



The company's headquarters in Steisslingen, Germany

Our excellence is your advantage

"Made in Germany" is an internationally reputed quality code guaranteeing excellent engineering, quality and durability. GROSS Behälter- und Anlagenbau GmbH, headquartered in Steisslingen, Germany, is worldwide well-known as a specialist producer of tanks, systems and equipment. Providing top quality products, the tanks and systems of the family company are used across the globe.



Installation of a zyl.-kon fermentation and storage tank

Specialising in single pieces, groups of tanks and complete plant setups made of stainless steel, the company is able to deliver tanks from 200 l up to 2.5 million litres. All tanks are developed, constructed and produced in-house. While the smaller tanks are being delivered ready to install, the bigger ones are assembled at the customer's premises. Having a network of experienced and professional plant engineering partners at its disposal, GROSS is also able to deliver complete plants. "If a customer wishes that we act as a general contractor we can do that, too," says Managing Partner Peter Gross. The company's core business is the planning of the tanks before the actual construction. Samples of the liquids that are going to be stored in the tanks have to be analysed in order to ensure the compatibility of the fluid and the materials used for the tanks. Other challenges requiring experience and know-how are the connection and the cleaning system. "We are able to draw on decades of experience in our branch," says Mr. Gross. "Yet, due to new trends and requirements we are constantly con-

fronted with new challenges, particularly in the logistics field. At present, there is a strong trend towards great volume tanks." In contrast to most of its competitors, GROSS does not focus on tanks for a specific industry. The company supplies customers from several industries such as beverage, food and food processing, medical and pharmaceutical, paper as well as waste water treatment and recycling. Coca Cola, Oettinger, InBev, Heineken, SAB Miller, Roche, Baxter, Merck and Akzo Nobel are only some of the renowned names of the company's reference list. For the Braukonzern brewery, GROSS constructed and installed 47 cylindro-conical fermentation and storage tanks with each 3,000 hl use capacity and a total capacity of 3,610 each. For Altana Pharmakonzern, the company developed three agitator tanks for X-ray contrast-medium with a capacity of 4,560 l. These are only two examples paying evidence of the company's engineering excellence. GROSS tanks are internationally valued for their top quality. The company uses state-of-the-art ma-

chines and latest technologies and all products fulfil the current international regulations such as SVTI, OENORM M 7812, UDT, DIN 18800 or ASME. Today, GROSS generates around 30% of its revenues from its export activities. "Our indirect export share is even higher, as our tanks and systems are often further delivered to Russia, Thailand and South America," says Mr. Gross. In order to enhance its international market position, the company regularly exhibits at international trade fairs such as the Brau in Nürnberg, Germany, or the Inter Brau in Munich, (2009). The company was founded in 1934 by the grandfather of Peter Gross, Josef Gross, as a copper smithy. In 1963, his son Karl-Heinz took on the family business and focused on the construction of tanks. In the beginning, GROSS focused on the production of vessels and tanks made of aluminium. It was a milestone in the company's history when at the end of the 60s the first stainless steel bin left the company's facilities. Peter Gross entered the company in 1994. At present, GROSS undergoes a

generational change as Karl-Heinz Gross is assigning the management to his son. Altogether, the company employs around 50 people and generates solid double digit million revenues. For this year, Peter Gross expects a significant increase in turnover. "We would like to further expand our capacities," he says. "Therefore, we are going to buy new property. I am positive that our quality strategy will bear fruits in the next years, too, and that we will be able to open up new markets. As the Western European markets are quite saturated, our expansion potential lies abroad." ■

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