

Pulles & Hanique and Louwers: Partners for the Future

After the informal pre-announcement earlier this year, the companies **Pulles & Hanique Glass Technology** and **Louwers Glass and Ceramic Technologies** have recently officially formalised their strategic partnership with retroactive effect. This marks a historical event in the glass and ceramics industry whereas both companies will continue their activities as two independent sister companies.

Pulles & Hanique was founded by Jan Hanique and André Pulles in 1950 and is led by Eugène Hanique since 1985. Pulles & Hanique is internationally active especially in the field of mechanical and thermal processing of technical glass and ceramics materials. A wide variety of products and applications is covered for many renowned national and international end-users, OEMs and system suppliers. Pulles & Hanique is, amongst others, specialised in the processing of quartz glass, from prototypes up to and including series production. As longterm, open partnerships with their customer base form the core basics of the Pulles & Hanique activities, their motto remains **“Be Invited”**. For further information about Pulles & Hanique please visit www.pulleshanique.com

Louwers was founded in 1961 by Tiny Louwers and is led by Eduard Biekens since 1999. The competences of Louwers both complement and enhance the ones of Pulles & Hanique. In the field of glass processing, Louwers specialises in borosilicate materials. Louwers is also active in the field of SPC controlled series production. Furthermore, Louwers is well positioned in various high tech-markets with custom-made solutions based on unique material and technology combinations. Because of the strong innovative character of Louwers, their motto is **“Shaping the Future with Technical Precision”**. Over the years Louwers has become an acknowledged total supply chain partner for different OEMs and system suppliers, both during the development phase and during regular production. For further information about Louwers please visit www.louwers.nl

Louwers and Pulles & Hanique will continue to operate independently at their current locations for the next years. Eventually the companies will be integrated and move to one location with a total of approximately 100 employees. As sister companies Louwers and Pulles & Hanique will co-operate frequently and intensively in order to create the best possible solutions for their existing and new partners, making use of all competencies, resources, and experience as available. The combined expertise and competence will include:

- High-quality thermal processing of the complete range of technical glass materials, on prototype level, as standard production series, and by means of SPC controlled series production;
- An extensive range of precision technologies for the machining of technical glass and advanced ceramic materials. This includes state-of-the-art CNC manufacturing technologies and next generation ultrasonic machining capabilities, combined with surface processing like grinding, polishing, and various coating techniques;
- Unique bonding technology for special combinations of glass-glass, glass-ceramics, glass-metal and ceramics-metal for sensor components, electrical feedthroughs, etc;
- Full R&D and engineering support.

The focus of both companies' activities will basically remain the same, but these activities will be both expanded and deepened. The focus will mainly be on high-quality high-tech markets and applications, as before with a primary focus of the North-Western part of Europe, but increasingly further abroad. The partners are often OEMs or system suppliers in one of the following markets:

- Semiconductor: lithography, front-end and back-end processing, wafer inspection;
- Opto electronics and laser applications;
- Analytical applications and sensors;
- Special lighting;
- Biomedical, pharmaceutical and (bio)chemical applications;
- Traditional and alternative energy sources: off shore, solar, nuclear, fuel cells, etc.

The trends within the mentioned markets are generally known. The pace of change and the corresponding product requirements are increasing fast. The rapidly increasing globalisation demands excellent performance in order to be able to compete worldwide and to be successful. The entire supply chain will have to keep up and will have to come up with reactive and proactive high-quality solutions in time, while the cooperation within the supply chain – vertically as well as horizontally – will become an increasingly important critical success factor.

The combined efforts, the synergy and also the total company scale, which are created by joining the forces of Pulles & Hanique and Louwers, ensures that both companies can face the future with confidence and with the ambition to enforce and expand their combined position.

So: **“Be invited! To shape the future with technical precision”**.



Eduard Biekens
Managing Director

Louwers Glass and Ceramic Technologies

Eugène Hanique
Managing Director

Pulles & Hanique Glass Technology