

Press Release, January 2018

GHM Messtechnik GmbH is focussed on unconditional and resolute customer orientation and service – on site, worldwide.

GHM GROUP expands worldwide and presents innovation at SPS IPC Drives

***Brazil, France, India, the addition of Val.co and the acquisition of Delta OHM Benelux are clear signs of the expansion course of the GHM GROUP:** With the existing subsidiaries in Denmark, the Netherlands, South Africa, the Czech Republic and the Centers of Competence in Greisinger, Honsberg, Martens, Imtron and Delta OHM, GHM Messtechnik GmbH continues on its path towards worldwide expansion. "Our business model focuses on the customer and his tasks and bundles the extensive know-how of our tradition-based enterprise under the common brand umbrella of the GHM GROUP. Thus, together we can keep a very ambitious and comprehensive performance promise: uncompromising customer orientation!" Managing Director Johannes Overhues.*

The first safety temperature limiter for control panel installation – the "Safety-TL4896" from the Martens Center of Competence

A safety temperature limiter (STL) is used wherever thermal processes must be monitored and the system must be switched to a safe operating state in case of a fault. The first STL in an installation housing for direct installation in the control panel or the control cabinet door. The **Safety-TL4896** is the first of its kind and offers users a host of cost and resource savings:

- The Safety-TL operates as a direct indicator, because it is installed in the control panel instead of on the top-hat rail. Consequently, the costs for the additional "indicator" module are eliminated.
- With the integrated analogue output for the temperature signal, an additional measuring chain for the measuring signal for the PLC or SCADA world can also be omitted.
- Another advantage is the execution of the reset function directly on the device. No additional control element is needed.
- Configuration of the Safety-TL takes place with the buttons on the front in combination with the graphic display - without any additional programming software.



"Safety first": It is self-evident that the Safety-TL satisfies all requirements in accordance with DIN EN14597 and is certified according to SIL 2. If the permissible temperature limit is reached or a monitoring device error occurs within the permissible temperature range, the Safety-TL switches off immediately. The alarm contact is triggered, the front LED alarm and the background light of the display illuminate and the cause of error is output as plain text on the display. A further advantage is the pre-alarm, which triggers an (preliminary) alarm before the limit value is reached, whereby a potential shut-down of the system is avoided. This makes it possible to intervene and take corrective action at an early stage.

GHM DO BRASIL Ltda: The subsidiary of GHM Messtechnik GmbH in Sao Paulo, Brazil, which was founded in mid-2017, celebrated the inauguration of its new office building in December. Manager Rafael Molina is responsible for the Brazilian market, as well as the entire South American continent (Latin America). Brazil has the world's the ninth largest national economy and is a natural commercial hub for the countries of South and Latin America.



For Johannes Overhues Managing Director of GHM Messtechnik GmbH and the GHM GROUP, the decision to establish the subsidiary was a consequential step: "Turnover in this region has increased for years and the strong recovery of the markets in Latin America makes this step in Brazil a logical course of action for the company."

GHM FRANCE: The GHM GROUP has expanded its operations in France and opened a subsidiary in Décines near Lyon at the end of 2017. The company's presence in France, Europe's second-largest market, is bolstered as a result of this expansion. A second office in Mulhouse in Alsace also has warehousing available with which they can react to customer requests quickly and flexibly. Short routes to Germany and bolstered local consulting expertise are they key for the GHM GROUP's successful business development in France. The offering is geared towards to the chemical and pharmaceutical industries, the food, plastic and textile industries, and aerospace and environmental technology companies.



With the extensive experience of measuring technology specialist Alban Jouanillou as Managing Director of the subsidiary in France and sales specialist Maxime Mura, consistent customer consultation and service are guaranteed. They work in collaboration with the developers in Germany and Italy to satisfy product-specific and project-specific requirements.

GHM INDIA: India has enjoyed a boom in recent years and will soon surpass China as the most world's most populous country. This development is also accompanied by strong economic growth. As a provider of technical measuring solutions, therefore, the GHM GROUP is bolstering its activities in the important growth market with the opening of a new subsidiary, GHM Messtechnik India Pvt Ltd, in Mumbai in January 2018. Therefore, GHM Messtechnik GmbH is strengthening its presence in the Asian subcontinent and expands its position in one of the world's most dynamic markets with a newly established subsidiary.



The subsidiary is managed by electrical engineer Mahendra Sule. Together with an experienced team of six automation and electrical engineers, he ensures that our customers receive essential on-site consultation. The key growth markets for the products of the GHM GROUP comprise companies within energy supply, the oil, gas and food industries, pharmaceuticals and environmental technology companies.

Val.co, Italy: The new member of the GHM GROUP will continue its expansion within the area of "industrial sensors" primarily with established fill level measuring technology. Val.co will also accelerate sales of the products of the Honsberg and Martens Centers of Competence in the Italian market. "With our compatible products, market expertise and innovative technologies, the GHM GROUP and Valco now have even more impressive value advantages with which we support our customers in light of the challenges of the fourth industrial revolution," said Johannes Overhues, Managing Director of the GHM GROUP.



In an initial joint campaign, the affordable and efficient level sensors from the comprehensive Val.co product portfolio have presented to the German market since the end of 2017. Thanks to the wide range of products, the right product is available for each fill level application.

Delta OHM Benelux, Netherlands: Putting together things that belong together. Heerco Walinga, a former contract dealer of Delta OHM, and his team have successfully established the Delta OHM brand in the Benelux countries – thanks to their comprehensive expertise and commitment since 2011. Heerco Walinga has extensive experience in establishing business activities in the Benelux countries, as well as previous functions in Asia, which is beneficial to the development of the entire GHM GROUP. With acquisition and integration of Delta OHM Benelux B.V. into the GHM GROUP subsidiary GHM-Meettechniek BV and the installation of Heerco Walinga as Global Business Development Manager for Delta OHM, the outlook is very promising for both parties.

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Company profile of the GHM GROUP

GHM Messtechnik GmbH is a pioneering specialist and complete provider for innovative measuring and regulation technology. With more than 330 employees in sixteen locations worldwide, the company develops and produces a wide assortment of more than 2 000 high-quality device types.

The versatile portfolio comprises industrial electronics, industrial sensors, environmental measuring technology, water analysis, process measuring technology (hygienic design), state-of-the-art laboratory and handheld measuring devices and measurement data recording.

From the fusion of the Greisinger, Honsberg, Martens, Imtron, Delta OHM and VAL.CO companies, the GHM GROUP still considers itself a tradition-oriented company. With an eye on the vision of the founders, the company continues in its consistent efforts to permanently advance measuring and regulation technology with innovative developments and application-specific solutions.

The central focus is the bundling of technological expertise for development of customer-oriented solutions that are appropriate for the market and tailored to the high demands of industry and producing industry. In addition to long-term expertise and state-of-the-art production methods, the GHM GROUP offers competent application consultation and comprehensive customer service, high flexibility even for small part quantities, quick device adaptations and short delivery times. This is all offered at an outstanding price-performance ratio.

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