



Much more than a Few Revs Faster  
Presenting Mayer & Cie.

our performance for your profit



**Mayer & Cie.**  
Rundstrickmaschinen



# Greetings from the Management

Dear Reader,

Clothes made of jersey fabric accompany us day by day. We wear and love them as nightwear and underwear. We use fashionable shirts and hip sportswear as an expression of our personality, our individuality even. Yet the machines that manufacture the material for our favourite clothing are seldom in the limelight. Except for us. We have focused for over a century on the design, manufacture and sale of circular knitting machines. That is why our machines can well be a few revs faster than others.

We are proud of that - and of the fact that it will be hard to find a knitter anywhere in the world who has never worked with a Mayer machine, let alone one who is unaware of the machines with the green MCT logo.

But as the world does fortunately not consist solely of knitters we would like to present to you in greater detail our product, the circular knitting machine. That also means, of course, the Swabian family firm that lies behind it, the people, the aims for which we work and the passion that drives us.

By the way, the canopy in your car, the curtains in your home and even the cover of the mattress on which you sleep every night may have been knitted on a circular knitting machine, maybe on one of ours.

Does that make you curious? We're delighted to hear it.

Yours Benjamin Mayer, Marcus Mayer and Sebastian Mayer





# What Drives Us

A family firm, global market leader in circular knitting, an innovation driver... Mayer & Cie. is much more than just a few revs per minute faster.

Our recipe for success is the combination of a clear commitment to performance and a unique corporate culture that is reflected in our values.

## Leading edge

We are leaders in the circular knitting world. For over a century we have set standards, be it by developing new processes and new approaches or by means of our depth of production, our know-how and our market knowledge. That is why we are able to set trends ourselves to some extent rather than having to chase them.



## Family and Partnership

A family in internal relations, based on partnership in external relations.

We are 100 per cent family-owned and aim to stay that way.

In the course of over a century the family, the firm, employees, subsidiaries and trading partners have grown into a "Mayer & Cie. family". For our customers we are an honest and reliable partner. We are not out to make a 'fast buck'. Our aim is to collaborate with satisfied customers who place their trust in us.

## Innovative

We are innovative in the further development of our products, our means of production, our materials and our style of leadership. Year after year we invest an above-average five to six per cent of our sales revenue in research and development. We are able to hold our own in the market because we keep our eyes open and are flexible.



## Sustainable

We are sustainable throughout. For us the focus is on long-term success, and that is precisely how we act, go about our business and deploy our resources. We keep an eye on our labour just as we keep an eye on the energy and raw materials we use to manufacture our products. As a family firm we already have the next generation in mind.



# Where We Want to Be

## One Step Ahead

Where we want to be is easily explained: we want to stay where we are, always a step ahead. At first glance, that may seem trivial but it is a major challenge. As in top-level sport we must constantly improve our performance if we are to maintain our lead. That is anything but easy.

## Success by Innovation

We registered our first circular knitting patent in 1938. Today around 320 patents and designs are registered under our name, including such trailblazing developments as single needle selection and relative technology. New patents are registered every year, on average three or four. Many of them relate to spinitsystems technology. In the past 15 years over 50 patent certificates have guaranteed us the sole right to exploit the invention.

## Taking the Lead for Our Customers

We place our innovation at the disposal of our customers. They can rely on their Mayer machines to make full use of all meaningful current technological opportunities. Over seven per cent of our employees work in design and development to ensure that they can. Their accomplishments are exceptional. The software to control our machines, for instance, is „home-grown“, making it easier to fulfill our customers' requirements. For the same reason, we even build some of our tooling machines ourselves. We strive to put these possibilities to our customers' best use. Together with the Pattern Service, the Test and the Development Department, our product management and sales staff aim to offer every customer the very machine that he needs in order to achieve his targets.



