

Pebüso-Betonwerke, Heribert Büscher GmbH & Co. KG, Postfach 63 64, 48033 Münster

Company Automatisierungstechnik Klaus Horstmann Schubertstrasse 13a

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Herr Schwellenbach -121 2005-06-07

## Credentials

In the beginning scepticism and lacking confidence dominated with us. Already three times we had failed in optimizing the control of our main manufacturing plant. Our ideas did not focus on the speed of the production process – even though this would have been a pleasant additional effect. Rather important for us was to achieve a production process which causes less mechanical wear. This would lead to less downtimes and hence to higher productivity. An additional aim was to drastically reduce the costs for repair material.

Basically the Horstmann Company was unknown to us. It was the first impression of competence only that had a reassuring effect. The first job the Horstmann Company completed in our company – with a smaller manufacturing system – was finished in such a professional way and so successfully that we could easily entrust them with our main manufacturing plant.

Bid and order were followed by its implementation. It would be incorrect to say today that there were no problems; in fact there were considerable problems. The commitment and finally the never fading optimism of Herr Horstmann and his employees brought the success we had aimed for. The psychological stress during the implementation phase was enormous, anyway as a result we have an extreme increase in our competitiveness and all our ideas have been realized. Now, the plant has been running for several months and still we are recording an increase in productivity.

Pebüso Concrete Works Heribert Büscher GmbH & Co. KG Management