

## PRESS RELEASE

### **Sales record 2017: Würth Industrie Service exceeds EUR 500 million mark**

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*Bad Mergentheim/Main-Tauber-Kreis.* Würth Industrie Service GmbH & Co. KG can look back on an exceptionally successful year 2017. Reporting double-digit growth of 11 %, the customers' reliable partner for C parts management generated sales of EUR 504 million for the very first time. The number of employees rose to 1,489. In 2018, Würth Industrie Service strives to achieve similar growth rates, mainly investing in staff and the further development of digital solutions in C-Parts management.

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"2017 was a very successful year in every respect," said a delighted Rainer Bürkert, Executive Vice President of the Würth Group and Managing Director of Würth Industrie Service GmbH & Co. KG. "Our sales grew in the double-digit range. What is more, by expanding our logistics center in 2017, we laid the foundations for further growth." With total sales of EUR 504 million and a sales increase of around 11 %, Würth Industrie Service continues its expansion course. In 2017, the 56 companies in 40 countries forming the international Würth Industrial Network reported a total sales volume of EUR 1.48 billion.

#### **Industry 4.0 as a driver of innovation in C-Parts management**

Drivers of innovation are practical solutions in C-Parts management related to Industry 4.0, digitalization, automation and robotics. In 2018, Würth Industrie Service will continue to focus on innovative solutions and the further development of systems, including iPLACER®, a small module complementing RFID Kanban systems that can be placed anywhere, or the market launch of the new large bins W-KLT®2.0 6429 with a holding capacity of 48 liters. As the customers' reliable partner for C-Parts management, the company will expand its range to offer optimized workspace designs: The Würth aluminum profile system WAPS® can be used flexibly, allowing customized, ergonomic solutions for storage, work and assembly areas as well as vehicles. With its CPS® brand (C-Parts Solutions), Würth Industrie Service offers its customers made-to-measure logistics supply and service modules such as scanner-supported storage rack systems or just-in-time supplies in Kanban bins. The required goods are directly shipped to the customers' production lines. "Consistently developing such services proved to be successful," explained Rainer Bürkert.

“In combination with our product portfolio comprising more than one million items, we can thus guarantee maximum process and supply security – and it pays off.” Specialists and teams of experts seeing to various product groups such as PPE, chemicals, special and drawing parts as well as workplace design solutions ensure optimized utilization geared to the specific demands of the customer.

### **Qualified employees as the recipe for success**

Next to technical solutions and product expertise, Würth Industrie Service focuses on the development of its own employees. “Such growth rates would not be possible without our highly qualified and motivated staff,” underlined Rainer Bürkert. The number of employees has risen from 1,420 to 1,489. At the same time, Würth Industrie Service engages in training 185 up-and-coming staff in the current year. As part of their training scheme, the company sets great store by providing modern learning methods such as e-learning. “When it comes to offering the best possible support for our customers in the digital realm, our employees make all the difference,” said Rainer Bürkert. “We are therefore constantly looking for specialists to join our IT and logistics departments.”

### **Expanded logistics center and accredited testing lab**

In 2017, Würth Industrie Service again invested in the expansion of Europe’s most modern logistics center for industrial supplies. A new, fully automated high-bay warehouse has increased the company’s storage capacities to a total of around 650,000 storage spaces, augmenting the share of pallet spaces by 49,000 to 150,000. Since April 2017, the company’s own testing lab has been officially certified according to DIN EN ISO/IEC 17025, which makes it an accredited testing center for 24 standard testing methods. That accreditation is to be extended in 2018.

### **Second round planned for Expert Forum**

After a successful first Expert Forum on C parts management in 2017, Würth Industrie Service is planning to host another Expert Forum on the challenges the logistics sector is facing with regard to Industry 4.0 in Bad Mergentheim in 2018. “The first event attracted some 500 guests proving we have the finger on

the pulse of the industry,” emphasized Rainer Bürkert. Apart from the Expert Forum, the Drillberg location attracted more than 4,000 guests in 2017, including regional, national and international customers, business partners, school classes and visitors of the exhibition “Führungskultur rund um den Trillberg – einst und jetzt” (Leadership Culture Around the Trillberg – Then and Now).

## Photos

**Image 1:**



Würth Industrie Service GmbH & Co. KG in Bad Mergentheim reported a sales plus of 11 % in 2017, thus exceeding the EUR 500 million mark.

**Image 2:**



The Würth aluminum profile system WAPS® can be used flexibly, facilitating customized, ergonomic workplace designs.

**Image 3:**



The newly developed iPLACER® module helps equipping existing RFID Kanban systems with mobile and digital solutions.

#### Company profile of Würth Industrie Service GmbH & Co. KG

Würth Industrie Service GmbH & Co. KG is the principal supplier for the industry sector within the Würth Group. Since it was founded in 1999, the company has operated at its location in Bad Mergentheim, the Würth Industrial Park, with currently more than 1,480 employees.

To its customers, the company presents itself as a full-service C-parts supplier with a specialized product range comprising more than 1,000,000 items including screws and bolts, fastening and connecting materials, tools, technical chemicals and PPE.

In addition to its comprehensive standard range, the company's main strength lies in the provision of customized supply and service concepts in logistics and materials planning as well as the supply of special parts. With its CPS® brand – C-Product Service – Würth Industrie Service can offer its customers modular solutions which can easily be adapted to individual customer needs. Consumption- and demand-driven systems help to streamline the processes for purchasing, logistics and quality assurance, enabling the customer to optimize the costs involved in the procurement of consumables.

Logistics and materials planning services such as scanner-supported storage rack systems or just-in-time supplies in Kanban containers help achieve significant productivity gains.