

HTI

HANDEL FÜR TIEFBAU
UND INDUSTRIE-TECHNIK



A PORTRAIT OF THE HTI GROUP

A FIRM HOLD ON THE FUTURE





NOT ONLY DO WE DEFINE CONTENTS, WE ALSO CREATE RESULTS

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- The personally liable partners of the HTI GROUP -



EXPERIENCED, RELIABLE, COOPERATIVE: WE'RE THERE FOR YOU!

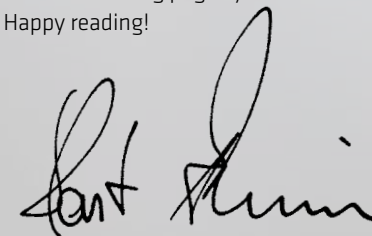
WELCOME TO THE HTI GROUP

We are a specialist wholesaler of civil engineering and industrial technology comprised of an association of medium-sized companies throughout Germany. These are managed by experienced entrepreneurs who, as personally liable partners, together with their employees, are dedicated to the interest of their customers on a daily basis. That sets us apart from other structures - because the personal and financial commitment of our partners guarantees a long-term partnership, reliability and an innovative product range.

With more than 65 logistics centers, we have a network across Germany. Thanks to our nationwide HTI cooperation, we can always offer our customers the best value for money.

The interaction of our sales structure, warehouse capacity and delivery times have proven successful and are constantly being optimized. This way, we can guarantee our customers optimal organization and smooth operation. At the same time, they receive the best and most reliable service at all times.

On the following pages you will find out more about us. Happy reading!



Horst Collin – responsible for the HTI GROUP

WHEN IT COMES TO SERVICE, WE ARE SIMPLY **RECORD-BREAKING**



> 90.000
ITEMS IN THE RANGE



> 1.300
EMPLOYEES IN
THE HTI GROUP



20
YEARS EXPERIENCE
ON THE MARKET



14
INDEPENDENT
PARTNERS



> 65
HTI
LOCATIONS



> 200
SALES REPRESENTATIVES



> 35 MIO
ITEMS AVAILABLE
ANNUALLY EX STOCK



2014
TOP NATIONAL
EMPLOYER



20.000
ITEMS IN STOCK



> 150.000
SERIAL NUMBER SETS

THE HISTORY OF THE HTI GROUP

HTI GmbH & Co. Handels KG was founded July 1, 1994 to merge the civil engineering activities of the GC GROUP into its own association. At first, ownership was divided in equal shares between RHEIN-RUHR COLLIN KG and WV AG. The reason for this step was the realization that it makes sense to extract the greatly increased product range of civil engineering and industrial products from the traditional building service engineering related product range. This step led to closer customer relations and proved to be ground-breaking. Since 2000, HTI has been a wholly owned subsidiary of GC GROUP.

Today, HTI is made up of 14 partner companies with over 65 locations and clearly defined sales territories. Under the management of a personally liable partner, each HTI house has its own regional and individual approach, but benefits from the strength of the GC GROUP, e.g. regarding comprehensive logistics or modern IT solutions. As a regional specialist wholesaler, the individual houses are active as a full-service provider of civil engineering and industrial technology. Therefore, its primary customers are utility companies, civil engineering companies, pipe layers and industrial companies.

The HTI GROUP employs more than 1,300 employees, 200 of which work in the field as sales representatives. In the area of further education and vocational training, the entire group, as well as individual local houses, assumes responsibility in nurturing young people as well as long-term employees with a lot of dedication.



LONG ON THE
MOVE: HTI GROWS

WITH ITS **HISTORY**
– TODAY AND IN THE FUTURE





HANDS-ON, FAST, PERSONAL: EVERYTHING FROM A SINGLE SOURCE YOUR CENTRAL PARTNER

**THE PHILOSOPHY BEHIND OUR
PRODUCT RANGE POLICY**

As a specialist wholesaler, the HTI GROUP is the central partner for products connected to the fields of civil engineering and industrial technology and provides high-quality systems from a single source.

The approach of our daily operations is to identify customer requirements and to satisfy these with quality products from well-known manufacturers as well as personal consultation. All the regional partner houses associated with the company therefore cultivate a philosophy of streamlined decision-making.

