tr>
<td>2</td>
<td>Compact safety control systems</td>
</tr>
<tr>
<td>3</td>
<td>Safety relay modules</td>
</tr>
<tr>
<td>4</td>
<td>Output expander modules</td>
</tr>
<tr>
<td>5</td>
<td>Input expander modules</td>
</tr>
<tr>
<td>6</td>
<td>Fail-safe standstill monitors</td>
</tr>
<tr>
<td>7</td>
<td>Fail-safe delay timers</td>
</tr>
<tr>
<td>8</td>
<td>Connection to higher-level control systems</td>
</tr>
</tbody>
</table>

**ANIPA**

**Safe solutions for your industry**
Operating panels
Command devices and indicator lights
LED signal columns CleanSIGN
Safety systems
AS-Interface Safety at Work

Master-monitor combinations ("Safety separated")

Safety gateways ("Safety integrated")
Safety products
ATEX
switchgear

- Ex guard locking devices
- Ex switchgear
- Ex position switches
- Ex safety sensors
- Ex pull-wire emergency stop switches
- Ex command and signalling devices
- Ex safety-monitoring module
R&D

Industry focus 4.0:
Industry focus 4.0:

Industria 4.0: Le tecnologie abilitanti

- Advanced Manufact. Solutions
  - Robot collaborativi interconnessi e rapidamente programmabili

- Additive Manufacturing
  - Stampanti in 3D connesse a software di sviluppo digitali

- Augmented Reality
  - Realtà aumentata a supporto dei processi produttivi

- Simulation
  - Simulazione tra macchine interconnesse per ottimizzare i processi

- Horizontal/Vertical Integration
  - Integrazione informazioni lungo la catena del valore dal fornitore al consumatore

- Industrial Internet
  - Comunicazione multidirezionale tra processi produttivi e prodotti

- Cloud
  - Gestione di elevate quantità di dati su sistemi aperti

- Cybersecurity
  - Sicurezza durante le operazioni in rete e su sistemi aperti

- Big Data and Analytics
  - Analisi di un’ampia base dati per ottimizzare prodotti e processi produttivi
Industry focus
LIFT/automation:
We «do» useful things
We «do» those things all over the world
We succeed in «doing» this!
We «do» those things our own way
sensore + logica (psc) possibile
raggiungere il PL e (fino a PL e),
dipende dal numero di
operazioni, verificare la
compatibilità elettrica (tensione
e corrente) tra sensore e psc (e
necessario controllare che
soddisfi i requisiti della
ciec 60947-5-3). Non c’è
problemi per quanto riguarda il
guasti meccanici, mentre i
guasti elettrici sono
diagnosticati dal psc se
compatibile e configurato
correttamente. Se si utilizza
NO+NC e meglio, altrimenti è
possibile 2 NC, se è usa il model
12 deve essere usato NO e NC
e il circuito di sicurezza
cridante (psc), mentre i altri
ci NC solo per segnalazione.
Sensore codificato livello di
codifica basso. Se vuole con
Having said that
We adapt organization to people!

Traditional office buildings

- Brescia
- Novara
- Modena

+ Home offices!
Whom we hired in the last years:

Graduates in Physics, Engineering, Languages, Political science
Undergraduates in Electronics,
Junior High school,

Staffed as:

Write to risorseumane@schmersal.it
Reference: ANIPLA 2018
ANIPLA

Constantly Open positions in German Headquarter

@ http://www.schmersal.com/karriere
Thank you for your attention!