

Dr. Födisch Umweltmesstechnik AG acquires 25% stake in their British sales and service partner CEM Solutions (UK) Ltd.

Darley Dale (Derbyshire), UK/Markranstädt (Leipzig), Germany. CEM Solutions (UK) Ltd has been successfully selling measurement technology made by "Dr. Födisch Umweltmesstechnik AG" since 2013. This long-standing sales and service partnership has now resulted in Dr. Födisch Umweltmesstechnik AG (Dr. Födisch UMT AG) acquiring a stake in CEM Solutions (UK) Ltd. With this investment, the company is securing an increasingly important share of the British market. In 2020, the UK was the third most important export market after China and Vietnam, making CEM Solutions (UK) Ltd one of the strongest sales partners worldwide. With the 25.1% shareholding, both partners expect to strengthen their competitiveness, intensify their cooperation and create further synergies. About the investment, Mike Lloyd (CEM Solutions) stated: "We have considered our relationship with Dr Födisch to have been a partnership for some years now. We have great faith in the products and their business ethos marries well with ours. Now this relationship has been formalised it provides us with the additional backing to help us achieve the goals we have set ourselves with regards to increasing market share and continuous improvement of the range of quality services, support, and products we offer our clients. I'm excited for our business and the opportunity to raise the visibility of our forward thinking products and solutions in this sector."

"We have flirted with an investment in CEM Solutions for a long time. Above all, the dynamics and engagement of the company, and thus of the team behind it, impressed us greatly right from the start": Thomas Lambertz, Sales Manager at Dr. Födisch UMT AG, gives an insight.

The extremely high level of flexibility and competence has also been expressed in uncomplicated and effective cooperation for almost 10 years now. In coordination, both partners are striving to increase exports to Great Britain by 10 %, despite or even because of Brexit.

The above-mentioned shareholder agreement became legally binding without the physical presence of both partners on 21.04.2021. Due to current travel restrictions, it could not be signed in the presence of the other in Darley Dale or Markranstädt, nor could the transaction be celebrated together. However, both sides currently expect to be able to do so at the latest at the celebration of the 30th anniversary of Dr. Födisch UMT AG in Markranstädt, which has been postponed to September 2021.

With the expansion of the strategic and financial partnership, another important milestone in the success story of both partners has been set.

CEM Solutions (UK) Ltd, based in Darley Dale (Derbyshire, UK), provides products and services covering all aspects of emissions monitoring and process control. CEM Solutions helps its customers to meet the regulatory requirements for emissions monitoring and provides technical advice to assist in liaising with the permitting authorities. Founded in 2012, the company offers emission and process measurement systems for the continuous monitoring of gaseous emissions as well as for the determination of dust concentrations and volume flows. The portfolio also includes comprehensive services (e.g. maintenance contracts).

Dr. Födisch UMT AG, headquartered in Markranstädt, is one of the leading German manufacturers of environmental and process measurement technology. For 30 years now, the company has been developing and manufacturing measurement technology for monitoring environmentally harmful gases, dusts and volume flows in industry. In Germany, around 100 employees work in the areas of research & development, production, sales, project planning and assembly of complex, authority-compliant and customer-specific process and analysis systems. In cooperation with sales and service partners, the company also has a broad sales, service and maintenance network abroad.

Press contacts

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