

Hess Group, 57299 Burbach-Wahlbach, Germany

New production facility in Mexico

With over a dozen manufacturing units worldwide, the German Hess Group based in Burbach-Wahlbach is one of the global leaders in the concrete machinery business. Recently, they opened their new production facility in the Yucatan, only 15 km from the International Port of Progreso. Hess Mexico will serve the Latin American countries with technical service in Spanish and a spare part centre that understand the needs of the Latin American customer. This new factory with over 15 employees (planning to reach 60), all of them experienced German and Latin American Engineers working under Hess head quarters technical supervision, is expected to manufacture between 12-15 plants per year.



The new Hess factory was designed in a modern style concrete shape in a modular form to point out the Hess slogan "We put Concrete into Shape".

Already in 2011 the German group will deliver two different RH-600 closed circuit full automatic plants into the Mexican Southeast, and the highest production Machine RH-2000 into the Mexican west coast. With these machines Mexico alone

will reach 7 running Hess plants this year. "Mexico and Latin America in general is a land of contrasts. We expect to sell a great number of reliable small to medium production machinery which can reach a production of 10,000-23,000 of 15x20x40

cm concrete blocks in an 8 hour shift and a few high end technology and production machines such as the RH-2000 which can reach 53,000 blocks", says Ruben Dominguez Sales Manager for Latin America who studied in Mainz, Germany, and who was trained in Burbach at Hess headquarters. The Hess factory was designed in a modern style concrete shape in a modular form to point out Hess slogan "We put Concrete into Shape". The factory has over 2,500 square meters construction facilities and 700 square meters for offices.

The main objective of Hess Mexico is to guarantee locally the high quality standard Hess machinery offer to customers and to let Hess customers in Latin America receive spare parts and components locally, directly from the factory; one of Hess most appreciated policies for customer care.



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The hearts of the machines – vibration tables and other components hard to find in Latin America – will still come from Germany. They will be available in Hess Mexico’s spare part deposit with responsibility of Mexican engineer Armando Chavez, who was also trained in Germany, as head of the service department at Hess Mexico. Hess’ biggest challenge is to offer a combination of high technology, high efficiency and low maintenance Hess quality machine along with simple handling systems that could be of easy use for the Latin American labour intensive average customer.

Predeco a concrete products manufacturer for over 35 years is Hess Mexico first customer

“Hess always produced great machinery. As soon as we got to know that they open a facility here in Mexico, there was no reason to wait any longer and we made the deal for our new plant. Being close to the mentality of the people in Latin America, speaking the same language and working in the same time zone will facilitate great opportunities for Hess and our people here”, says Sr. Pedro De Lille, President of Predeco. “Hess Machinery allows us to produce traditional products at great efficiency and at the same time incursion in new products.” Predeco is installing a fully automatic RH-600 - the first one of its kind in Mexico. ■

FURTHER INFORMATION



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