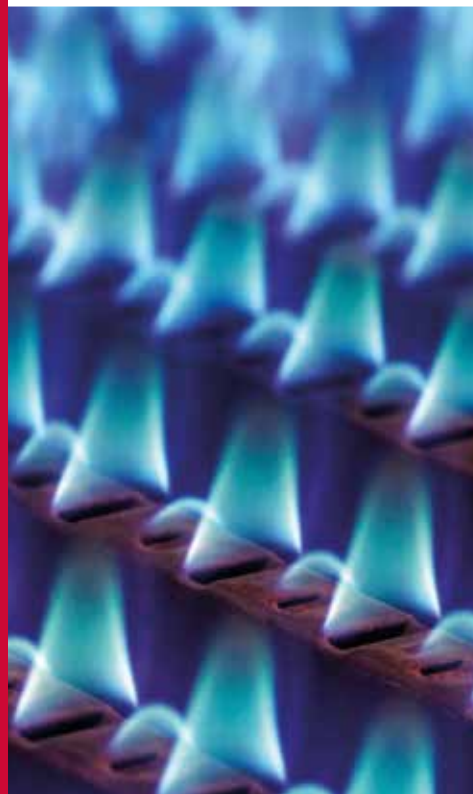
HTI sees itself as an active intermediary between industry and manufacturing, and participates in shaping the market. The company advises its clients intensively, organizes trade events, participates in trade fairs and provides information on a regular basis. As a family-owned enterprise with personally liable partners, sustainability and a long-term approach are the focus of our attention.





SUPPLY

The supply of drinking water, industrial water, gas and telecommunications requires a maximum of qualification and specialization from all participants. The HTI GROUP keeps the appropriate innovative pipe systems, fittings and accessories from renowned manufacturers in stock for every construction project. We help you select the right products. Such criteria as safety, cost effectiveness, quality and flexibility are paramount here. When it comes to supply, many public and private utility companies trust us with their complete warehousing and logistics.



DISPOSAL

When it comes to waste management, our focus is on environmental safety. All relevant media must be disposed of both ecologically and economically at the same time. Therefore, the technical requirements for pipelines, drainage lines, trench systems, seepage piping systems, manhole systems, and oil and grease separators are high. What is installed today must still function perfectly and comply with the laws and standards tomorrow. Our many years of experience in this sector are a core competency of HTI. Our comprehensive services range from consulting to support during planning.





INDUSTRIAL TECHNOLOGY AND BUILDING SERVICES

The pipeline technology involved in a modern industrial enterprise is complex. It requires a high level of competency. HTI is able to provide application-specific products regardless of their intended use, as pipes in process technology or supply engineering, in high or low-pressure areas. Whether for cooling water, process water, compressed air, sprinkler systems, power lines, drinking water, water heating, water treatment or filtration, each medium needs safe and economical pipe systems including fittings designed for their intended use. To HTI, innovative products, which are distinguished by their intrinsic quality, safety and durability, are of paramount importance.





WASTEWATER TREATMENT TECHNOLOGY AND RAINWATER MANAGEMENT

Dwindling resources demand the multiple use of energy. The conversion and discharge of wastewater into new processes permit the necessary cost reductions.

Plenty of rain water accumulates especially in industries where large surface areas are developed and sealed. What to do? One possibility is treatment and reuse. Rainwater that is not needed must either seep away or be fed into the sewage system. There is no standard recipe for this issue. Each object requires a customized solution.

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RENEWABLE ENERGIES

The fact is: increasing demand for fossil fuels for power generation will exceed the existing supply in the long run. Germany's Federal Institute for Geosciences and Natural Resources predicts that, based on current predictions, available oil reserves are likely to be exhausted by the year 2043 and natural gas by about 2065.

Renewable energies therefore form an increasingly important pillar in modern energy concepts. Biogas plants, geothermal baskets or solar power plants now provide a growing share of the amount of energy needed by businesses and homes.



HORTICULTURE AND LANDSCAPING

Private and public green spaces – from the public park to the private dream garden – are becoming increasingly important. Our customers use modern materials to create “green worlds” and realize projects above and below ground.