## Award-Winning Innovation

In 2017 the Federal Environment Ministry and the Federation of German Industries (BDI) awarded our spinitsystems spinning and knitting technology the Innovation Prize for Climate and Environment (IKU). In 2018, for the second time, we were named one of the most innovative SMEs in Germany. Mayer & Cie. was awarded a Top 100 seal.





# What We Manufacture

## Mayer Machines Always Do the Job

We make circular knitting machines. Our customers appreciate them for their long service life, their reliability and the high quality of the fabrics they knit. They are used in a wide range of sectors: in fashion, linen, sports- and leisurewear just as in the automobile industry and as home textiles, carrier materials and technical textiles. A trendy casual shoe upper can as easily have been made by a Mayer machine as can the elastic cover of a mattress.

## From Jacquard to Striper

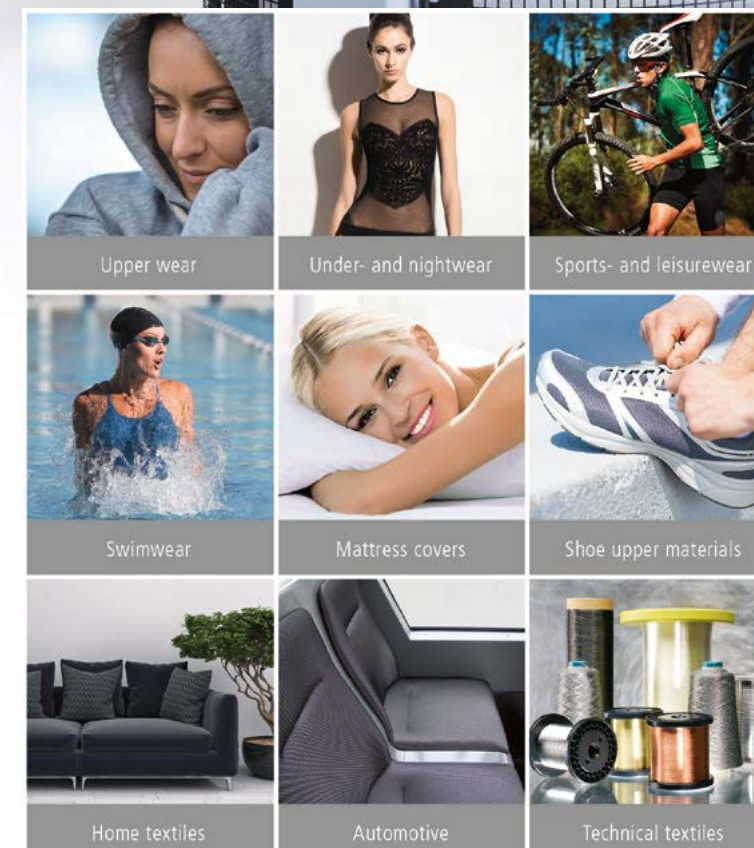
Our portfolio consists of around 50 machines. It is the most comprehensive range in the market. We very seldom ship two identical circular knitting machines because our products are tailor-made for individual customers and their requirements. So every machine is basically a custom-made special.

## State of the Art Technology

A little over a third of these machines have only been in the range since 2010 at the earliest. The proportion of recently developed single jersey machines is even higher. That doesn't mean we re-invent the circular knitting machine every few years. For one, we continue to develop tried and trusted technologies. That enables us to offer our customers reliable state of the art solutions. At the same time we are always looking for new approaches to make the production of Jersey fabrics even faster, better and more efficient.

## The Right Machine for Every Use

We make machines with diameters that range from eight inches (for sweatshirt collars, for instance) to 48 inches (for mattress covers). A mattress machine has a diameter of 4.3 metres and is nearly four metres high. A popular Mayer knitting machine, the Relanit 3.2. HS, rotates up to 50 times per minute with a diameter of 30 inches, knitting 12,672,000 stitches as it does so and totalling up to 40 kilograms of fabric per hour, or enough for about 380 t-shirts.





