

## **Fresh Breeze**

Third generation at the start in Schmitz & Heisler family business

### Translation

"I better rely on my own muscles!" "What shall I do when standing on the highway at night and that thing won't work?" That's what truckers told Georg Schmitz, founder of the company, when he offered his customers the first modern electric winches in the sixties of the past century. Even though the advantages of the new winches were very much convincing, some wreckers left their old manual winch on their truck, "just to make sure". Finally, they learned to trust the winches made in USA. At the time when import to Germany started, the factory Ramsey based in Oklahoma had already twenty years of winch expertise.

Nowadays, forty years later, a lot of technical development was added to the product line. The original design of worm gear winches still proves to be a long lasting product, some of these winches were passed from the father to the son! Most orders for spare parts of more than thirty years old winches can still be fulfilled by Schmitz & Heisler. As an alternative to the worm gear winches, the planetary gear winches are built now. Either one of these gear types are used in each Ramsey winch in combination with mechanical, hydraulic or electric drive.

The chapter about winches could fill a whole book and become the main issue for a company. In 1973, Georg Schmitz, as an expert mechanic among the first to see the importance of modern winches, founded the company Schmitz & Heisler together with his son in law, the mechanical engineer Dietmar Heisler. As the German distributor of the Ramsey Winch Company, he developed overload safety devices for the winches and presented them to the authorities, Berufsgenossenschaft Düsseldorf, for tests based on German Industrial Standard DIN. Safety requirements defined by European Standards are a new challenge.

More products were added to the Schmitz & Heisler sales program. As a partner of workshops and vehicle body builders, the company offers a wide variety of high quality brand trailer couplings at very good prices.

In times of technical progress and changing market situation, the Schmitz & Heisler team has gained experience and expertise in many aspects. Customers and competitors ask them for advice.

The former managing director Dietmar Heisler passed responsibility to his son Christian who took over management in summer 2006. As the third generation, the grandson of the founder takes over and brings new impulses to the traditional family business!