

FORUM

The Stieglmeyer-Group's company magazine



Stieglmeyer – a reliable partner even in times of crisis

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Leading manufacturer of medical beds is now shaping the future

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Germany's leading manufacturer of beds, furniture and complete solutions for long-term and health care is in an excellent financial and strategic position. Our company, which celebrated its 120th anniversary in 2020, has been family-run since its foundation. Particularly now in times of upheaval, the commitment and foresight of the Kemmler shareholder family are paying off. "The importance of family businesses will continue to grow during the crisis," says Georgios Kampisiulis Kemmler, Chairman of the Management Board: "With us, customers know they can plan for the long term." This applies to our business partners in Germany as well as to all customers worldwide. As an export-oriented company, we always think globally.



Georgios Kampisiulis Kemmler is Chairman of the Management Board. The business economist and auditor is married to Anja Kemmler, the Chairwoman of the Shareholder Family.

Long-term cooperation with suppliers and partners

Stiegemeyer and Burmeier were able to deliver their beds and furniture on time throughout the Corona pandemic, meeting sometimes considerable additional demand from the international Covid treatment centres. Major strengths here are our partnership-based and long-term cooperation with suppliers as well as the maintenance of safety stocks of important components in-house and with partners. A dense network of 50 technical field staff ensures seamless service to our customers on site in Germany. It is coordinated at our headquarters in Herford, in the heart of Germany. Stiegemeyer also stands for the best service internationally with a network of excellent technicians and strong partners.

Fair and transparent pricing

Exploding prices are currently presenting many companies and customers with major challenges. We are handling this situation very responsibly. Pricing is done in a fair, transparent process with the customers in which all interests and needs are taken into account.

The economic success and the generation-spanning mindset of the shareholders ensure a long future for the Stiegemeyer-Group as an independent company. Massive investments in our German and Polish locations as well as in the development of digital solutions underline this. The subsidiary Burmeier, for example, just moved into a state-of-the-art new headquarters in Hiddenhausen and serves the homecare market from there. Our plant in Nordhausen, Thuringia, is being expanded with new machinery to become the centre of furniture production for nursing homes and hospitals.



The Nordhausen site will be expanded into a centre for furniture production in the coming months.

Important export successes

An important goal of these investments is to significantly increase our export share. As the German market leader, Stiegemeyer has been writing a success story for decades. Now we are increasingly applying this know-how to international markets and have already achieved considerable success there. Our subsidiaries from Finland to South Africa work closely with local customers to meet regional product requirements even better. Stiegemeyer's high quality and flexibility have already opened important doors in countries such as Great Britain or Denmark during the pandemic. Many hundreds of hospital beds are currently being delivered

to university hospitals in the Netherlands. There, the excellent hygienic properties of the beds are particularly appreciated: Their machine washability is a strong asset in the fight against multi-resistant germs. Our company is building on these successes and consistently pursuing its export strategy.

So there is unrest at Stiegmeyer only in a positive sense: our 1,100 employees are looking forward to supporting hospitals and nursing homes in many countries with new products and even better service and to making an important contribution to overcoming the current health crisis. Georgios Kampisiulis Kemmler sums up the company's vision: "We have defined as clear goals to increase people's health and well-being and to always approach our customers in a positive, helpful and reliable way."