**Moving into the future with the next generation:**

**Markus Horn becomes new Managing Director of Paul Horn GmbH**

On 20th March 2018, Markus Horn took on additional responsibilities following his appointment as the new Managing Director of Hartmetall-Werkzeugfabrik Paul Horn GmbH. Together with his father, Lothar Horn, he manages the tool manufacturer's operations from Tübingen, Germany.

Markus Horn has worked for the family company since January 2017, most recently as a member of the management board and head of IT. The 36-year-old, third generation family member will work alongside his father for the time being. “Our proven cornerstones and success factors will continue to determine the way we do business and work in the future,” emphasises Markus Horn. “This includes continuing to have the entire value chain – from the powder to the coated tool – in our own plant. A high level of appreciation for our employees and our strong focus on customer requirements, technology and global growth will also remain at the core of our corporate philosophy. The future brings lots of challenges, such as new electric vehicles that involve less machining, but also opportunities such as digitalisation and networking, as well as new generations of tools. We need to seize these opportunities, take advantage of them and be pioneers.”

Lothar Horn sees the future of the company in the next generation. Knowing that the company will remain a family business under the management of his son is still important to him. “I am sure that Paul Horn GmbH's success story will continue under the management of my son Markus – with the same fundamental values but also with new approaches,” explains the long-term Managing Director.

**Development of the company**

The company, Hartmetall-Werkzeugfabrik Paul Horn GmbH, was founded on 1st November 1969 by Mr Paul Horn in Waiblingen. At the time, it was named Paul Horn Einstechtechnik. In 1981, it relocated to Tübingen. Lothar Horn joined the company in 1991 and took over the position of Managing Director in 1995. Currently, around 1,000 employees in Tübingen develop and produce solid carbide tools, as well as carbide, CBN and diamond-tipped tool systems. Horn precision tools are used in demanding machining operations. In 2017, the company recorded sales of approximately 178 million euros in Germany. Horn can be found in more than 70 countries on all continents. In addition to its production site in Germany, it also has sites in England, Italy, the Czech Republic and the USA. There are an additional 500 employees outside Germany.

**Highly modern in-house production**

In 2016, Horn obtained another building with an area of 20,000 m², 12,000 m2 of which was earmarked for production. As a result, the company doubled its previous production space at the headquarters in Tübingen. The tool holder production and coating departments, as well as logistics, are housed in this new building. The company also acquired an additional new administrative building next to the existing building. Investment in the two new buildings amounted to 70 million euros. Furthermore, Horn invested in new grinding machines, additional milling centres and various other systems in 2017/2018, amounting to approximately 30 million euros. The investments focus primarily on technology, quality and speed.

**Customer groups**

The main customers of the Tübingen-based precision tool manufacturer are companies in the automotive industry, aviation and aerospace, mechanical engineering, chemicals, medical technology and tool and mould making.

**Image caption:**



Image caption: Markus Horn is the new Managing Director of Paul Horn GmbH.



Image caption: Examples from the Horn range.



Image caption: 24,000 m² of production space available at the Tübingen site.



Image caption: The highly modern grinding shop at Horn.

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