

***“There is no harm in the strong strengthening themselves.”
(Johann Wolfgang von Goethe, Faust II)***

The Hesco Pilgersteg AG and Trox (Schweiz) AG merger



Merger of the European market leader and the Swiss market leader, two former competitors.

The Client

- Hesco Pilgersteg AG, Rütli, Switzerland (new: Trox Hesco (Schweiz) AG)
- Development, production and distribution of heating, air conditioning and climate control components and systems
- Revenue: approximately CHF 35 million
- Workforce: approximately 140

The Objective

- To capitalise on the business synergies in products, distribution and logistics activities
- To prevent the loss of intellectual capital

The Solution

- To provide the top products to the Swiss market
- To build up an effective sales organisation focused on key markets and customer groups
- Product rationalisation around production capabilities
- Harmonise procedures and IT systems
- Prepare a communications plan to be used for customers, employees and the media

The Client Benefit

- All synergistic opportunities secured
- Key employees retained in the company through their involvement in the merger process
- A strengthened position in the market place