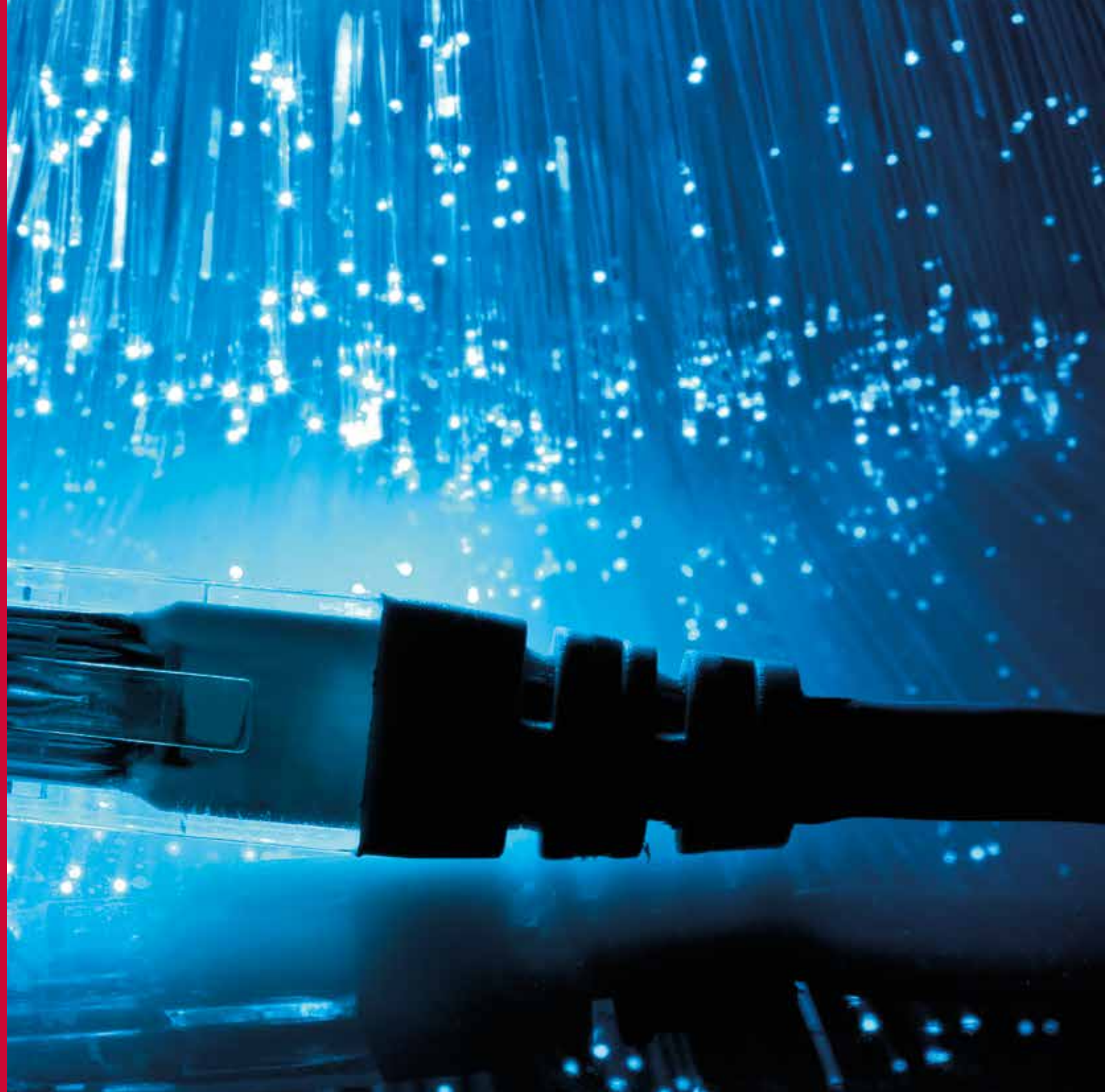
Our products are as diverse as the open spaces themselves. Increasing demand for concrete and natural quarry stone, drainage solutions, equipment and lighting elements for outdoor use, persuaded the HTI GROUP to expand its product range in gardening and landscaping. The result: the HTI GaLaBau collection.





