

From backroom operation to global player

Endress+Hauser looks back on six and a half eventful decades

It was an unlikely pair that came together in 1953 to create a company: 29-year-old Swiss engineer Georg H Endress and 58-year-old German banker Ludwig Hauser. Despite their disparate backgrounds, it turned out they were a perfect match. Endress's vision and drive and Hauser's prudence and experience proved to be the cornerstones of the company's success.

L Hauser KG opened for business on 1 February. The young company was headquartered in Hauser's apartment in Lörrach in Germany, financed with modest start-up capital of 2,000 Deutschmarks. The company was named after Ludwig Hauser's wife, Luise, who is listed in the commercial register as the shareholder.

Opening new markets step by step

The young company began its activities with the sale of innovative electronic level sensors that filled a market niche. It wasn't long before Endress began to develop instruments on his own. In 1955 he registered his first patent with what is now known as the Swiss Federal Institute for Intellectual Property. Production took place in rented spaces, with the employees distributed throughout several buildings that they teasingly, but affectionately, referred to as the 'United Hut Works'.

In 1957 the company began trading under the name Endress+Hauser – and experienced strong growth. The company continued to carve out new niches. Georg H Endress compared his approach to 'rolling out the dough.' He continuously expanded the portfolio by adding new measurement principles and pursued business opportunities in other countries. The first foreign subsidiary was created in 1960 in the Netherlands. Others followed virtually every year.

Customer intimacy from the very start

The company expanded its offerings through acquisitions and start-ups. Measurement value recording, liquid analysis and flow measurement engineering were added as new fields of activity to the mix, followed later by pressure and temperature measurement technologies. Endress+Hauser evolved into a full-range provider for the process industries. By this time, the Hauser era was already history. The Endress family became the sole shareholder in 1975.

Klaus Endress took over the reins of the Group from his father in 1995. Over the following years he expanded the business beyond process instrumentation and into services and automation solutions. He also tackled the challenges of doing business in a globalized environment. After establishing sales centers around the world, production also went global.

Family continues to shape the company

For 19 years Klaus Endress put his personal stamp not only on the Group, but also on the corporate culture. Most of all he valued communication and cooperation. Trust and loyalty supplement the deeply ingrained sense of responsibility within the company. The customers and their needs remain at the heart of the business, as well as the guiding principle 'first serve, then earn.' As Klaus Endress puts it, profit is not the target, but the result of doing well.

The shareholder family created a family charter while Dr Georg H Endress was still alive. It states: Endress+Hauser shall remain a family company oriented toward sustainable success. After the death of the company founder in 2008, this statement became his corporate legacy.

Klaus Endress handed over leadership of the company to Matthias Altendorf in 2014. Although not a member of the family, the new CEO has been with the company for more than 25 years. The Group had already acquired laboratory instrumentation specialist Analytik Jena and further strengthened the segments of process analysis and measurement of quality parameters through additional acquisitions. Besides this strategic focal point, the issue of digitalization is another major factor driving the company forward. New technologies and business models place further demands on the Group while simultaneously creating opportunities for the future.

The Endress+Hauser Group

Endress+Hauser is a global leader in measurement instrumentation, services and solutions for industrial process engineering. The Group employs 13,000 personnel across the globe, generating net sales of more than 2.1 billion euros in 2016.

Structure

With dedicated sales centers and a strong network of partners, Endress+Hauser guarantees competent worldwide support. Our production centers in 12 countries meet customers' needs and requirements quickly and effectively. The Group is managed and coordinated by a holding company in Reinach, Switzerland. As a successful family-owned business, Endress+Hauser is set for continued independence and self-reliance.

Products

Endress+Hauser provides sensors, instruments, systems and services for level, flow, pressure and temperature measurement as well as analytics and data acquisition. The company supports customers with automation engineering, logistics and IT services and solutions. Our products set standards in quality and technology.

Industries

We work closely with the chemical, petrochemical, food & beverage, oil & gas, water & wastewater, power & energy, life science, primaries & metal, renewable energies, pulp & paper and shipbuilding industries. Endress+Hauser supports its customers in optimizing their processes in terms of reliability, safety, economic efficiency and environmental impact.

History

Founded in 1953 by Georg H Endress and Ludwig Hauser, Endress+Hauser has been solely owned by the Endress family since 1975. The Group has developed from a specialist in level measurement to a provider of complete solutions for industrial measuring technology and automation, with constant expansion into new territories and markets.

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

Contact

Martin Raab
Group Media Spokesperson
Endress+Hauser AG
Kägenstrasse 2
4153 Reinach BL
Switzerland

Email martin.raab@holding.endress.com
Phone +41 61 715 7722
Fax +41 61 715 2888