

Prinzing-Pfeiffer GmbH, 89143 Blaubeuren, Germany

Restructuring of the infrastructure division at the Top-Werk Group

Following the integration of the Hess Group into the Top-Werk Group in December 2013, a restructuring of the business areas became apparent. In conjunction with that, CPI Concrete Plant International interviewed George Prinzing, Managing Partner of the Top-Werk Group and responsible for the reformed infrastructure division of the Top-Werk Group.

CPI:

Mr Prinzing, previously only SR Schindler GmbH and Prinzing GmbH were united under the roof of the Top-Werk Group. There were no overlaps of the product ranges. What has changed in the infrastructure division due to the merger with the Hess Group, to which the established Schlosser-Pfeiffer company also belongs?

Prinzing:

The two product ranges in the infrastructure sector ideally complement each other. The machines from Prinzing produce a multitude of products for the infrastructure and in particular also manhole components. Pfeiffer, on the other hand - which has always been domiciled in the pipe-making machine sector - supplements the new portfolio in an outstanding manner with the radial presses and the Variant. In addition there are machines and plants for the production of pressure pipes and spun concrete columns, which have not been part of the Prinzing range up to now. Prinzing was more the specialist in the manhole sector - as was shown quite recently by the presentation of the Primuss manhole base section production machine. The Top-Werk Group thus

possesses an absolutely comprehensive range of machines and plants for the manufacture of pipes and manholes. As a further addition, the infrastructure division of the Top-Werk Group now also includes the manufacture of railway sleepers, with which Hess Langfang has mainly served the Chinese market up to now. Machines and plants for railway sleeper production will also be developed and manufactured in Blaubeuren in future.

CPI:

You mainly mention Prinzing and Pfeiffer products. What about the existing machines and plants from the Schlosser range?

Prinzing:

The Schlosser brand will be discontinued. The Schlosser brand was still associated with block making machines even years after the merger with Pfeiffer in 2002. Block making machines are delivered, assembled and serviced within the Top-Werk Group exclusively by the Hess Group, whose plants enjoy an outstanding reputation worldwide. To that extent there is now a clear line at this point. The same applies to the machines and plants from the newly formed Prinzing-Pfeiffer GmbH. As already mentioned, the product ranges of the two companies, Prinzing and Pfeiffer, go together extremely well. So what would have been more obvious than to merge the two established company names too? Like us at Prinzing, Mr Pfeiffer and his colleagues have in the last 50 years built up a circle of customers and friends that remains true to us - naturally also as companies with a joint name.

CPI:

Machines and plants have mainly been developed and designed in Aarbergen, where Schlosser-Pfeiffer is based. However, production takes place only partly there. Much of it has been assigned to long-standing service providers or direct to Burbach, where the Hess Group is located. What will change due to the restructured infrastructure division of the Top-Werk Group?

Prinzing:

In future the mixing plants from the range of the former Schlosser-Pfeiffer GmbH will be produced completely at Hess in Burbach. The existing Schlosser customers will also be attended to by the After-Sales Service in Burbach. The head office of the infrastructure division is now in Blaubeuren. The complete existing range of Pfeiffer machines and plants will be produced there, for which the production capacities will be extended by 50 % by the end of 2014 by the construction of a workshop. Important engineering performances will still be rendered for the infrastructure division in Aarbergen.

CPI:

What about Sales and Service?

Prinzing:

Prinzing-Pfeiffer will gradually integrate, organisationally and legally, all the divisions/departments that are based in Aarbergen, i.e. all employees, the know-how and also the industrial property rights to the machines and plants. The familiar and valued sales and service employees from Schlosser-Pfeiffer are now extending the sales and service network of Prinzing-Pfeiffer GmbH. We thus have an outstanding team in both Sales and Service that brings along a great deal of experience.

CPI:

How is the new Prinzing-Pfeiffer GmbH positioned in the worldwide market due to the merger of the product range?

Prinzing:

Purely from the point of view of turnover, Prinzing-Pfeiffer is presently still in second place, but our clear goal is to be the number one here, too. In relation to the product range we already hold that position now, because no other company anywhere in the world in the infrastructure sector delivers the variety of machines and plants that we do.



George Prinzing, acting partner of the Top-Werk Group and responsible for the reformed infrastructure division of the Top-Werk Group, answered CPI's questions

Top-Werk Group

The Top-Werk Group offers a fully integrated plant concept from the mixing plant and the production to the handling, refinement and packaging of concrete blocks and paving stones, concrete paving stones, infrastructure products and autoclaved aerated concrete. Top-Werk is thus worldwide the only supplier of such complete system solutions for concrete products. Its particular strength is the tailor-made project planning together with its customers. 12 locations worldwide guarantee a sustainable service as well as the supply of spare parts.

Top-Werk in figures

Turnover 2013: 165 million euros
 Worldwide locations: 12 (Europe, America, Asia, the Middle East)
 Head office: Burbach, Germany
 No. of employees: 800

FURTHER INFORMATION

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CPI:

Does the Top-Werk Group plan to expand in the infrastructure sector for this purpose and to take over further companies? Are there some production plants that you would particularly like to add?

Prinzing:

and the backing of CGS management as the majority owner. Considering our market position, the acquisition of further companies naturally cannot be excluded. To that extent we certainly keep our eyes and ears open, most particularly in the infrastructure sector.

CPI:

Mr Prinzing, thank you for the conversation! ■



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