



50 YEARS OF EXPERIENCE & INNOVATION IN PLASTIC

QUALITY IN  
PLASTIC





**Dear customers, suppliers and business partners,**

The Otto Graf GmbH was founded 1962. In the first years, we mainly sold plastic containers and barrels for fruit growing and wine making. Due to our high quality standard the company has grown continuously.

The advantage of the acid-base property of plastic material was used consequently and we also developed tanks for industrial use. Within a few years, we were the market leader in this field.

At an early stage, we already realized the high potential of rainwater harvesting. In 1974, the first rainwater butts were sold with the slogan "Rainwater is for free" and were followed by many more products for rainwater harvesting. This segment was consequently followed and developed.

Our success is based on a wide range of plastic products and well-thought-out system solutions. In all usual production processes, we are well equipped with the most modern machines.

We now employ 320 people around the world, 240 of them in Germany. Our products are exported to over 60 countries around the globe. Numerous innovations have impressively underlined the high standards we demand of ourselves as a market and innovation leader in rainwater harvesting.

We are very proud that our products meets the high customer satisfaction and we are happy that our company has been the prize winner in many different competitions. Our 50th anniversary is owed to our customers and employees.

**Many thanks for 50 years of loyalty.**

Otto F. Graf

Otto P. Graf

## TENINGEN SITE (GERMANY)

- Size 155 000 square metres
- Around 240 members of staff
- Production using injection moulding and blow moulding procedures, recycling of raw materials





### DACHSTEIN SITE (FRANCE)

- Size 100 000 square metres
- Around 95 members of staff
- Production using injection moulding and rotary procedures

## 1962

Otto F. Graf founds Otto Graf GmbH. Initially, he markets plastic containers and barrels for fruit-growing as well as wine-making and industrial tanks.

## 1974

The launch of the first GRAF rainwater butts paves the way for what is today the company's most important product segment: rainwater harvesting.

## 1978

GRAF S.A.R.L., the French subsidiary founded in 1970, moves to its present day site in Dachstein, France. By launching underground rainwater tanks, GRAF moves into a totally new product segment.

## 1990

Rotary production in France is greatly expanded when the largest rotary machine in Europe at that time is brought online.

## 1996

Otto P. Graf, the son of the founder, joins the company as Managing Director.

## 1997

A record investment is made in Dachstein in company-owned injection moulding featuring three large machines. The Herkules tank revolutionises tank logistics. Its two half shells are linked via a patented system.



# 1999

The first generation of the GRAF Rain Bloc forms the basis for the range of storm-water products.

# 2001

GRAF adds fully biological wastewater treatment systems to its range thereby launching today's highly successful wastewater disposal range.

# 2002

GRAF enters the decorative tank segment with the column tank – this is now a key range for GRAF.

# 2006

Investing a record of over 20 million euros, GRAF extends the Teningen site to become the company's most state-of-the-art production site.

# 2009

Sustainability is an issue whenever raw materials are used. GRAF therefore invests in its own raw materials recycling facility.

# 2008

Tremendous growth makes further expansion of the plant in Teningen necessary. GRAF invests in company-owned blow moulding production.

# 2011

Investments are made at the Dachstein site in two of the latest generation of rotary systems. The fully automated systems set new standards in terms of quality and energy efficiency.

## MILESTONES IN OUR STORY OF SUCCESS

For 50 years, the GRAF brand has been synonymous with high-quality plastic products. The company was founded in 1962 to market plastic containers and within five decades has become the European market leader in rainwater harvesting. Today GRAF employs over 320 people - around 240 of them in Germany - and turns over in excess of €80 million. GRAF products are exported to over 60 countries around the globe, including remote sales regions such as Australia and Mongolia