# What We Are Known For

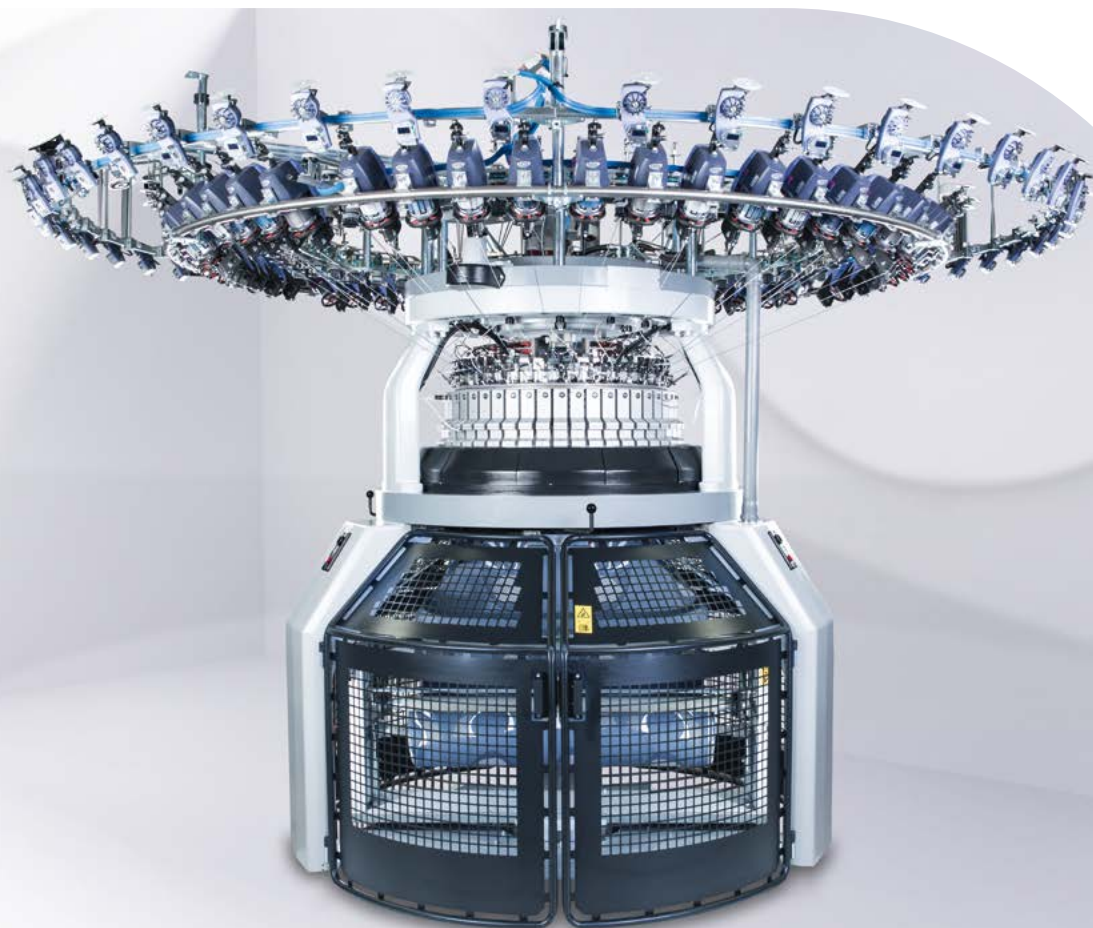
## Being Revolutionarily Reliable

We have over 80 years experience of making circular knitting machines. Over the decades we have revolutionised circular knitting more than once.

## OVJA

We have sold machines belonging to the OVJA family since the 1960s. Probably the best-known machine in the range is to this day the OVJA 36. In 1967 it was the first machine capable of producing E 24 gauge jacquard pattern.