ELECTRICAL SYSTEMS/TELECOMMUNICATIONS

Production facilities must work perfectly and reliably - around the clock. That's why the secure supply of energy and permanent communication has a top priority. Production means and facilities are as varied as the goods made from these. The appropriate electrical engineering and telecommunications are thus like a "tailored suit" and cannot be bought "off the shelf". The necessary systems are therefore planned and implemented individually. They must satisfy various requirements reliably. These include a future-proof network configuration, network security, notification systems, speed and troubleshooting ability.



TOOLS AND CONSTRUCTION EQUIPMENT

To optimally process building materials you need the right tools. The HTI GROUP stocks a rich assortment of hand tools, power tools, electrical machinery, core drilling technology, cleaning equipment, workshop equipment, protective clothing, civil engineering tools and tools for pipe machining.

Construction machinery, special tools and accessories from renowned manufacturers can be purchased or rented directly from the HTI.



SERVICE AND LOGISTICS

The HTI GROUP has a core range of products with over 20,000 items in stock, stored in more than 65 nationwide locations. Around 35 million items are shipped annually - ex-stock - with its own vehicle fleet to HTI customers. The item master contains approx. 90,000 stock items with around 150,000 serial number sets. Around 500 suppliers deliver the storage requirements of the HTI GROUP. The HTI GROUP collaborates with an additional 2,000 suppliers in the contract business. HTI offers a variety of IT solutions for all the needs of daily merchandise management, logistics and digital shopping.



ROAD CONSTRUCTION

Our mobile world needs functioning roads. HTI offers an excellent product range for modern, safe and economical road construction. These include products and solutions for pipelines and manhole systems, linear drainage, seepage pipe systems, street sewer casting, geosynthetics as well as pavement and curbs.





LOGISTICS EXPERTISE WITH PINPOINT ACCURACY AND THE FLEXIBILITY TO CONFRONT ANY CHALLENGES

THE LOGISTICS EXPERTISE OF THE HTI GROUP

HTI Logistics ensures nationwide and punctual delivery. Its fleet and the experienced staff can satisfy the most difficult of challenges. From small van to 14-foot tractor trailers with crane, our own fleet provides the necessary flexibility to transport quality products quickly and optimally.

HTI's sophisticated logistics concept is based on years of experience and is successfully implemented nationwide. About 65 logistics HTI GROUP service centers guarantee high goods stocking and can, if desired, take over the entire warehousing tasks of customers. Our logistics service also includes spare parts stocking as well as a 24 hour emergency service.

The intelligent process solutions from the HTI GROUP provide its customers with efficient procurement management and develop customized concepts that identify cost savings potential. Even with major customers from the supply, electrical goods and industrial sectors benefit from the logistic models of the HTI GROUP, some with annual volumes of more than 5 million euros.

KNOWLEDGE CREATES A COMPETITIVE EDGE

HTI Perspektiv – Our ground-breaking customer magazine

The HTI GROUP's customer magazine informs its readers about the latest technical innovations and new products concerning civil engineering and industrial technology and uses field reports to illustrate how projects can be successfully implemented in practice.

HTI PRAXISNAH – Our current guide to our product range

In order to meet the growing demand for information on individual areas of application, the HTI PRAXISNAH guide offers a clear and quick overview of the most suitable product range for your needs and innovative solutions.

Where the industry meets: HTI at major leading trade fairs

HTI is present at major industry trade fairs to track the latest trends and developments for you. HTI's communicative exhibition stands host power presentations, showcase different e-business tools – whose application, for example, helps you optimize your procurement strategy – and also invite further discussion.

ALWAYS ON
THE CUTTING EDGE WITH
KNOWLEDGE TRANSFER
THAT MOVES YOU FORWARD



HTI
PERSPEKTIV
IHR KUNDENMAGAZIN



ENSURE POTENTIAL
FOR GROWTH WITH
MORE **KNOWLEDGE
AND EXPERTS**

HTI ACADEMY AND INDUSTRY EVENTS

Niches that offer significant, additional growth potential can be filled with know-how, expertise, as well as theoretical and practical knowledge. In order to promote the level of knowledge among customers and employees, the HTI GROUP regularly organizes nationwide trade events, discussion forums, training and seminars. Participants learn more about the latest technical innovations and processing techniques and have the chance to interact with expert panels on trendsetting industry topics.

