News:
One Team boosts sales for Constructor Group

Strong leadership, optimisation of production facilities, international expansion and a renewed focus on customer service has delivered exceptional results for storage solutions specialist Constructor Group.

Sales for the warehousing division, which markets throughout Europe under the Constructor, Kasten, Dexion and PSS trademarks, rose by over 11% in 2016. This bucks the market trend which has typically seen low levels of growth in the industry in recent years, and reinforces the new strategy introduced by Frank Pohl, Chief Executive Officer of Constructor Group who took over the role 2 years ago.

Since then, the company has seen a 20% increase in sales growth in Norway, Finland and the Netherlands as well as in the mature German and UK markets. It has also increased profitability by restructuring and exploring new markets.

One example is the optimisation of the group manufacturing and supply chain organisation. This includes the development of a production and logistics base in Russia to cater for future expansion where Constructor is the only Western European storage equipment manufacturer with local manufacturing capability.

One Team: Full commitment.

A key factor in the success is the renewed emphasis on collective responsibility which applies to every employee and contractor through the One Team initiative. One Team is about operating in harmony, regardless of function or location, to provide exceptional customer service.

With healthy order books, Frank is confident that the company is in a great position to withstand possible challenges that lie ahead.

"Having increased our work with blue-chip clients during the last year, we are looking to deliver another year of growth and value for all our stakeholders- customers, shareholders and employees.

Moving forward, with more political upheaval likely in Europe, the future will be challenging. Our experience means we have everything in place to continue to deliver high-quality products and services."

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