**Five years of TGW Switzerland -
successful start in intralogistics**

**In January 2012, three Swiss wrote company history by planning a new start in intralogistics. Within the first year, they already achieved big successes in the entire TGW Group. Now they are celebrating the fifth anniversary of the new TGW unit in Switzerland.**

When you travel from Zurich to Lucerne by train, you will pass the town of Rotkreuz. The town with nearly 10,000 inhabitants does not seem to be spectacular, but behind the scenes large-scale work is done. Rotkreuz now is an important location for business and for companies like [Roche Diagnostics](https://de.wikipedia.org/wiki/Roche_Diagnostics), Novartis, SFS Holding, Garaventa (a company belonging to the Doppelmayr Group) and many more. And also new material handling solutions are developed in this place - at TGW Systems Integration AG.

**One milestone after the other**

When at the end of 2011 the foundations were laid for the founding of the company in 2012, the three intralogistics experts Beat Losenegger, Peter Tobler and Thomas Kretz were highly motivated and already optimally prepared for their plans. On January 1st, 2012, the team started working and within the first year it could win the largest order in TGW history at that time: The huge grocery company Coop placed an order for an intralogistics centre composed of an empty packs centre, a freezer area, a cooling machine and a complete service package including an on-site service team.

**Customer events for a permanent presence**

In addition to proactive customer service, the Swiss colleagues also wanted to increase publicity and establish TGW as systems integrator. Thus, various customer events were planned and run for example at the Culture and Convention Centre in Lucerne and the Environment Arena in Spreitenbach. TGW Switzerland was also at trade fairs for logistics: At the LogiMAT 2012 and at the Pack & Move 2012 and 2014 the TGW team could establish additional, useful contacts.

**Successful orders in the businesses of grocery, general merchandise and e-commerce**

In the following years, companies like Walter Meier, Pfister Furniture, Musikhaus Thomann and Interdiscount were persuaded to trust in TGW's services. The competencies were continuously extended and project managers as well as site supervisors were hired to complete the Swiss team of TGW. The mechatronic equipment, controls and IT software is provided by the headquarter in Wels whereas the project management is directly conducted in Switzerland.

With the service contract for Coop, TGW could quickly establish the planned service organisation in Switzerland. For this reason, some resident engineers were hired for the team, thus being able to offer all services directly from Rotkreuz to all of Switzerland. TGW is looking for even more experts, like maintenance and service engineers as well as technical sales engineers.

**Long-term success stories**

Also projects in Switzerland that began long before the Swiss team's establishment have become long-term success stories, for example OPO Oeschger. TGW could extend their system and modernise the IT during live operation. The company is happy about the trust their customers put in them. And also future projects will be conducted in the high TGW quality as usual. Coop in Schafisheim was a beacon project not only for the team in Switzerland but for the entire TGW Group. This project is pivotal for similar projects in all of Europe and the team is happy about the huge interest in TGW solutions in the grocery industry.

In the next years, TGW in Switzerland is supposed to be as motivated as at the beginning. Many promising projects are waiting. There is big interest in solutions for fresh and frozen goods in the grocery industry, for logistics solutions in general merchandise and the e-commerce business. The team of TGW Switzerland is waiting eagerly for the next years and what they will bring. One thing is for sure, however: After five years, they are still as motivated as on the first day!

Besides: At the LogiMAT 2017 from April 14 to 16, 2017, TGW will also be one of the exhibitors. The whole TGW team is looking forward to seeing you in Hall 5 | 5D55.

[www.tgw-group.com](http://www.tgw-group.com)

**About TGW Logistics Group:**

TGW Logistics Group is a global leading systems provider of highly dynamic, automated and turn-key logistics solutions. Since 1969 the company has been implementing different internal logistics solutions, from small material handling applications to complex logistics centres.

With about 2,600 employees worldwide by now, the Group implements logistics solutions for leading companies in various industries. In the business year 2015/16, the TGW Logistics Group generated sales revenues of 532 million Euros.

**Pictures:**

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