Our internal HTI Knowledge Academy also conveys current know-how to the HTI GROUP's employees to meet the needs of customers to an even better degree and to competently provide consulting expertise based on detailed specialized knowledge.





eBUSINESS

CREATES SIMPLE SOLUTIONS

FOR CLEVER PROCESS

OPTIMIZATIONS

eBUSINESS AT THE HTI GROUP

The HTI GROUP provides modern solutions and concepts to optimize the daily merchandise management, logistics and digital orders.

HTI ONLINE PLUS

Our online store permits uncomplicated orders no matter when they were placed. The online tool that has been improved in recent years thus helps to optimize workflows.

HTI APP

The mobile portal for your mobile phone or tablet computer provides you with the most important HTI ONLINE PLUS shop functions. The customer can take advantage of HTI services regardless of location, and benefit from additional features.

HTI eProcurement

eProcurement stands for electronic procurement and provides an efficient way for companies to optimize costs and processes. Now, elaborate and time-consuming paper-based procurement has been replaced by a uniform electronic workflow.

HTI Easy Lager

Modern warehouse management via labels, barcodes and a scanner: the customer records items that require a barcode with a laser scanner and transmits these via his PC to ONLINE PLUS or his own inventory management. The HTI app is now available as your mobile, flexible solution. The camera phone functions as a scanner.

HTI BIB

An industry first: embedded in the ONLINE PLUS HTI online store is our new virtual catalog cabinet, HTI BIB, where almost all product data, as well as pricing and inventory information from major manufacturers, are at your fingertips.

Electronic invoices

Finally, an end to the paper chase: HTI sends you electronic invoices. This protects the environment and saves money and time!


Interfaces

To ensure rapid data exchange, HTI provides a variety of standardized interfaces for fast and error-free transmission of master data for your data processing in the Data-norm 4.0 industry format.

HTI GERMANY

The HTI GROUP has built up a secure network with numerous locations for their customers. With more than 65 logistic service centers, the group has a network throughout Germany and is represented in each state. Skilled professionals thus have the opportunity to quickly inform themselves at the individual locations.

Our unique warehouse network allows you to provide the desired goods in no time at all. From East to West and North to South, the HTI GROUP is always there for you.



