

Festo cooperates with Sahlberg

Extended distribution structure opens up new potential for customers

Festo and Sahlberg have been pursuing new distribution channels since April 2020. This means that customers of the technical retailer Sahlberg can now access the automation specialist's extensive portfolio. A variety of solutions from a single source simplify procurement for many customers, and in this way increase their competitiveness.

Two partners, one goal: increasing their customers' productivity through powerful automation technology with high availability. With their new distribution cooperation, Festo and Sahlberg offer companies many benefits. As of July 2020, the technical retailer's more than 12,000 customers enjoy easy and direct access to Festo's range of professional automation technology. As a one-stop partner for OEM, MRO and C parts, the multi-channel retailer offers its customers an even wider range of solutions from a single source with the Festo product portfolio. Sahlberg has been part of the Haberkorn Group since 2016.

Automation technology meets technical logistics

An extensive selection, competent service and efficient logistics – the new cooperation between Festo and Sahlberg brings automation technology to the shop floor where its strengths are needed, quickly and with precision. This is good news for customers of Festo and of the technical retailer, which is particularly well represented in Baden-Württemberg and Bavaria. The Festo range of products can be ordered both in the online shop at www.sahlberg.de as well as from Sahlberg's catalogues.

Festo and Sahlberg: the perfect synergy for customers

In addition to the two companies' core technical and logistical competencies, their strongly customer-oriented and solution-oriented philosophies provide a solid foundation for sustainable cooperation. Festo and Sahlberg attach equal importance to standing by their customers' side as a partner that offers a complete range of products and services, from C parts to tailored solutions – Festo in the field of automation, Sahlberg in the field of procurement management through e-procurement. For customers, this means a perfect synergy of automation and logistics competency.

About SAHLBERG

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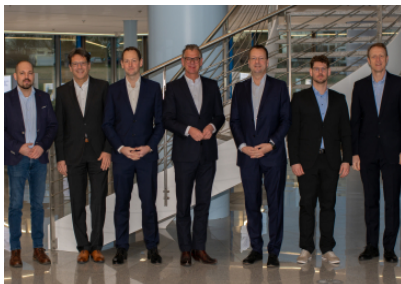


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SAHLBERG was established in Munich in 1907 and is now one of the leading providers of rubber and plastic products for original equipment and maintenance. The specialist retailer also offers its customers an extensive range of machine elements as well as occupational and general safety products. As a solution partner, SAHLBERG also customises standard products and develops and manufactures custom components for series production. The company has many years of experience in e-procurement and operates a variety of different supply systems for industrial customers. SAHLBERG has been part of the Haberkorn Group since 2016.

Further information can be found at www.sahlberg.de/en.

Press Images



Von links: Herr Stefan Hagenacker, Leiter Geschäftsfeld Antriebs- & Fluidtechnik, Sahlberg; Thomas Otto, Office Based Sales and Distributor Management, Festo; Herr Michael Kuen, Leiter Vertrieb, Sahlberg; Axel Schümann, Vice President Sales ...