# GREEN PRODUCTS - GREEN RAW MATERIALS - GREEN PRODUCTION

*EVERYDAY, GRAF CUSTOMERS AROUND THE WORLD SAVE OVER 160 MILLION LITRES OF PRECIOUS DRINKING WATER*

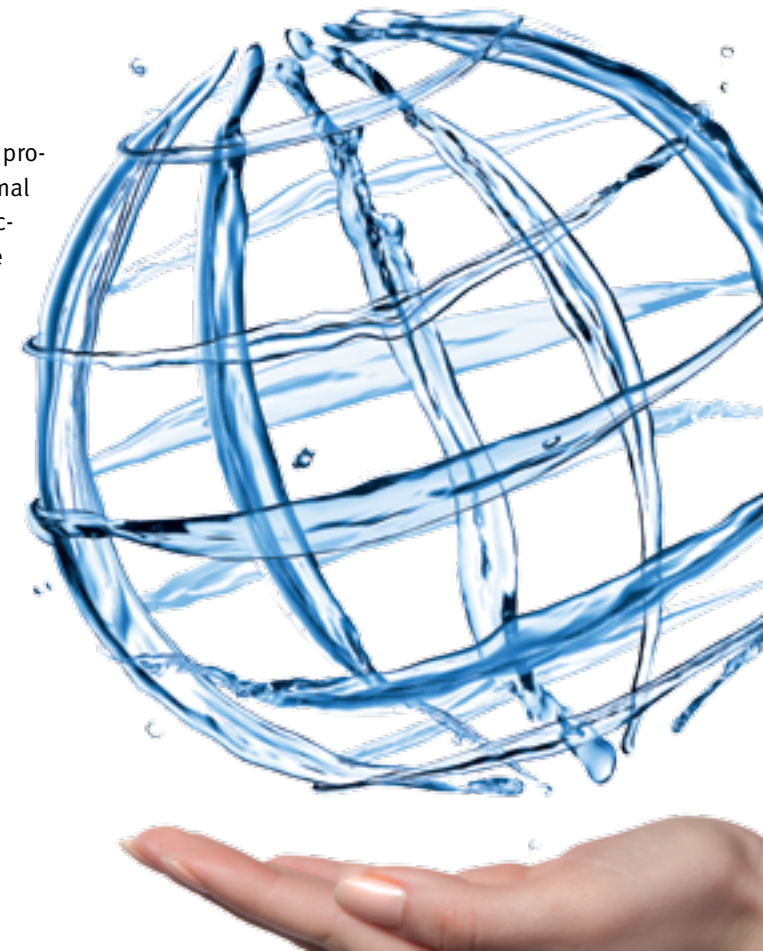
This is the equivalent of 64 Olympic swimming pools. Drinking water isn't necessary everywhere in the house. GRAF products help rainwater to be used to irrigate gardens, flush toilets and operate washing machines. Private households can cut their consumption by around 50%, while commercial properties can make a saving of around 85%. Nearly all GRAF products work to protect the environment and are also 100% recyclable.

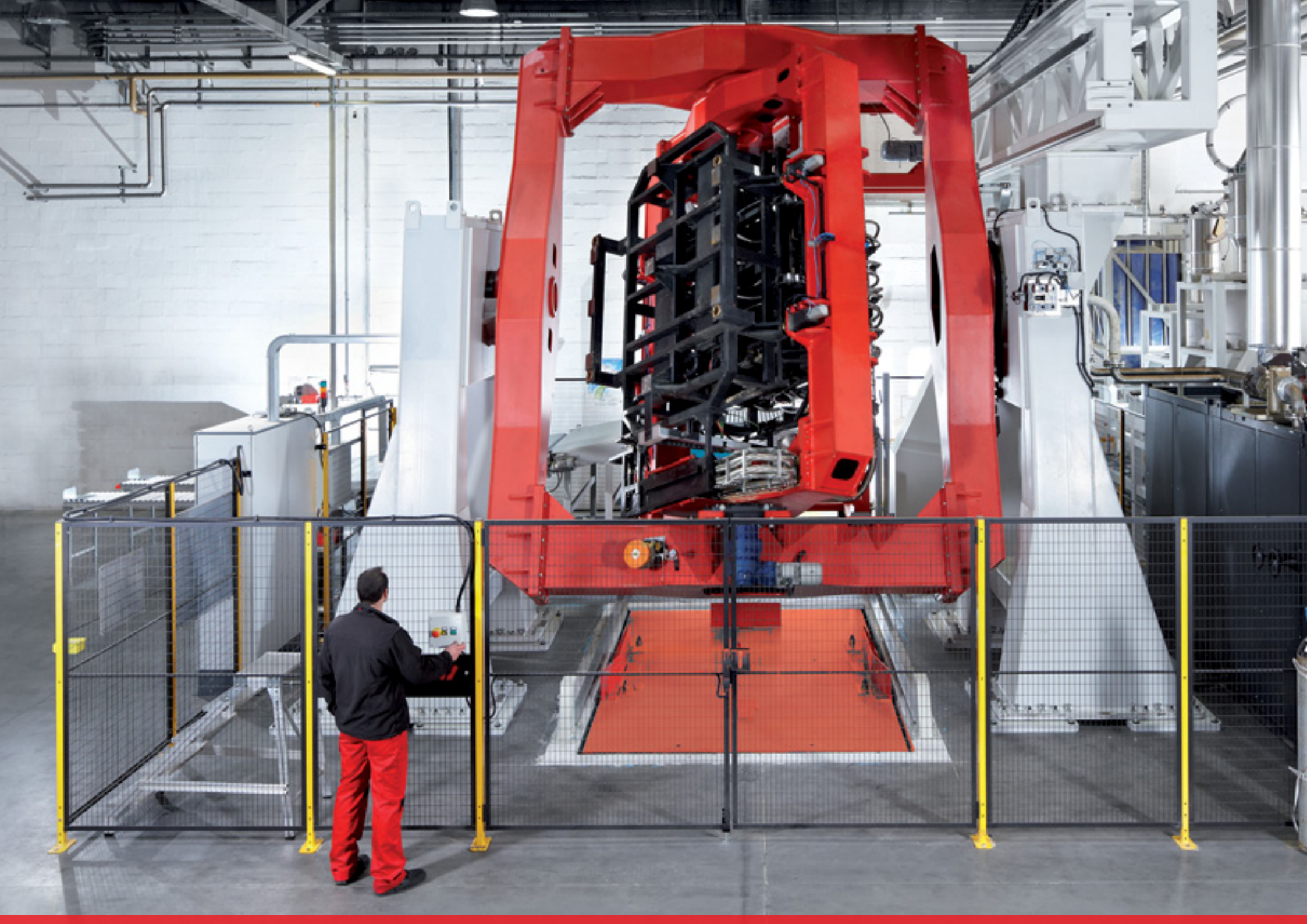
## **Environmental products from recycled raw materials**

