

# Mors Smitt Industrial Technology





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## **Mission statement**

To take a leading role in industrial relay technology, installation instruments and controls and marine bridge instrumentation.

**To our clients** - we seek to be a competent, cost-effective, reliable and creative partner in business supplying the highest quality and always serving the interest of user safety.

**To our employees** - we seek to invest best efforts in training, career development, job satisfaction and fair remuneration.

To our suppliers - we seek to be honourable, trusted and long term partner in business.

To the technical authorities - we seek to constantly exceed the standards laid upon the products and services relevant in our sector of industry.

**To the outside world** - we seek to be a model of integrity, quality, environmental responsibility and technical renown - a good citizen sensitive to community welfare.

**To our shareholders** - we seek to derive optimal return on capital, proportionate profits and ensure the long term health and continuity of the company.

In all we undertake we seek to optimize safety for all above constituencies.

Mors Smitt - Serving Safety





## Mors Smitt A short review

Company NIF (later to become NIEAF) was founded in 1900, company SMITT was founded in 1902, both in the Netherlands. In 1984 both companies merged to become Nieaf-Smitt.

Today Nieaf-Smitt is part of the Mors Smitt Group, based in France. The Mors Smitt Group companies are backed by centralized design and manufacturing operations in specific geographical sectors across the world, serving clients with top reliability electro-mechanical components, instrumentation and control solutions in the industrial, installation and maritime sectors.

The Mors Smitt Group is part of Wabtec Corporation, the NYSE stock exchange listed, global supplier of highly engineered components and solutions.

Company strategy for industrial Mors Smitt business is based upon further responsible development and expansion of it's high quality components in the many current sectors it serves. To keep offering the industrial sector the support it is demanding, Mors Smitt focuses the skills, talents and experience of its staff in three main industrial activities;

- Industry
- Installation
- Maritime

## The industrial sectors

The focus in our industrial activities is on safely satisfying the needs of demanding segments such as power generation, petro-chemical and water treatment plants, mining, shipbuilding and installation and building automation.

For decades these industries have been growing and changing for many reasons: economic growth in developing countries, focus on environmental friendly power generation and fail safe operation, ongoing upgrading, modernization and technical refinement, worldwide international trade boosting the shipbuilding industry.

Business interrupts in these segments are not an option and the need for ultra-reliable proven products and solutions is mandatory.

Mors Smitt has been recognized for decades as supplier of dependable products and services in these industrial segments. In several geographical areas in the world a trusted and dominant market position has been achieved.





# Industry

Mors Smitt has been manufacturing relays since 1902. Our wide relay portfolio is focused on markets sectors like; power generation & distribution, factory automation, petro-chemical and water treatment plants and general industrial requirements. Production is flexible, standards unforgiving. Many units are tailored to specific client requirements. All products go through extensive testing processes with both hardware and production methodology approved to the highest standards.

#### **Heavy duty relays**

The unique D-relay concept is specifically designed to solve demanding applications in the power-utility market; high DC breaking capacity and inductive load switching offering long electrical life and low life cycle costs.

The Solve-All relay application concept offers ultimate flexibility to design and supply tailor made D-relay products. Today this series is used in it's millions across the world.

## **General purpose relays**

The general purpose relay portfolio offer solutions for all generic automation applications. These relay types are best applied in switching of AC voltages and resistive loads.

## Surge protection devices (SPD's)

Modern electronic control systems require a regulation based range of over voltage protectors. Type 1, 2, 3 and several combinations are part of the entire portfolio.

Mors Smitt offers a truly effective 'one-stop-shopping' concept based on industrial standardized and worldwide interchangeable designs.













# Installation

After several discoveries in the 19th century about electricity and it's possibilities, Thomas Edison has patented the invention of the light bulb in 1880. This has been a turning point for the development of power generation / distribution and with this the installation sector was created.

Company NIF (Netherlands Instrument Factory, later to become Nieaf-Smitt) started in 1900, as one of the first companies in the world, with the design and manufacturing of instrumentation for electrical values.

Since then Nieaf-Smitt has served the ongoing upgrading, up scaling, modernization and technical refinement in the installation sectors.

