



Die ÖHF Malsch GmbH im Internet – auf den Service-Seiten stellt das Unternehmen viele nützliche Unterlagen zum Download zur Verfügung.

tenaufzug bis hin zum Vollglas-Panoramalift. Über 70 Mitarbeiter stellen das hohe Qualitätsniveau sicher, das im Traditionsunternehmen ÖHF der Maßstab aller Dinge ist.

besitzen die Mitarbeiter einen hohen Erfahrungsschatz, den sie wiederum an die Auszubildenden weitergeben. Für uns ist das die optimale Form der Know-how-Sicherung“, betont Geschäftsführerin Ute

Sowohl in den metallverarbeitenden Abteilungen als auch im Steuerungs- und Wartungsbau wird ausgebildet. Erfreulich: Die meisten der Auszubildenden können nach erfolgreichem Abschluss übernommen werden. Viele der heutigen Mitarbeiter haben daher auch bei ÖHF gelernt. Gerhard Hucker, 1969 der erste Mitarbeiter, konnte kürzlich sein 37jähriges Firmenjubiläum feiern (siehe Foto). „Gerade durch die langjährige Verbundenheit mit unserem Unternehmen

Amann und fügt hinzu: „Wir sind ein heimisches Unternehmen und bleiben auch in Zukunft Verfechter der Standort-Deutschland-Philosophie“.

Neue Vertriebsstruktur

Die neue Vertriebsstruktur von ÖHF mit Christoph Habl (siehe Foto) an der Spitze sorgt für optimale Kommunikation mit dem Kunden. Unterstützt von Matthias Neumeister hat sich das ÖHF-Vertriebsteam die Aufgabe gestellt, die vielfältigen Anforderungen im modernen Aufzugsbau effizient und kundenorientiert zu realisieren. „Gerade bei den Sonderlösungen kommt es uns auf eine intensive und präzise Beratung unserer Kunden an, damit Projekte optimal und ohne Reibungsverluste laufen“, so Christoph Habl. Denn nach wie vor fühlt sich das Unternehmen dem Wahlspruch des Firmengründers verpflichtet und bei ÖHF gilt eben:

„Gehd ned? Gibt's ned!“

Ölhydraulische Fördertechnik Malsch GmbH, D-76316 Malsch-Völkersbach



“CAN'T? THERE'S NO SUCH WORD!”



The motto of Kurt Ochs, who founded the ÖHF company, infuses the whole business and is still entirely applicable today.

ÖHF, or Ölhydraulische Fördertechnik Malsch GmbH, is located at the northern edge of the Black Forest, on a sunny hilltop. For nearly four decades, ÖHF has stood for quality and innovation in lift



The management board of ÖHF Malsch GmbH: (from left) Hannelore Ochs, Ute Amann, Gabriele Esser, Christian Esser

engineering. The list of the best addresses in politics and business that have



Purchasing Managing Ruth Guth (left) in discussion with Joint General Manager Ute Amann (centre). Melanie Schraml (right) is talking to a customer about a delivery.



Gerhard Hucker embodies know-how: in 1969 he was ÖHF's first employee.

placed their faith in a lift from the town of Völkersbach is a long one; from the grandest hotels and administration buildings in Germany and other European countries, through the former German parliament building in Bonn and the Ikea store in Moscow, to the University Library in Warsaw and public buildings in Alma Ata and Thailand. You won't see their nameplate anywhere, but this lift builder from Germany's Baden region is proud to have 16,000 systems installed around the world, and their creed is “Specials are our standard”.

No requirement is too special

When the shaft space is very tight or particularly high payloads are needed, when



"Ok, we'll propose this solution." (from left) The sales team of Matthias Neumeister, Dieter Krüger and Christoph Habl.



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the lift operates with foodstuffs or in a clean room, or it has to travel in an explosion-hazard environment, then the lift builders from ÖHF are in their element. Exceptional car requirements, whether a height of 5 metres or a length of 18 metres, or loading by heavy-duty lift truck, are all part of day-to-day business. "Step by step, we have built up this know-



In the visitor and training section: Marcel Kunz (Department Head, Control Engineering, centre) and Christian Esser (Engineering Manager, right) in talks with a customer.

how since the founding of the company in 1968", says Gabriele Esser, who is one of the two Joint General Managers and has a degree in Industrial Engineering. In Völkersbach, the company also builds lift that are hybrids of various standards, for example, combining EN 81 and the Machinery Directive to produce a hospital-bed lift that uses a pavement-lift function to service the helicopter landing pad on the roof as well. Real design creativity is called for where a lift has to be installed in a location where it simply is not possible, and a stairwell is then for example adapted with an automatic drive-over ramp.