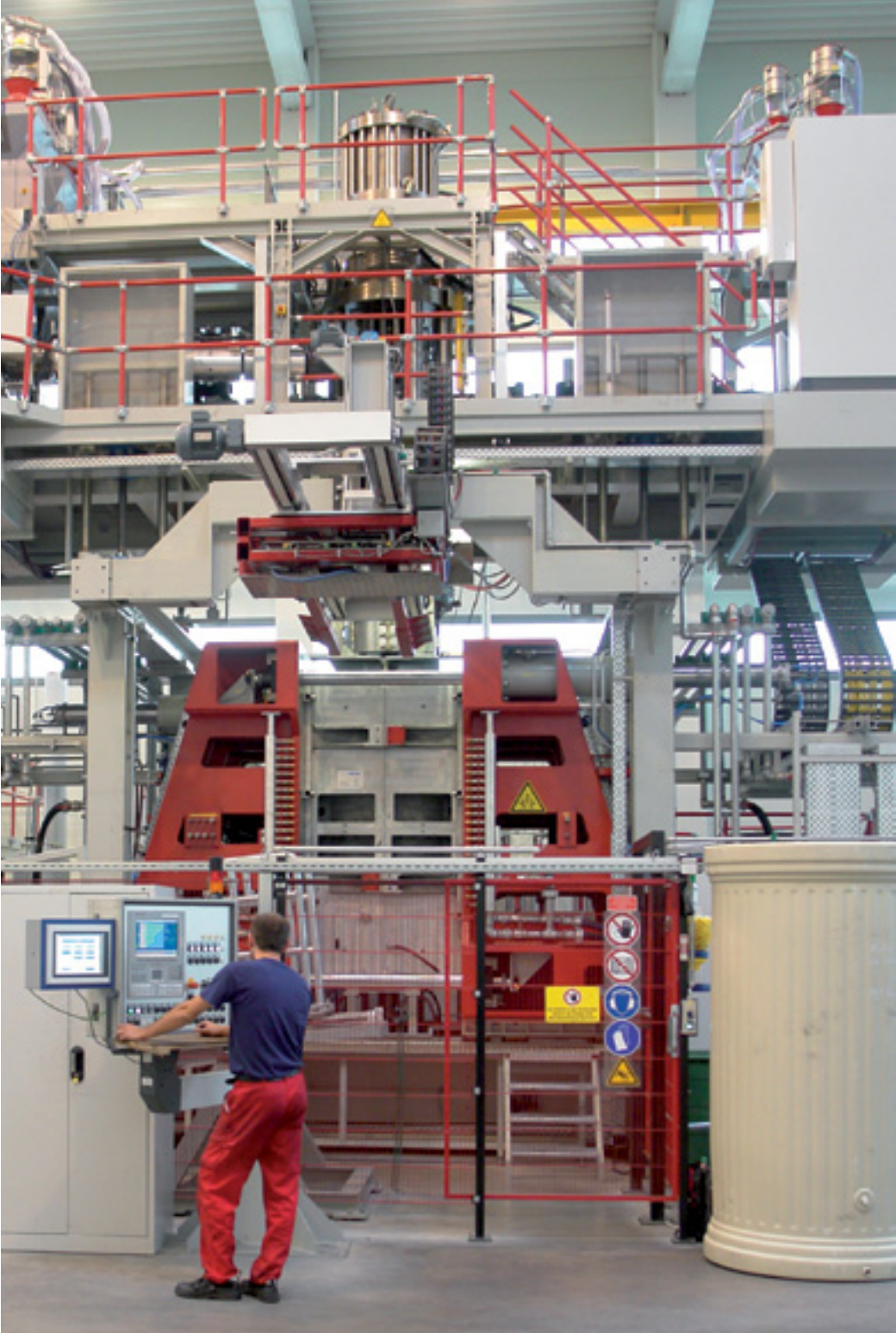
Over 50% of the raw materials processed at GRAF are recycled. Thanks to an in-house raw materials recycling facility, we ensure a constantly high quality of raw materials and take account of the sustainability concerns of our products throughout the value added chain.

