



PRESS INFORMATION

Hornbach Baustoff Union expands outlet network in Saarland

Union Bauzentrum Hornbach GmbH acquires builders' merchant outlets in Saarbrücken and Saarlouis / Transfer of operations as of July 1 / All 75 employees to be taken over / Contact partners, product range, and services remain unchanged

Saarbrücken / Neustadt a. d. Weinstrasse, May 10, 2022. Union Bauzentrum Hornbach GmbH is taking over the builders' merchant outlets operated by BSG Baustoffservice GmbH, L&B Baustoffhandel GmbH & Co. KG, and BS-Spezialbaustoffe GmbH in Saarbrücken-Gersweiler and Saarlouis as of July 1. The employees were informed about this move at works meetings held today. The number of outlets operated by Hornbach Baustoff Union GmbH, which is based in Neustadt an der Weinstrasse, will thus rise by two to a total of 39, of which ten in Saarland.

“This transaction, one of the largest in our company’s history, will extend our outlet network with two attractive, high-volume locations in towns where we had no presence to date. Not only that: We are simultaneously expanding our regional presence in Saarland and significantly extending our expertise in product ranges well represented at the new locations, such as dry construction, plasters, and insulation materials, as well as building construction, civil engineering, road building, garden products, and landscaping. This will benefit our customers at other locations as well”, explained Dr. Christian Hornbach, Chairman of the Management of Hornbach Baustoff Union GmbH. With operations newly founded in 1999, the company is part of the family-managed Hornbach Group and is the regional market leader in the builders’ merchant and construction materials business in Saarland, the Palatinate, Baden, South Hesse and Alsace/Lorraine. Having worked at the company more than six years, Christian Hornbach, a member of the sixth generation of the family, was appointed Chairman of the Management on November 1, 2021. Together with his colleagues, Managing Directors Robert Kautzmann and Alexander Kortschak, he has pressed further ahead with the dynamic and successful growth of Hornbach Baustoff Union GmbH in recent years. “We still have further acquisitions of existing builders’ merchants in our sights and are seizing opportunities that present themselves to us”, Hornbach added.

Existing Managing Directors to continue managing outlets

Following negotiations, the purchase agreement for the builders' merchant outlets and the company land "Am Güterbahnhof" in Saarbrücken-Gersweiler was signed by all parties at the end of April. "During the talks with the management, which were absolutely professional and amicable, we rapidly gained the impression that, even in a competitive climate, joining Hornbach Baustoff Union would significantly raise the chances of our locations performing successfully in the long term", declared Giuseppe Terrazzino, a member of the management of all companies involved in the sale, which form part of the Hagebau Group network. In future, he will manage the location in Saarbrücken, with which he is very familiar, as outlet manager. Management of the Saarlouis location and of the plasters, dry construction, and insulation materials divisions will remain in the hands of Raul Schommer, currently Co-Director at BS-Spezialbaustoffe GmbH. He said: "Hornbach Baustoff Union has an excellent reputation in our sector as a very professionally managed, superbly connected, and extremely solid company. Looking forward, the takeover offers attractive prospects for our customers, and certainly for our employees as well".

Highly experienced teams will continue to take care of customers' needs

The 75 employees at the locations in Saarbrücken and Saarlouis were today informed about the transfer of operations both in writing and in person at works meetings. They will retain their jobs at their respective locations and will still be on hand to act as contact partners to customers in the region. "Continuity is important. We are very pleased to be able to take over not just two successful locations, but also extremely experienced teams and expert staff. They have channeled all their dedication and expertise into looking after numerous long-term customers for many years now", explained Christian Hornbach.

About Hornbach Baustoff Union:

As the HORNBACH Group's youngest subsidiary, HORNBACH Baustoff Union GmbH is part of an independent, family-managed company that generated sales of Euro 5.9 billion in the 2021/22 financial year (balance sheet date: February 28), of which HORNBACH Baustoff Union GmbH contributed Euro 377 million. Founded in 1877, HORNBACH can look back on a history stretching back six generations and has traded in construction materials since 1900.

With its 35 outlets (status: March 1, 2022) in the Palatinate, Saarland, Baden-Württemberg, and South Hesse, as well as two locations close to the border in Alsace/Lorraine, HORNBACH Baustoff Union is now the regional market leader in the builders' merchant and construction materials business. Its sales concept and product range are precisely tailored to the needs of professional customers in the construction sector and private construction clients. HORNBACH Baustoff Union guarantees expert advice and bespoke services for its customers and, with its delivery logistics, offers them ideal support for their construction projects.

Thanks to the strictly decentralized organizational structure, each outlet maintains close links with its local customers and operates under its own entrepreneurial responsibility. At the same time, each outlet profits from synergy effects provided by the strong network. Customers also benefit from the advantages generated by joint procurement and sales structures.