Installations that are "above and beyond" the standards are also popular with ÖHF's designers. One example is an elevating stage for an orchestra. The stage has an area of 20 m², is equipped with balance-shaft stabilisation, and has a pawl device



Heribert Ochs (left) and Production Manager Dieter Daum discuss the schedule for parts that are to be manufactured.

with a particularly fast action. "We look forward to every customer specification that challenges us and gives us an opportunity to explore less well-travelled design routes. Customised solutions for tricky requirements and unusual demands are an incentive for us. We are particularly strong in this area, in which we want to become even more active in future" says Engineering Manager Christian Esser.

Custom components

The company also offers individual components of a well-established quality. In addition to controllers, we should mention complete power units, hydraulic cylinders and accessories, pawl devices for heavy-load lifts, and solutions to the problem of protecting the shaft pit and shaft head shelter zones.

Customised doors are currently in vogue. ÖHF turns challenging architectural design requirements into reality, and produces technical refinements, high-quality

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ity fabrication down to the smallest details, and standards-conforming designs. The ÖHF door range includes swing doors of all types, including doors with glass, in stainless steel, or fully-customised models such as type-approved doors featuring locking flaps.

Controllers also meet the highest possible requirements

Since 1993 ÖHF has been building its own controller, with a range of functions, flexi-



In the hydraulics department, Alexander Daum is responsible for assembling manifold blocks and fine-tuning the settings.



On completion, all controllers undergo a detailed and exhaustive test procedure (up to 21 pages long, depending on model).

bility, delivery times and reliability that are ideally matched to the spectrum of lifts that can be manufactured. This controller is being continually enhanced, and it includes numerous special functions that in many cases can be activated without any special wiring requirements and simply by "pressing a button".

Particular priority was given to making the service technician's job as straightforward as possible by displaying messages in text rather than as codes, providing detailed statistics, and maintaining a comprehensive fault memory. The controller is rounded off by small, but helpful, components such as the "TÜV

Test" module, with which the technician can produce the conditions and sequences that need to be checked by the approvals body, without the need to laboriously activate contactors or relays in the external control system.

Among other benefits, the display can be conveniently used to set all times, to activate time switches, and to program message texts for the in-car display panel.

The controller includes common functions such as the operation of the positioning system that is a requirement for virtually all car lifts, as well as specialised, seldom-used functions such as radio-control of the lift by a driverless industrial truck that – without any human intervention – calls the lift, drives into the car, selects the destination, and on arrival drives out again.

Flexibility from substantial vertical integration

Emphasis within the Völkersbach manufacturing operation is placed on respon-



A design team meeting – (from left) Jürgen Schneider, Christian Becker, Ingo Kräutler, Wolfgang Ochs, Heiko Mauderer, Christian Esser, Gabriele Esser and (in foreground) Steffen Prokopp.

siveness, and very short lead times can be achieved in emergencies. This is accomplished not least through a very substantial degree of vertical integration; particularly in the case of smaller lifts, the designers can often plan for all components to be manufactured in-house.

Customers include the well-known, major participants in the lift-engineering market, as well as numerous small and medium-sized lift businesses. The product portfolio ranges from simple pavement lifts through 40-ton freight/employee lifts and right up to all-glass panorama lifts. More than 70 employees ensure the high level of quality that is the



ÖHF Malsch GmbH on the Internet – on its Service pages, the company has many useful documents that can be downloaded.

benchmark for everything in this traditional business.

Apprentice training is carried out in the metal-working departments as well as in control systems engineering. With gratifying results: when they complete their training, the majority of apprentices can be taken on. Many of the present employees thus learned their trade in ÖHF. Gerhard Hucker became the first employee in 1969, and he recently celebrated his 37th anniversary with the company (see photo). "Precisely because of their long association with the company, our employees have a great wealth of experience that they in turn pass on to our apprentices. For us, this the best way of preserving know-how", declares Joint General Manager Ute Amann, adding "We are a local business and will remain champions of the Quality – Made in Germany philosophy."

Highly professional sales contacts

ÖHF's reorganised sales structure is led by Christoph Habl (see photo) and ensures optimum customer communications. Supported by Matthias Neumeister (preparation of tenders) and Dieter Krüger (installation drawings), the ÖHF sales team has set itself the task of fulfilling the numerous requirements in modern lift engineering efficiently and with a strong customer focus. "Particularly in the case of special designs, it is down to us to provide our customer with in-depth and accurate advice so that projects run smoothly and in the best possible manner" to quote Christoph Habl. Just as in the past, the organisation feels itself committed to the founder's motto, and in ÖHF the rule is still:

"Can't? There's no such word!"

Öhhydraulische Fördertechnik Malsch GmbH, D-76316 Malsch-Völkersbach

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