

# Endress+Hauser strengthens its position in Portugal

## Sales center increases customer proximity with new building

**To improve customer support for the Portuguese market, Endress+Hauser has invested 800,000 euros in the construction of a sales office building near the capital city of Lisbon. The Group has been present in Portugal since 2002 through its own sales subsidiary.**

Endress+Hauser acquired a two-story building in Palmela and extensively modernized it. The new facilities offer a total floor space of 820 square meters. The building was enhanced with modern meeting rooms and a new auditorium, including an exhibit reflecting Endress+Hauser's comprehensive offering. A new annex houses a calibration center and a warehouse. Customers will also benefit from the transparency provided through full integration into the Group's enterprise software network.

The new building was dedicated on 20 April 2018 in the presence of numerous guests and customers. "We have operated successfully in Portugal for almost two decades. The investment in new facilities demonstrates our ongoing commitment and belief in the Portuguese market," said Corporate Sales Director John Salusbury. Also in attendance were Klaus Endress, President of the Supervisory Board, and Matthias Altendorf, CEO of the Endress+Hauser Group.

The 19 employees at Endress+Hauser Portugal, who possess comprehensive expertise in measurement and automation technology, provide sales and support to customers across the country. The key industries are food & beverage, chemical and water & wastewater, in addition to the growing life sciences sector. "We have recently gotten closer to our customers, expanded our service offerings and reorganized the team corresponding to skills and knowledge," explained Managing Director Paulo Loureiro.

The realignment has been positively received by the market. Endress+Hauser Portugal has enjoyed a 40 percent increase in sales over the past five years. "We want to take this momentum into the future," underlines Paulo Loureiro. "The new facilities will allow us to improve customer support for all industries, thus providing a basis for the continuation of our growth strategy."



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Opening ceremony: Supervisory Board President Klaus Endress, Corporate Sales Director John Salusbury, Managing Director Paulo Loureiro, Deputy State Secretary Carla Campos Tavares and CEO Matthias Altendorf (from left) cut the ribbon.



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Dedication of Endress+Hauser's new building in Portugal.



**EH\_portugal\_3.jpg**

The team of Endress+Hauser's sales center in Portugal in the entrance hall of the new building.

## The Endress+Hauser Group

Endress+Hauser is a global leader in measurement instrumentation, services and solutions for industrial process engineering. The Group employs more than 13,000 personnel across the globe, generating net sales of over 2.2 billion euros in 2017.

### 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](http://www.endress.com/media-center) or [www.endress.com](http://www.endress.com)

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