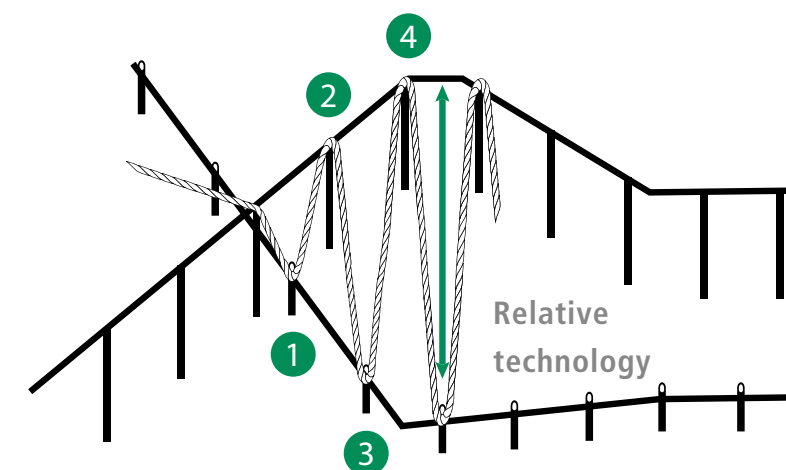
Today our OVJA portfolio consists of 16 models, some with double electronics, a transfer unit or three-way technology. That is why our OVJAs can produce a wide range of patterns and deliver high performance. Their uses range from making mattress cover material and clothing of all kinds to manufacturing shoe upper fabric.



## Relanit

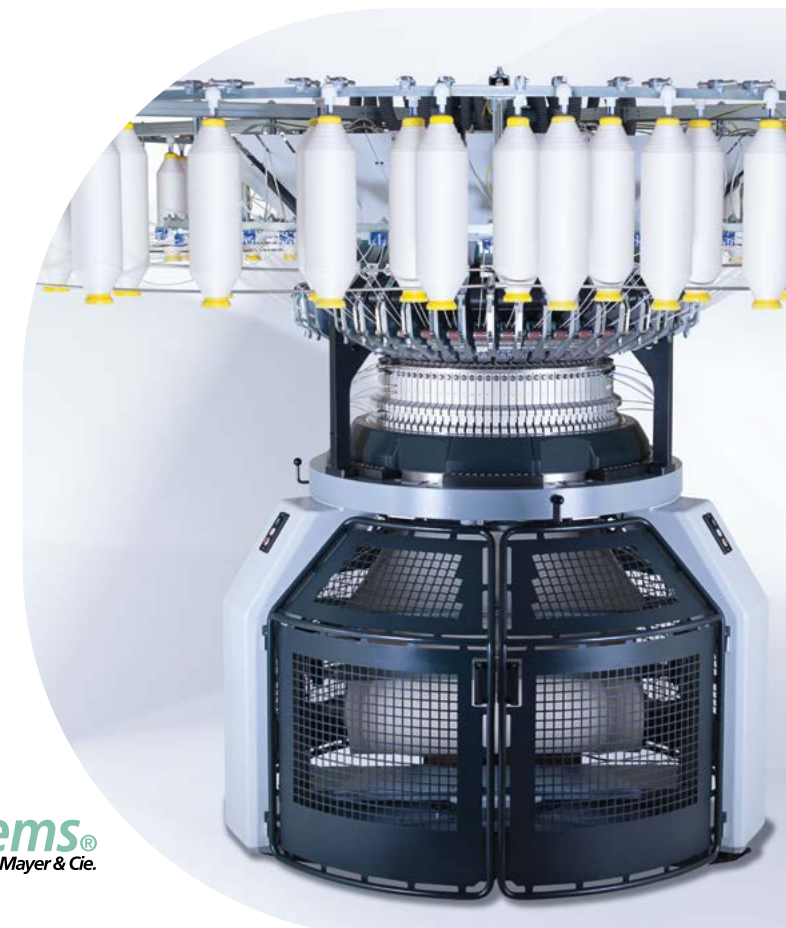
In relative technology, needle and sinker move relative toward each other. The vertical movement required for threading is divided into two complementary, opposing individual movements. This means that the sinker also makes an up and down movement. It is circular and halves the number of deflection points during stitch formation. There is less friction and yarn tension, the yarn is treated more gently, and energy consumption is reduced.

