

Endress+Hauser Netherlands turns 60

First foreign sales center marked the beginning of Endress+Hauser's globalization

With the founding of its first foreign sales center in 1960, Endress+Hauser laid the foundation for the internationalization of the Group. Today the company operates its own sales centers in 50 countries. Select representatives ensure sales and support in more than 70 other countries.

"While the first step is always difficult, pioneer work pays off," says Managing Director Rob Hommersen with confidence. Mr Hommersen began his career at Endress+Hauser Netherlands in 1978 as a sales engineer and has headed up the sales center since 2006. "We assumed the role of trailblazer time and again during the development of our business, whether it was aligning sales to specific industries or expanding the service and solutions portfolio."

Successful growth

Endress+Hauser Netherlands began as a sales office with four employees and rapidly captured a leading market position. Today a workforce of 169 serves the customer base, which includes many international companies. The key industries are water/wastewater, food, oil & gas and chemical. In 2011 the sales center moved into a striking new building in Naarden, 20 kilometers from Amsterdam. The modern building features an open architecture and a high-quality and extremely efficient design.

Dynamic business

The creation of the first foreign subsidiary 60 years ago marked the beginning of the internationalization of Endress+Hauser, a development made clear by a series of other anniversaries being celebrated this year. Endress+Hauser has been active in the US for 50 years, in Canada and Spain for 30 years, Poland 25 years and Chile for 20 years. Although the Group is headquartered in Switzerland, Endress+Hauser first established a sales center there in 1960, seven years after the Group was founded in Germany.



EH_netherlands_1.jpg

Endress+Hauser's sales center in the Netherlands is still one of the most impressive in the Endress+Hauser world.



EH_netherlands_2.jpg

Endress+Hauser Netherlands was the first foreign sales center when it was founded in 1960 on the ground floor of an ordinary house in Amersfoort.

The Endress+Hauser Group

Endress+Hauser is a global leader in measurement and automation technology for process and laboratory applications. The family company, headquartered in Reinach, Switzerland, achieved net sales of over 2.6 billion euros in 2019 with a total workforce of 14,000.

Endress+Hauser devices, solutions and services are at home in many industries. Customers thus use them to gain valuable knowledge from their applications. This enables them to improve their products, work economically and at the same time protect people and the environment.

Endress+Hauser is a reliable partner worldwide. Its own sales companies in 50 countries as well as representatives in another 70 countries ensure competent support. Production facilities on four continents manufacture quickly and flexibly to the highest quality standards.

Endress+Hauser was founded in 1953 by Georg H Endress and Ludwig Hauser. Ever since, the company has been pushing ahead with the development and use of innovative technologies, now helping to shape the industry's digital transformation. 8,000 patents and applications protect the Group's intellectual property.

For further information, please visit www.endress.com/media-center or www.endress.com

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