

FARSIGHTEDNESS

Andreas Hofer Hochdrucktechnik: An Acquisition with Substantial Growth Targets

„The largest acquisition in NEUMAN & ESSER’s history, Andreas Hofer Hochdrucktechnik GmbH, is an asset for our company group in several respects!“, as Alexander Peters explains. “The ground for this was already prepared 20 years ago when our father, Klaus Peters, showed interest in HOFER with entrepreneurial farsightedness“, as Stefanie Peters adds. Since then, HOFER and NEA have collaborated closely within the scope of sales cooperation. HOFER was not only familiar to NEUMAN & ESSER for this reason. The company had been family-managed in its third generation since 1920 and therefore followed similar targets and values to NEUMAN & ESSER. Both family

companies also have technological leadership and the manufacturing of customer-specific systems in common on their respective markets. Reason enough that, on November 5, 2015, what belongs together was joined. Since then, HOFER, headquartered in Mülheim an der Ruhr, and its approx. 70 employees have been a member of the NEUMAN & ESSER GROUP. What advantages result from the acquisition for both parties and in particular for the customers? The HOFER brand stands for a high-quality and technically excellent product portfolio of diaphragm, high-pressure reciprocating compressors and fittings. It is not only true to say that with this product addition NEA now provides a performance range

from low pressure up to 5,000 bar from a single source, but new technological concepts arise from this, too. Thus, work on innovative hybrid solutions is currently in full swing, a combination of leak-free diaphragm technology and NEA crankcases. This intelligent solution will enable NEUMAN & ESSER to respond to the current “Zero Emission” megatrend and to serve new market niches. NEUMAN & ESSER also views high growth potential for HOFER as a result of the acquisition. For this purpose, sales, which are currently made by a network of agents, will be expanded. An integration plan has been specially developed for this purpose and plans step-by-step integration of the new machinery business for the HOFER product into the international NEA structure of Sales & Application Centers as well as the aftermarket business in the NEAC Compressor Service companies. This approach is valid for the Oil & Gas and Petrochemicals segments. The markets where the NEA GROUP companies are not “at home” will still be served directly by the HOFER sales employees. In addition to these strategic targets to focus on new markets and internationalization, the takeover also provides positive synergies in administrative areas. Why not profit from both companies’ core suppliers or utilize the other company’s capacity to compensate production peaks? The list of synergies is long and the implementation of all the

Hofer

- 1920 Andreas Hofer founds the “Workshop for precision mechanics and light mechanical engineering”
- Company headquarters: Mülheim an der Ruhr
- 68 employees
- Product range: diaphragm and reciprocating compressors, fittings and piping systems
- In 2015, NEUMAN & ESSER purchases the family business Andreas Hofer Hochdrucktechnik GmbH. Managing Director posts are held by Alexander Peters and Dr. Klaus Hoff
- For further details, see: www.andreas-hofer.de

measures requires a healthy portion of tact. Alexander Peters and Dr. Klaus Hoff as new HOFER Managing Directors as well as Andreas Hirschter as the Integration Project Manager assume this responsibility.