## **Low-resource production**

State-of-the art facilities in the production process ensure minimal use of resources. Our new injection moulding systems require considerably less energy than standard. The heat produced during production is used to heat the production and logistics building thanks to heat recovery.







# OUR AREAS OF EXPERTISE

## — PRODUCTION EXPERTISE

The manufacturing process used for a top-quality product is crucial. GRAF products have to satisfy a huge number of different requirements which is why GRAF is an expert in all the procedures common used to manufacture plastic products. The company uses the optimum manufacturing process for each product and deploys state-of-the-art production facilities. This is the only way to guarantee superlative quality at attractive prices.

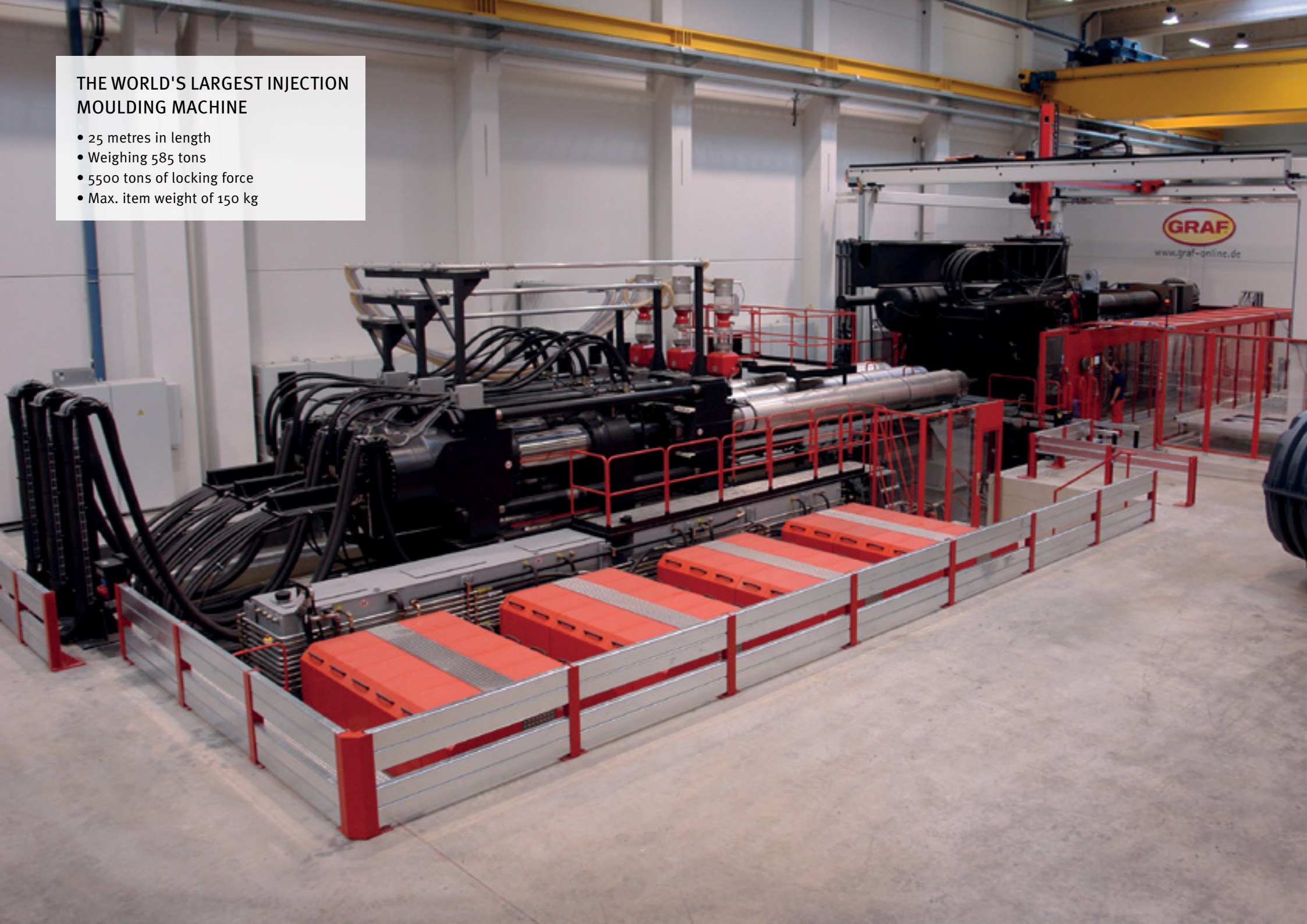
### **Seamless quality assurance**

Our products portray is an image of superlative production quality and reliability. Each part is then given a serial number. The production process for each and every tank is documented throughout. All production parameters, such as weight, date of manufacture and material batch, are recorded for quality assurance.



