

# An innovation driver for 20 years

Just by taking a look at the company history of FMB care proves that all the major challenges presented to the care sector can best be overcome by good ideas and strong partnerships.



Evita paved the way for the low-height generation of care beds, defining and furthering methods of fall prevention in the world of care.



Together with our partners, we constantly continue to evolve our skills and break new ground in order to develop our products.

Martin Ferber, Managing Director of FMB care

Since the founding of FMB care 20 years ago, so much has changed. In the care sector itself but also in our company. But one thing has remained the same: our objective of developing and producing the best care beds in the world.

The world was indeed a very different place when Martin Ferber founded his company of FMB care on 2 November 2001. Nobody had yet envisaged the first iPhone, the euro had just replaced the deutschmark and FMB care was not called FMB care but FMB Objekte GmbH. But even in those days a breath of fresh air was badly needed in the care sector. And this new manufacturer of care beds wanted to – and was destined to – make that happen.

As early as 2003, the first series of care beds, named Evita, to come out of the FMB care ateliers brought about quite a revolution on the market. When conceptualising the production of the beds, the developers had firstly focused greatly on achieving a particularly high level of practicality. This meant that the Evita, with a height of just 35 centimetres, was the first ever care bed enjoying such a low position. And secondly a feeling of cosiness and homeliness featured prominently in the development of the bed. The result was that Team FMB care beat a path which the then major players in the industry had not seen but one which was readily received by hospital and nursing home operators and indeed by the people who need such beds.

The biggest task facing any young company starting out was brilliantly mastered with flying colours by the FMB care team in the following years: religiously keeping to their own production and quality standards without ever losing sight of their quest for innovation. This was how in 2009 they succeeded in extending their selection of care beds by introducing the Belvita model and its mobile equivalent known as Move. This was the year that clearly showed how FMB care stood out in sharp relief from other similar companies on the market: Martin Ferber and his team did not believe that any one product was suitable for every kind of residential care home. So for that reason every series of beds was designed in such a way that it could offer operators a variety of differing combination options. And that was in the technical sense as well as the visual one.

Just one year later more than 5,000 beds were dispatched from the then production facility in Lippstadt/Germany. And this was just the beginning of a time that has been permanently shaped by the spirit of continuous development. Around 2011 the company name was changed to FMB care GmbH. This was in tune with the rapidly growing European network



In 2001

Martin Ferber founded FMB Objekte GmbH, which is known today as FMB care.

The changing of the name highlights what is really important in the world of care: i.e. to take good care of people.

For 365

days in the year our Service Team is contactable for clients and customers.

10

thousand beds were produced and delivered by FMB care last year. They give users of the beds across the globe maximum freedom and maximum comfort.

with which FMB care was gaining a foothold on markets throughout Europe. And because of all that, the Belgian care furniture manufacturer, whose company is known as Moments Furniture, decided to become a partner of FMB care. This was the beginning of close collaboration that is still going strong today, a partnership that includes a unique export network of partners in Switzerland, Italy, France, the United Kingdom and in many other countries. And since 2020 we have extended this family by means of our own FMB care subsidiary company in the Netherlands.

So it comes as no surprise that by 2013 it was once again time to extend our production capacities. Thanks to our close connections with the local business world, our firm regional roots and the sixth sense and flair of Geli Ferber, our Head of Marketing, the present production headquarters in Salzkotten/Germany could be put into operation.

Not only our Production facility but also the Development Department, with its own very welcome workshop and prototype building, were able to benefit enormously from the extended space. In the following years FMB care with its countless innovations stamped its mark on the care sector. This was especially so in 2016 when the Formidabel care bed series was showcased, a range boasting innumerable new developments that set standards when it comes to functionality and cosy homeliness. We are talking here about the incomparable side protection system known as Unique, which offers users of the bed significantly more safety because of its unique net structure which can be mounted in such a flexible way. Consequently it is budget-friendly and particularly hygienic.

Here, too, success can be measured by means of significantly growing sales. One reason for the success of the Formidabel series is its modular structural design, which allows unique constellations to be created, tailored to suit individual needs.

But despite the success reaped in the last two decades, the desire for more innovation remains very much alive with Martin Ferber and his team, which in the meantime also includes his son Marius in a leading role. And that explains why bang on time for the anniversary year celebration, a new bed from FMB care is conquering the market: the Formidabel UltraLow. This care bed can be lowered to just 15 centimetres above the floor and thus, as a bed very close to ground level, it gives its users a high degree of fall prevention. Yet another innovative development that contributes to sustainably improving the life of people using this bed and that of those caring for them. And it is not the last one, guaranteed! Just a quick look in the Development Department of FMB care attests to that. So what can you see there? That would be telling. But it is pretty exciting!