With relative technology there is less yarn breakage and yarns of lower quality can be processed safely. Less downtime, higher operating speed and greater productivity are the positive consequences.



## spinitystems

spinitystems combines spinning, cleaning and knitting within the dimensions of a conventional circular knitting machine. That not only saves plenty of space but also shortens the entire process by well over a third, leading to a correspondingly lower energy requirement for the same result: high-quality single jersey cotton fabric. Instead of finished cotton yarn the Spinit 3.0 E uses roving, a preliminary spinning mill product.



# How We Are Positioned

## Head Office

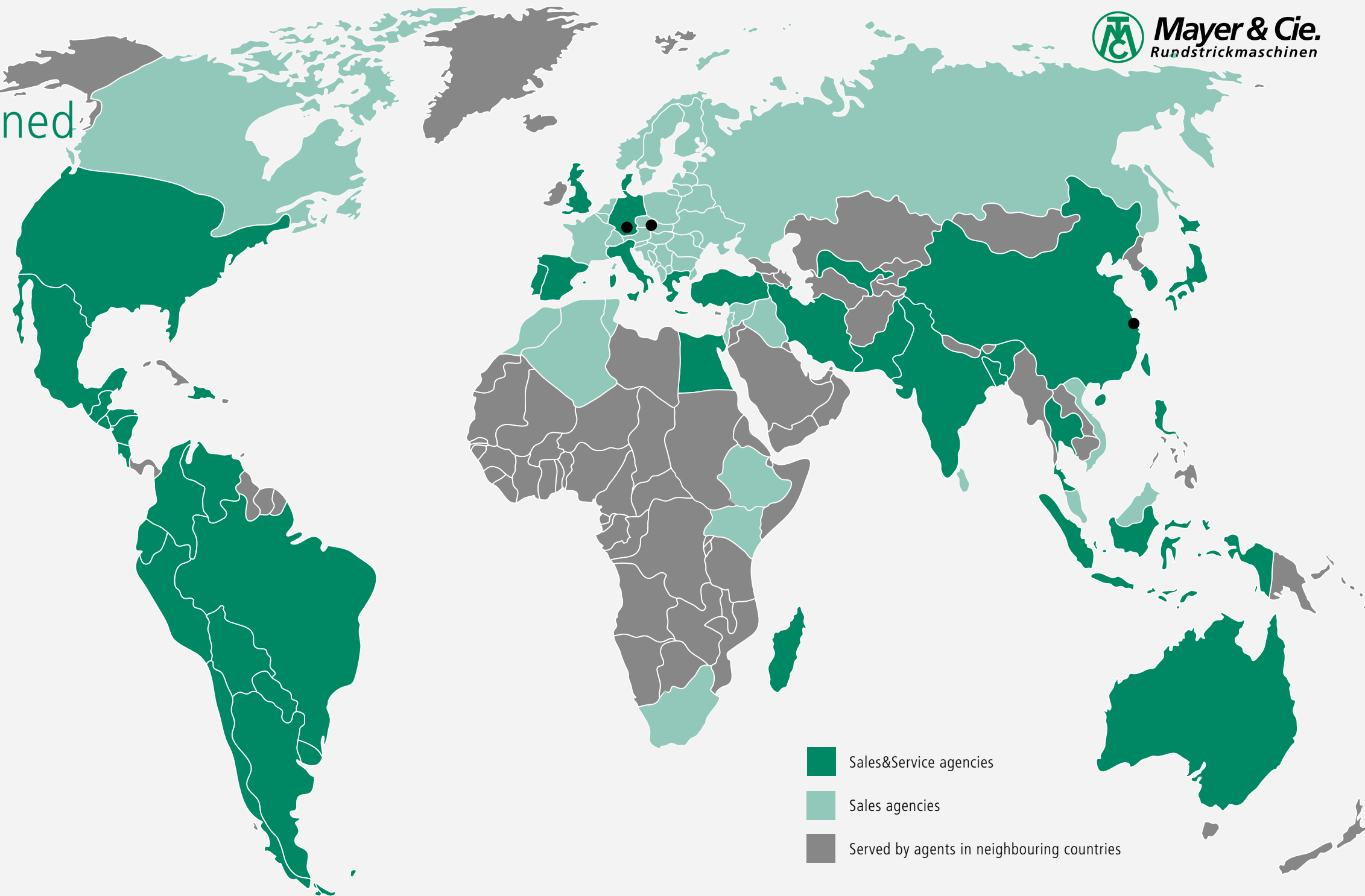
The company's head office has always been in the Tailfingen district of Albstadt, which accounts for the ‚T‘ in our logo and in the firm's abbreviated name MCT. Most of our employees work in Albstadt where Admin, Sales, R&D, Assembly and Parts Production are located.