## THE WORLD'S LARGEST INJECTION MOULDING MACHINE

- 25 metres in length
- Weighing 585 tons
- 5500 tons of locking force
- Max. item weight of 150 kg





## — INJECTION MOULDING EXPERTISE

GRAF broke new ground by using injection embossing to make the Carat tank. To manufacture the Carat, GRAF commissioned development and construction of the world's largest injection moulding machine.

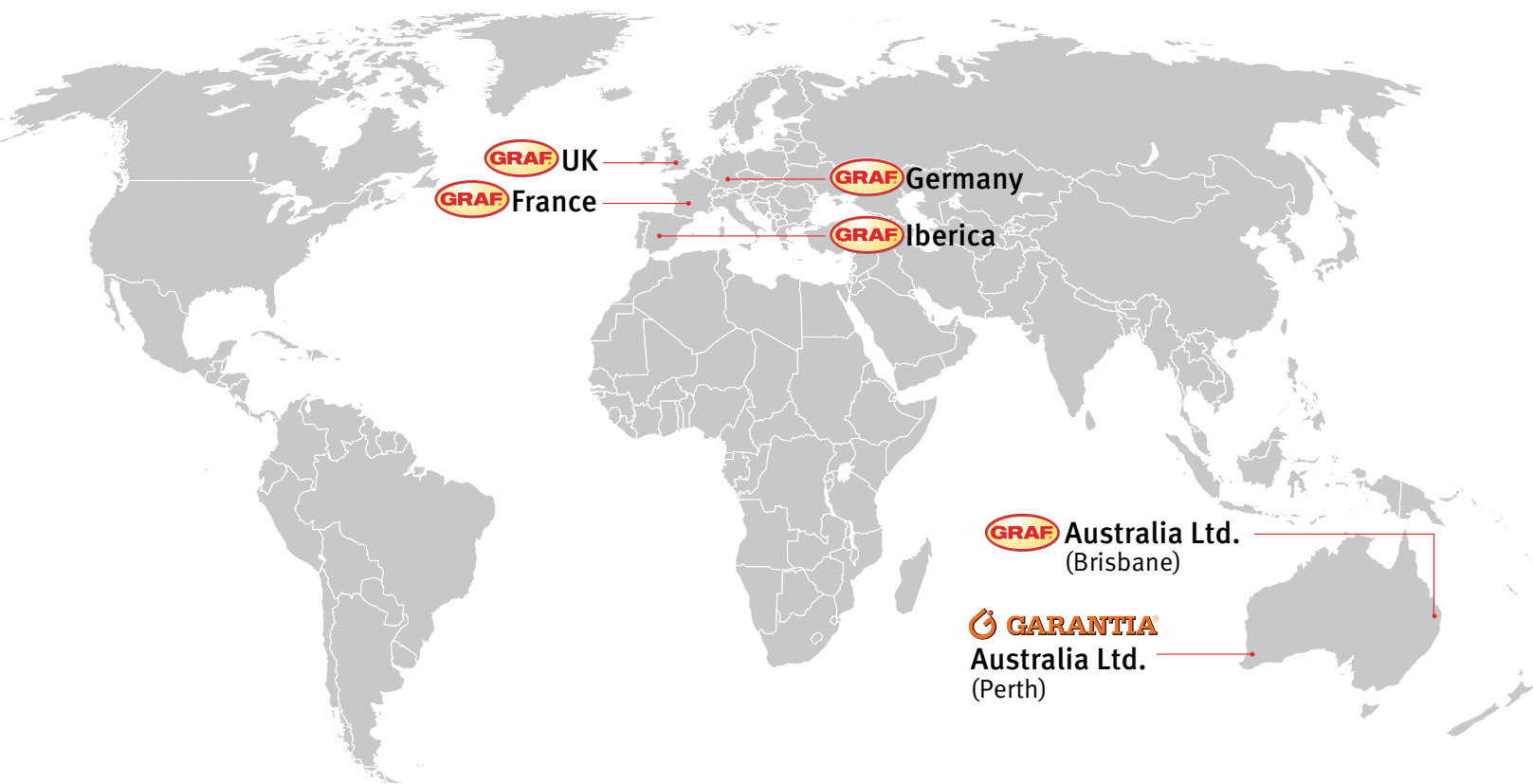


*In 2010, GRAF won the first prize in the Innovation award of the state of Baden-Württemberg with the Carat S underground tank.*



