**Twice as much production space**

All set for growth

HORN, the tool and carbide specialist based in Tübingen, is doubling its capacity by adding 12,000 m² of new production space. By the time it is ready for occupation at the end of 2016, a total of 55 million euros will have been invested in the new site, which is located close to the existing production facilities – 30 million euros in the building and 25 million in state-of-the-art production technology. As a result, HORN (already the biggest industrial producer in the university town of Tübingen) will have created the biggest industrial building in the area.

Systematic growth

HORN, which was founded in Waiblingen towards the end of 1969 and originally had production sites in Gomaringen and Nehren, moved its headquarters and production facilities to Steinlachwasen (Tübingen) in 1981. In 1988, the new building at Unter dem Holz was completed and the subsidiary Horn Hartstoffe GmbH was founded. In 1999 and 2008, the amount of production space was increased in two construction phases, from an original size of 2,800 m² to 6,100 m² and then to 11,500 m². The final stage of this growth programme saw HORN invest more than 30 million euros in Steinlachwasen to create an ultra-modern plant for its subsidiary Horn Hartstoffe GmbH with a production area of 5,000 m². This meant that all the spare space at the company's headquarters had now been used up. To reinforce its leading position on the global market and continue growing at the same rapid pace as in recent years, it needed to find enough new space to allow further expansion of production with a view to assuring the future of the business – in Tübingen. “Our plan is to grow significantly over the next few years as well,” stressed Lothar Horn, Managing Director of Paul Horn GmbH and Horn Hartstoffe GmbH, just as the planning phase for the new building was starting to get under way. That a company with these kinds of expansion plans would be able to remain in the same location was never a foregone conclusion. By constructing the new building in the Derendingen district of Tübingen just metres away from its existing production facilities in Steinlachwasen and at Unter dem Holz, HORN is erecting a two-storey production hall that will be 171 metres long, 50 metres wide and 18 metres high, and will cover a total surface area of 15,000 m².

Eyes set firmly on the future

Tool Holder Production, the Coating department and Logistics will occupy the additional space when they move into the new building at the end of 2016. The future logistics centre will offer three times the capacity of the existing one so that the fastest possible customer delivery lead times can be ensured. The production range currently includes more than 20,000 different types of standard tool. On top of that, more than 120,000 special tool solutions have been supplied to date. Every year, around 96,000 production orders are processed and approximately nine million inserts are produced in batches of 90 pieces (on average) with a 97 per cent degree of automation. Almost 50 per cent of orders are processed using the fast-track Greenline system with a maximum delivery time of just five working days from the time when the drawing is approved by the customer.

Only last year, HORN took on 100 new employees. In anticipation of the new building's completion date and the extra capacity that it will provide, HORN plans to create further jobs on an annual basis. The company currently employs more than 850 people in Tübingen and Gomaringen, around 60 of whom are based at the 1,200 m² ultra-modern training centre as apprentices. Outside of Germany, there are another 400 employees working at the various international branches. In 2014, HORN turned over approximately 155 million euros in Germany and around 250 million euros worldwide.

Product range has grown by 50 per cent in four years

HORN, which is a renowned global leader for all types of grooving operation technology and for groove milling, slot milling and slot cutting technology, has significantly expanded its range of products over recent years. When measured according to the number of products, the range has grown by more than half since 2010 – particularly in terms of additional production technologies and solutions for machining modern or ultra-hard materials. For example, its assortment of core products has been expanded to include high feed rate milling cutters, tangential milling cutters and modular grooving tools. To draw attention to this bigger range and its status as a technology leader while at the same time further strengthening its field sales force and the quality of its customer support in the marketplace, HORN increased the size of its field sales force in Germany by more than 50 per cent in 2014 – from 40 to 64.

As far as Andreas Vollmer (Sales Manager and member of the Management Board at Horn) is concerned “with its solution competence, our field sales force is the calling card of our company – not just in Germany, but worldwide. This highlights how strongly oriented we are towards customers and their requirements. Even the new building helps back up this claim. By undertaking this work, HORN is ensuring its long-term ability to build up and build on its competitive advantages of quality, speed and innovation.”

*5,323 characters incl. spaces*

**Image captions:**

  
**Image 1:** The third plant in Tübingen will be ready to move into at the end of 2016.



**Image 2:** Boris Palmer, Mayor of Tübingen and Lothar Horn, Managing Director of Paul Horn GmbH at the signing of the construction permit

**Image credits:** Paul Horn GmbH, Nico Sauermann

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