## Subsidiaries

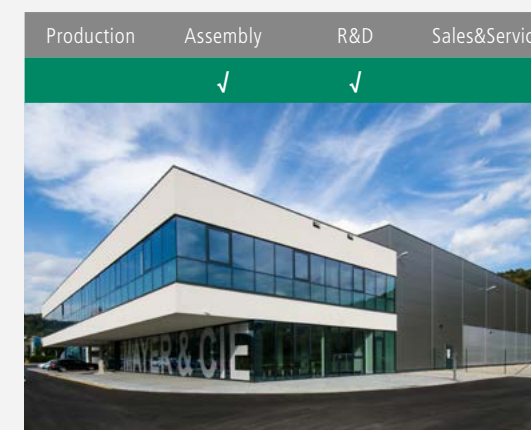
Since 2011 we have had a factory in the Czech Republic that was enlarged significantly in 2016. At Mayer & Cie. CZ we have a small team of developers, too. The final assembly of certain machines and the production of knitting heads for Chinese machines are also undertaken there. Our Chinese factory, which has been part of the Group since 2003, handles the final assembly of these machines.

## Global Presence

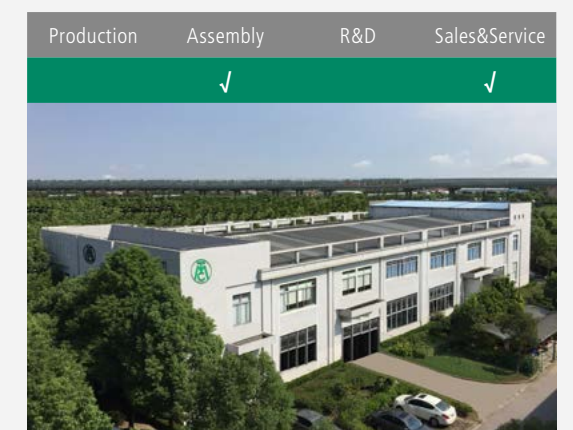
Our knitting machines are at home all over the world. Just like us – or at least our almost 80 representative agencies around the globe. They know their own market like the back of their hand and promote our knitting machines with energy and passion. For our customers they are competent and reliable partners in both the purchase and the servicing of knitting machines. Together we ensure that our customers receive the support they need. And the spare parts too.



Mayer & Cie.'s headquarters are in Albstadt-Tailfingen in Southern Germany



Mayer & Cie. Czech Republic (MCZ) has been housed in modern facilities in Vestín since 2016.



Mayer & Cie. China (MCN) in Shanghai carries out the final assembly of machines for the local market.



# Who We Are

## Independent by Conviction

We are a Swabian family firm, wholly owned by the family since it was founded in 1905 and wholly managed by its owners, now in the fourth generation. That has a lasting, sustainable effect.

