

## Everything from a single source!

2018 was another good year for the valve and machine manufacturer LOHSE. "Especially the valve market is booming; demand is growing worldwide", explains Managing Director Ulrich Sekinger. For some time, however, another business area has also been developing at an above-average rate within the LOHSE Group: contract manufacturing. "The share of turnover is meanwhile more than 30 percent." The company is receiving an increasing number of orders from enterprises for the production of assemblies, machine elements, tanks and precision components. There are various reasons for that.

### The expertise.

For 60 years LOHSE has been manufacturing valves for the paper and pulp industry, followed by other sectors and industries, such as chemicals or water treatment. Maschinenbau Lohse GmbH on the other hand develops equipment for paper and organic waste treatment systems. "Our company has always been characterised by very high product diversification", explains Sekinger. "The systems and valves are always custom tailored to the particular requirements of the enterprise." In addition, not only is the product spectrum broad, but the finished components and assemblies are used in numerous different branches of industry. The company's technical know-how is accordingly diverse and is founded on decades of experience. This likewise benefits customers who choose LOHSE as a contract manufacturer.

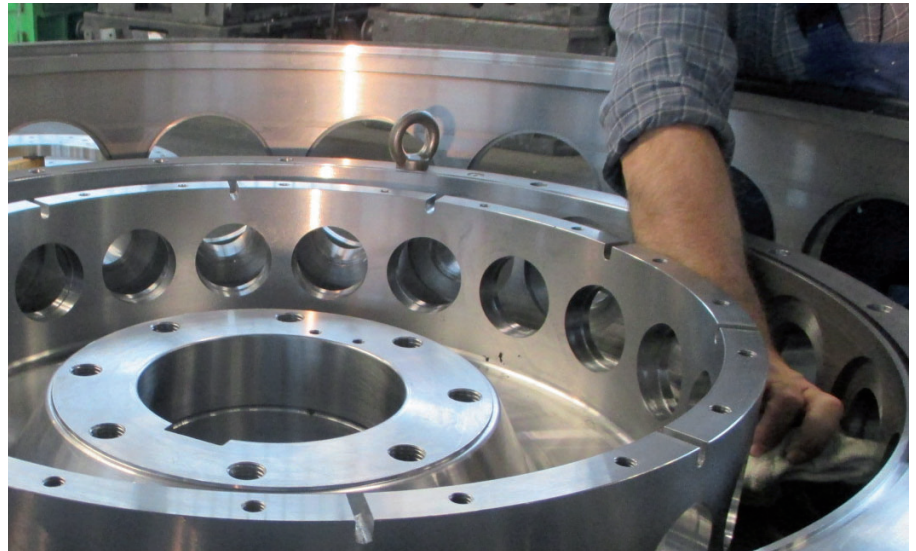
precision components to exact customer requirements – from one-off to series production. "This has numerous advantages for the companies: they save money, remain versatile, and can rely on high quality and certified products."

### The diversity.

The contract manufacturing services comprise the entire range from the raw

for highly corrosive media, such as Duplex.

For the beverage industry the company produces precision components or welded constructions, and for other customers – such as power plants, the automotive industry, tunnel construction and mining operations – hubs for axial fans with diameters of up to four metres. These applications likewise have

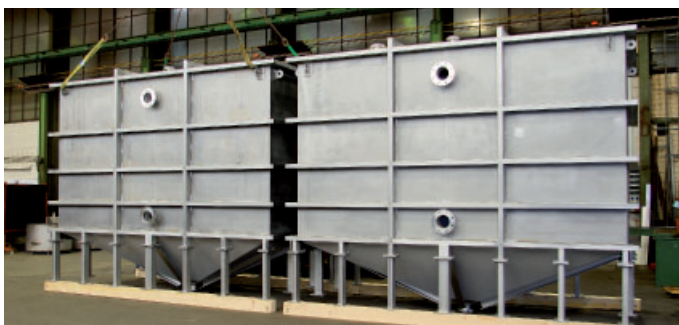


part to the finished product. LOHSE has visualisation capabilities for the entire production process: from sheet metal blanks to bending, welding, cutting, turning, slotting, balancing, as well as surface finishing, repairs and servicing. That is why LOHSE components are found in numerous systems and applications.

stringent material requirements. "We are also certified for the production of special heated and non-heated pressure tanks", says Warnke. They are needed in hydroelectric power plants, test chambers at universities or the manufacture of lighting solutions, for example.

### The image.

To better present the spectrum of products and services, LOHSE has invested in a modern website with new content, a completely new structure and new programming. "Existing and prospective customers can obtain a clearly structured overview of our portfolio on our website at [www.lohse-gmbh.de](http://www.lohse-gmbh.de)", Sekinger explains. In video clips visitors can watch a practical explanation of the operating principles and fields of applications for the valves and machines.



### The concept.

Contract manufacturing at LOHSE is likewise based on many years of experience and an in-house engineering and development department with about 25 employees. "We offer everything from a single source: from planning and design to production engineering and recommendations for the choice of materials", explains Dietmar Warnke, the second managing director. LOHSE manufactures assemblies, machine elements and

requirements for tanks and mixing equipment", says Warnke. The mixing tanks are also used in the chemical industry, which likewise has stringent requirements. "These applications require special synthetic coatings or wear-resistant materials, such as Hardox", Sekinger explains. For seawater desalination plants the Heidenheim-based company produces pusher centrifuges, which have requirements for high surface precision and therefore are designed with materials

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