WE EXPAND BEYOND OUR BORDERS WITH BLANKET COVERAGE

HTI INTERNATIONAL

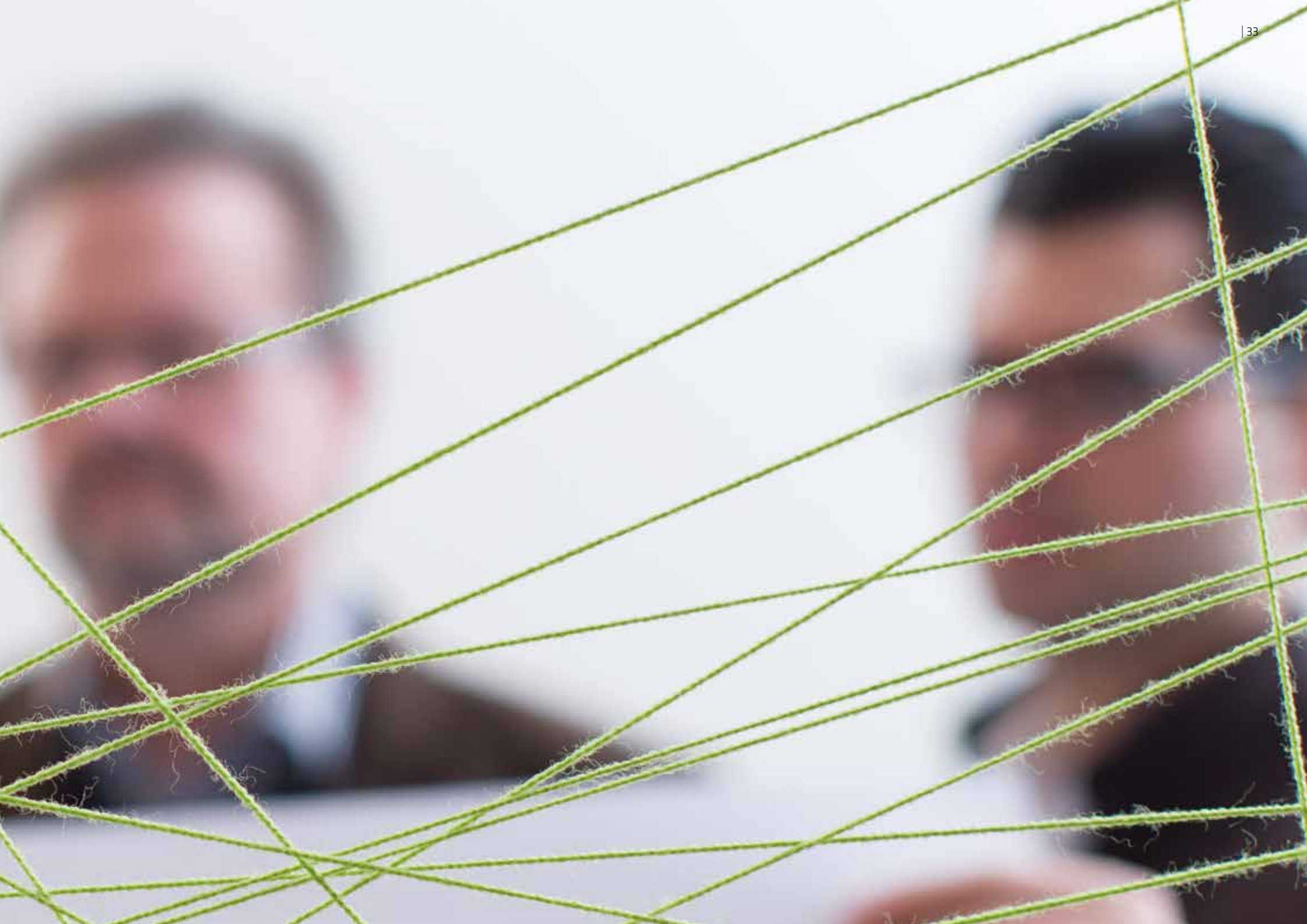
Beyond Germany's borders, the HTI GROUP is also represented internationally in five European countries and a total of 31 locations with its products and comprehensive services in the area of civil engineering and industrial technology. Currently, there are locations in Bulgaria, Austria, Poland, Romania and the Czech Republic which provide customers with services and an extensive product range, standing by them with information and advice.

INITIATIVE CO₂ – KNOW-HOW FROM THE REGION FOR THE REGION

INITIATIVE CO₂

The goal of the »Initiative CO₂« is to create sustainable and extraordinary solutions by networking clever ideas, knowledge and projects. To do this, environmentally friendly and sustainable projects are implemented in and for the region - without losing sight of the whole picture. The key is offered by a unique platform called »Initiative CO₂«. It not only networks specialists in the field of renewable energy, but also science, research, experience and practical application as well. The network includes, for example, engineers, construction companies, industry, municipalities, institutions, associations and universities.

Although initially focused on southern Germany, since 2009 and 2010 the »Initiative CO₂« network has also been active in northern and western Germany through HTI CORDES & GRAEFE KG and HTI HORTMANN KG. »Initiative CO₂« has grown to more than 100 partners and is evolving because here everyone can learn and benefit from each other - that's a good recipe for a knowledge society with a future.







TRAINING WITH EXCELLENT PROSPECTS FOR THE FUTURE

VOCATIONAL TRAINING IN THE HTI GROUP

The HTI GROUP provides dedicated young people with a qualified commercial and technical-industrial apprenticeship in an exciting industry.

Whether as a multi-talent in whole-sale and foreign trade or with insights into logistics: the HTI training program is diverse and provides space for the continuous development of individual strengths.



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