## The Mayer & Cie. Family

"Family" is one of our corporate principles in that the firm has long been a part of the family - and vice-versa. All of us – employees, proprietors and products – are a Mayer & Cie. family that also includes our trading and longstanding business partners. That leads to ties that can last for longer than a generation. With some of our trading partners we are now working in the second generation and we know the names of some of our employees from our fathers or grandfathers. They are the exception, of course. The majority – 58 per cent – of our workforce have been with us

for "just" a decade, including 45 per cent who have been with us for 20 years and more.

## Here's What Our Employees Say About Us

- 95% appreciate Mayer & Cie. as an attractive employer.
- 91% would recommend MCT to their friends and acquaintances as an employer.
- 92% enjoy coming to work.
- 92% would opt for Mayer & Cie. as an employer if they had to choose again today.

# How We Safeguard Our Future

## Collaboration with Partners

Our area, the Swabian Alb, has a tradition of being a centre of the textile industry. To this day leading textile companies are based in the region with which we collaborate closely, be it in training young employees, developing new products or sharing knowledge. We also promote networking and visionary thinking via the Technologie-werkstatt, a start-up centre and co-working space of which we are a Gold Partner.

## Collaboration with Schools and Universities

In order to pass on our know-how we train our own employees as industrial mechanics, textile production mechanics, technical product designers and industrial clerks. We have cooperation arrangements with three local schools to find the right young people for our 20 or so apprenticeships.

By means of joint projects, career information days and, of course, BORS and BOGY career orientation centres and internships we offer students insights into our company.

We also collaborate closely with Albstadt-Sigmaringen University, occasionally providing a master's thesis project for students. And we are always ready to welcome combination students from local or non-local Universities.





# Where We Come From

- Eight men found Vereinigte Mechanische Werkstätten Mayer & Cie. in Tailfingen, now part of Albstadt. The founding fathers included two Mayers, Johannes and Johann Georg Mayer, which is why the company bears their name. Until the late 1920s the firm concentrates on manufacturing French circular frames.

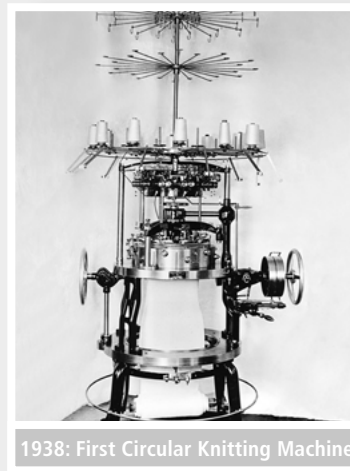
1905



1905: Circular Loopwheel Machine

- The first foreign branch of Mayer & Cie. is opened in Brazil and the parent company moves into spacious new premises on the outskirts of Tailfingen.

1958



1938: First Circular Knitting Machine

- A long, grave crisis ends the Jacquard boom. Many textile firms are forced to shut down. Mayer & Cie. fights back for all it is worth, embarks on major developments in the direction of electronics and diversification and emerges strengthened from the crisis.

1972



1967: OVJA 36

- Mayer & Cie. opens a sales and service branch in Shanghai that in 2015 becomes Mayer & Cie. China (MCN). It handles the final assembly of machines specially designed for the local market.

2003



1987: Relanit 4

- Mayer & Cie. opens a production facility in the Czech Republic where parts are manufactured and final assembly work on certain types of machines is undertaken. In 2016 the factory is enlarged substantially.

2011



2015: Relanit 3.2 HS

1938

- Mayer & Cie. presents the first circular knitting machine, which goes into series production from 1939. Circular frames have faced increasing competition from circular knitting machines since the beginning of the decade. Circular knitting machines are more productive and the fabric they produce is finer and more elastic. The post-WWII years are characterised by dismantling, requisitioning and shortages of material. Mayer & Cie. reaches its lowest point in 1948. Sales and employee numbers then increase and Emil Mayer successfully develops the firm's export business.

1967

- The 1960s are a period of further expansion for the Mayer Group and of a machine that is to become legendary as the favourite of knitters everywhere: the OVJA 36, which produces jacquard-pattern yard goods in an unprecedentedly fine gauge. Its success lays the groundwork for the company's US business unit in Orangeburg, South Carolina, which opens in 1970.