The complexity and diversity in the installation sectors demand the specialism Nieaf-Smitt provides by offering reliable instrumentation/controls securing the energy efficiency and safety demands in installations and appliances.

#### Instruments

Design, manufacturing and supply of portable test and measuring equipment, characterized by quality and dependability. The portfolio of test tools, digital multimeters, current clamps, appliance testers, thermal cameras, installation testers and power analyzers is focused on solving the installation demands.



All portable test- and measuring equipment are marketed under the Nieaf-Smitt brand.









Tailor made marine instruments, ultimate flexibility

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# Maritime

Manoeuvring large maritime vessels, today often in congested port environments, makes heavy demands on the visibility, accuracy and reliability of the instrumentation as well as the skills and experience of the crew / pilot. Both have to offer unquestioned dependability.

Nieaf-Smitt maritime instruments are designed, engineered and manufactured for bridge, bridge-wing and control / rudder room applications on board of ships. Prime applications such as propulsion, steering and navigation are covered with a wide range of dedicated products. All are made to the strictest prevailing standards and carry type approval and MED certification (Marine Equipment Directive) for applications such as speed, RPM, rudder angle, pitch and rate of turn.

Seagoing merchant vessels, cruise & ferry lines, naval ships, special work boats, inland shipping, tugs or dredging vessels, all are served with specialized instrumentation. Most units are tailored to specific client requirements.

Coming from traditional electro-mechanical technology, the latest developments in maritime instrumentation are based on processor controlled stepper motor technology. Offering ultimate flexibility in terms of interfacing with 'the outside world'.



All portable test- and measuring equipment are marketed under the Nieaf-Smitt brand.













## **Core competence**

## **R&D** - always listening carefully

After listening carefully to clients and understanding their needs, research, development and design are the critical trilogy in the Nieaf-Smitt creative services package. Close cooperation with clients identifies all performance and safety factors important to reliable component and system operations. Experienced staff, driven by pride and commitment, think proactively and are versatile in approach. They are equipped with the latest support hard and software to convert client requirements into ultra-reliable practical products.

#### **No compromises**

No compromises are made to deliver high quality products that serve clients beyond the promised lifetime. Ease of installation and replacement, elegance in appearance and intuitive operation lead to unquestioned reliability and certification to the very highest industry standards.

### **After sales**

Full support is provided by our technical support & service team offering a comprehensive advisory service. A team of highly trained engineers use documented techniques and state of the art test equipment to ensure that you are provided with the highest standard of service. Should problems arise with your product / test equipment or its use, it is our priority to solve this in the quickest possible way.

It is Mors Smitt's intention to develop a close and continuing relationship with its customers. Before or after purchasing a product all customers get the best service. Uncompromising attention to detail reflects on every step of the way.

## **Continuity of operations**

Worldwide economic development and industrialisation demand unquestionable availability of electricity, leading to more complex applications/installations and its control.

Securing the continuity of operations it is Mors Smitt' philosophy to design and manufacture products/solutions according the leading, stringent international standards and type approvals.

Nothing is left to chance. It is the intention that clients sleep well at night.



Quality and safety are the drivers of our thinking and doing



# **Quality management**

## **Certification to the strictest standards**

Mors Smitt has certified quality and environmental management systems according the leading international standards. ISO 9001/2008 and ISO 14001 are obtained. For the maritime market certification is according to MED 96/98/EC.

#### **Commitment to quality**

For more than half a century, Mors Smitt has been widely acknowledged as a leader in industries it serves and trusted partner in the world-wide supply chain. Quality is the degree to which the company and its products respond to the ever growing demands made upon them. Mors Smitt understands that constant investment in the quality of its people, product innovation and quality assurance are essential to proper comply to industries' requests. Mors Smitt lives by the quality of its thinking, its work and the reliability of its products.

#### Dependability

To secure the industries dependability of instruments and controls Nieaf-Smitt offers calibration and repair services. Our laboratory is committed to the highest standards. Based on our integrated RMA (Return Materials Authorisation) procedures all returned goods are at all time visible and traceable, leading to the shortest 'turn-around-times' and by doing so contributing to the industries demand for continuity of operations.





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