**EXPORT IN OVER  
60 COUNTRIES**



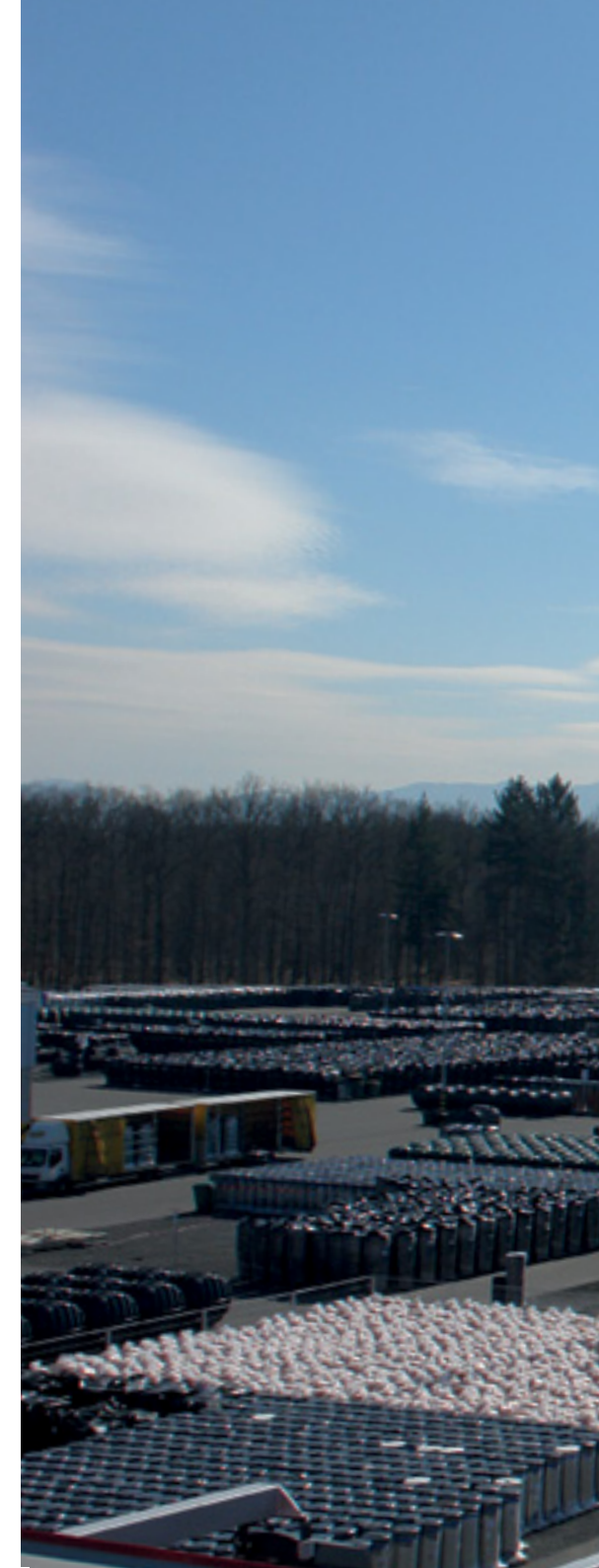


**GRAF** UK  
**GRAF** France

**GRAF** Germany  
**GRAF** Iberica

**GRAF** Australia Ltd.  
(Brisbane)

**GARANTIA**  
Australia Ltd.  
(Perth)



## — LOGISTICS EXPERTISE

GRAF's network of dealers has continued to grow over the years. GRAF products are exported to over 60 countries around the globe. The share of products exported by our company as almost doubled over the last five years. We owe the outstanding loyalty of our custo-

mers to unique product quality, great value for money and the distinct service approach we deploy with our trade partners. Well thought-out logistics with short response and delivery times are essential to ensuring a high standard of service.



*GRAF LOGISTICS HAVE AN IMPRESSIVELY  
HIGH DELIVERY RATE OF 99%*



# GRAF





## — DESIGN EXPERTISE

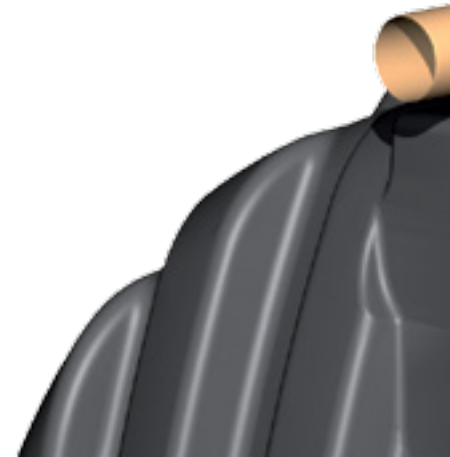
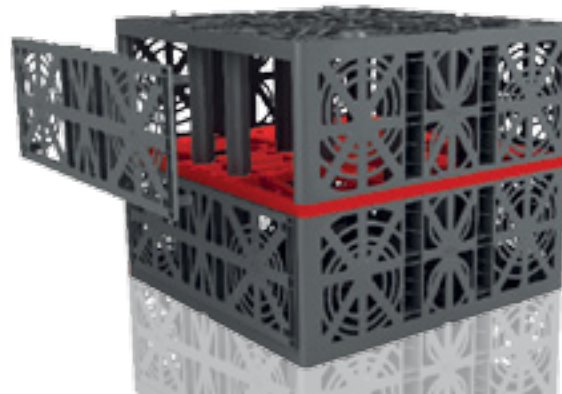
In 1974 the classic water butt paved the way for one of the most successful GRAF ranges. Whether they are looking for brightly coloured or discreet colours – in a modern or rustic look – our customers can choose from more than 60 tank sizes, shapes and colours!