1987

- With the Relanit and its relative technology, unveiled at the 1987 ITMA in Paris, the MCPE and contract manufacturing for IBM, the company lays the groundwork in the 1980s for success in the 1990s.

2008/09

- Low-cost Asian competition and the global financial crisis hit Mayer & Cie. hard. Thanks to far-reaching restructuring MCT is out of the red from spring 2010.

2015

- Mayer & Cie. exhibits at the ITMA in Milan a pre-production model of the Spinit 3.0 E spinning and knitting machine and the latest generation of the Relanit, the Relanit 3.2 HS. The company is on the rise again as a market leader, technology leader and innovation driver.



Johannes Mayer around 1920



Emil Mayer around 1950



Peter Mayer around 1960



Rainer Mayer around 1970



Benjamin, Sebastian and Marcus Mayer in 2017 (left to right)



# What Others Say about Us



## Florian Mey

Florian Mey, Director Production, Mey GmbH, Albstadt - Germany:

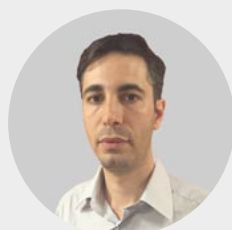
„We like the fact that Mayer & Cie. is highly innovative. That makes us develop new fabrics for our own underwear production in close cooperation with our knitting machine manufacturer.“



## Mohammed Abdul Jabbar

Mohammed Abdul Jabbar, Managing Director DBL Group, Dhaka - Bangladesh:

„We use the latest technology and energy efficient machinery to deliver the best quality. Plus we want our processes to be environmentally friendly. That's why we rely on Mayer machines.“



## Javier Chornik

Javier Chornik, President Texcom, Buenos Aires - Argentina:

„Mr. Mayer himself sent us the first machine free of charge in about 1965 making it his offer that we would only pay if satisfied. And we were. Over 100 Mayer machines are currently working at our facilities.“



## Wendy Kurnia

Wendy Kurnia, Owner, PT. Harapan Kurnia, Bandung - Indonesia:

„We have been a loyal customer of Mayer & Cie. for 35 years. It's the reliable, consistent quality that impresses us time and again.“



## Mohammed Bassel Somakiah

Mohammed Bassel Somakiah, Owner Somakiah (Cottonil), Cairo - Egypt:

„What we particularly appreciate about Mayer & Cie. is the fact that they offer high quality machines in line with the latest fashion. Being a producer of underwear, that's an important aspect for us.“



## Ping-Wen Wu

Ping-Wen Wu, President Yuang Ling Knitting Industrial, Changhua - Taiwan:

„I started working in the industry in 1970 and since then, I've seen quite a few machines. Overall, I definitely like the quality of machines 'Made in Germany' best – and that means Mayer machines.“



## Cenap Aktepe

Cenap Aktepe, Technical Director Mem Tekstil, Kahramanmaraş - Turkey:

„Mayer & Cie.'s knitting machines are well suited for work with all yarn ranges. Plus the machines are very durable.“



## T.R. Sivaram

T.R. Sivaram, Co-Owner Royal Classic, Tirupur - India:

„From Mayer, we get service and spares for a machine that was built 30 years ago, both mechanical and electronic components. This is a rare phenomenon in the knitting machine industry these days.“



## Kane Cheung

Kane Cheung, CEO Best Pacific, Kowloon - China:

„What we get from the German manufacturer is superior quality and dependable precision. This enables us to produce a good quality fabric.“



## Daniel Spitzbarth

Daniel Spitzbarth, Manager for Innovations, Technologiewerkstatt, Albstadt - Germany:

„Investing in education is crucial for maintaining our industry's success. We are delighted to have Mayer & Cie. support our efforts as a Gold Partner. That helps us encourage technical enthusiasm with pupils and students - and foster future entrepreneurs and professionals.“





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