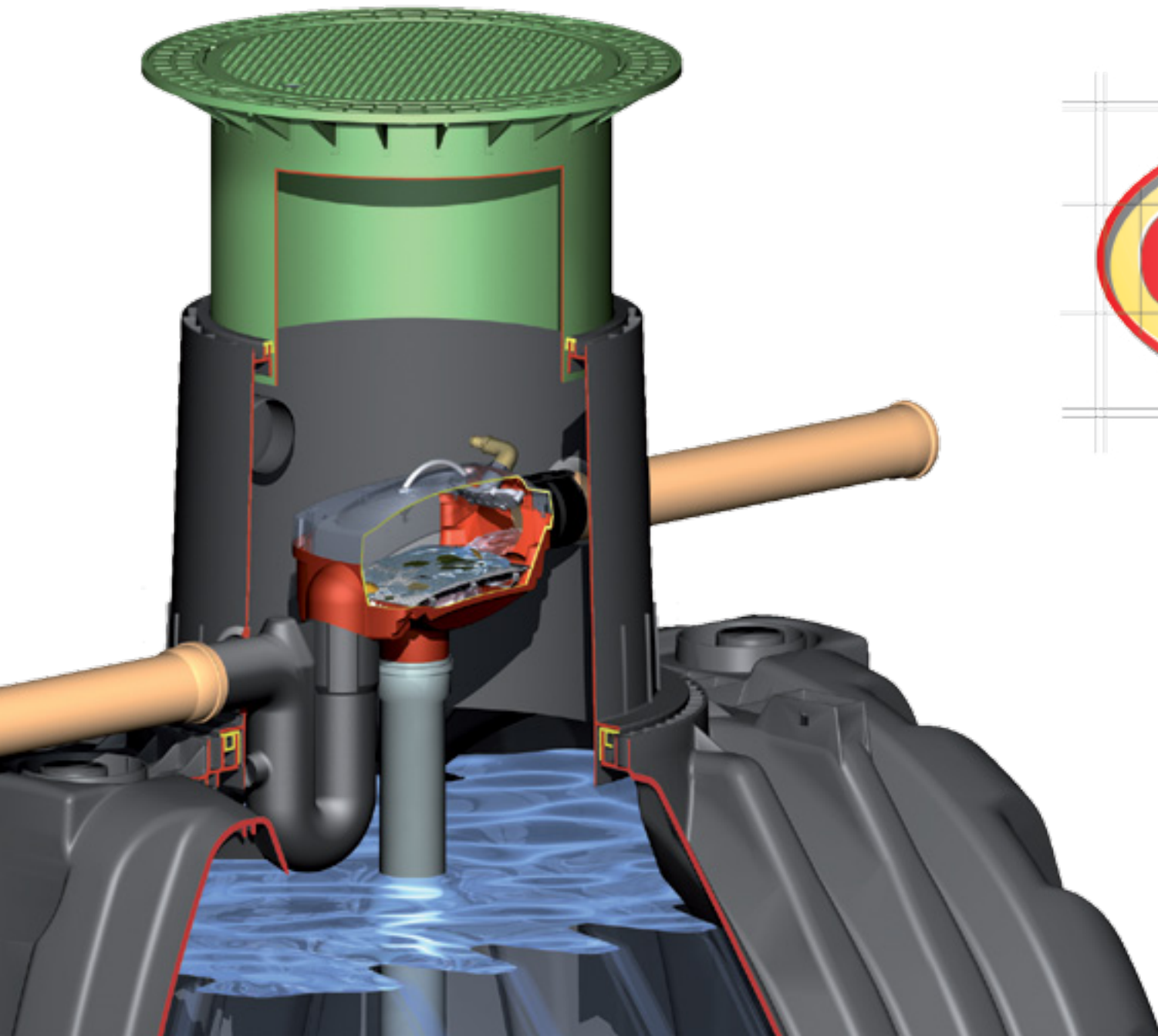


## — ENGINEERING EXPERTISE

More than 200 registered property rights and countless awards document our work as an innovation leader. These innovations are the growth drivers and basis for our economic success. All GRAF products are designed by our

own development department, which brings together all the expertise needed, from design and function to construction and structural analysis.







[www.graf.info](http://www.graf.info)



## — SUPPORT FROM START TO FINISH

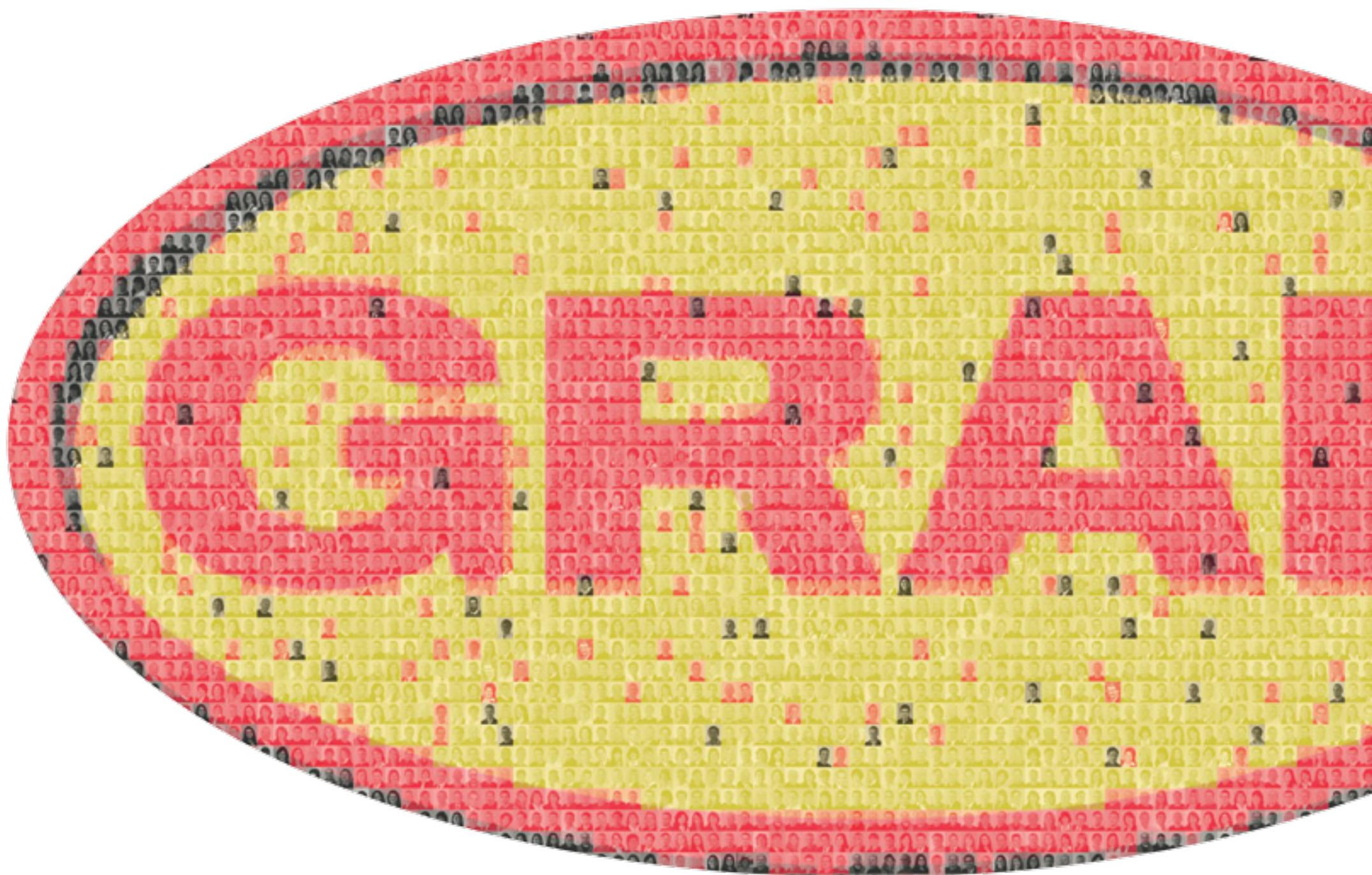
A reliable service is very important to high-quality products. Active, professional and friendly support is part and parcel of our service - we're always there when you need us. The high profile and image of a brand often help consumers to make their decision even before they've seen the product. Our marketing measures create demand and assist dealers in selling our products.

And should there be any problem with one of our products later on, our excellent after sales service is there to help you and to solve the problem quickly and uncomplicated.



At GRAF TV you will find a selection of interesting videos about our products.







## — PEOPLE MAKE THE DIFFERENCE

The great motivation and incredible commitment of our staff lie at the very heart of our economic success. The exemplary dedication with which the staff have worked towards the ambitious goals of our company have been a major boost to our success story. Today around 320 people work at GRAF. Since the new plant was built in Teningen in 2006, 146 new jobs have been created and sales have increased by 80 percent.

### **Attractiveness as an employer**

GRAF has proven itself as a reliable employer able to storm crises. Continuous growth creates certainty and the ability to plan. Ongoing investment in our sites creates additional confidence. Short decision-making processes and flat hierarchies allow staff to take responsibility for their own work. But attractive framework conditions and a markedly good operating climate add to the attractiveness of GRAF as an employer.

### **Training at GRAF**

We actively honour our social responsibility to young people. More than 30 young people have already completed their training at GRAF and have moved onto a permanent working relationship.



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