

## PRESS RELEASE

### **Vogelsang: Consolidated and in a good position for the next financial year**

- **2020 revenue exceeds previous year**
- **Successful product launches and upgrades**
- **Digital focus continues in 2021**

**Essen (Oldenburg), Germany, February 22, 2021** – [Vogelsang GmbH & Co. KG](#) grew its revenue in 2020 by approximately 7 percent to 134 million euros. The mechanical engineering firm managed to increase its revenue in Germany and abroad in spite of the tougher market environment caused by the COVID-19 pandemic. Above all, the agricultural technology and biogas segments drove this revenue growth. By launching new products like the XRipper XRG macerator for sewers and the UniSpread universal linkage and adding greater working widths for the BlackBird trailing shoe system in the agricultural sector, Vogelsang also responded to high market demand for innovative and targeted solutions. Based on these successes, the economic research institute Prognos AG named the family company ‘Germany’s Innovation Leader’ again for the second consecutive year in 2020.

“We are pleased that we were able to expand our product range even in this year of crisis. We owe this success in particular to the discipline and flexibility of our employees. They followed the hygiene requirements we introduced early in the pandemic at our own initiative with great dedication and responsibility. That enabled us to avoid partial shutdowns due to COVID-19, and even hire 26 new trainees,” says Harald Vogelsang, Managing Director of Vogelsang GmbH & Co. KG.

#### **Internationalization of sales**

Vogelsang is now also more diversified internationally and has bolstered its sales structures. Besides opening a sales office in Hungary, Vogelsang founded a subsidiary in Greece and hired new sales employees in several branch offices in 2020.

### Recertification to ISO standards

To guarantee quality standards across multiple sites and countries, Vogelsang secured certification to the ISO Environmental (45001), Occupational Health and Safety (14001) and Quality (9001) standards. Recently, the company successfully concluded the second monitoring audit, putting it in a good position for recertification in 2022. Thus, Vogelsang once again is emphasizing its customer and employee focus.

### Investment in product development

In cooperation with Danish firm BioCover, Vogelsang added the SyreN system to its range, which compensates up to 70 percent of ammonia losses in liquid manure spreading by adding sulphuric acid. Vogelsang has invested in product development and optimization in the industrial segment, too: With the new RedUnit, equipped with the XRipper XRL260-1600, the company developed a prototype of an even more powerful shredding technology with a unique service concept. With a throughput of up to 100m<sup>3</sup>/h, the RedUnit is already available for field tests, for example in rendering plants and applications in various areas of the recycling industry.

### Well equipped for a digital year

In the past few years, Vogelsang has already taken its digitalization to the next level, for example in production orders, document management and knowledge and information sharing. In 2020, Vogelsang also increased the number of online events held, hosting successful webinars on shredding solutions in the wastewater sector. The mid-sized mechanical engineering company is now building on this and adding a virtual 360-degree showroom to its digital services. Customers and interested visitors can use it to find out about the company's new products conveniently from their own desks. The virtual showroom has already been implemented for agricultural technology: <https://www.vogelsang.info/int/agricultural-showroom>. The wastewater, industry and biogas sectors will follow during the year.

Harald Vogelsang says, "We are looking forward to this year with optimism and will do our best to help our customers prepare to face changing requirements."

For more information, visit: [vogelsang.info](https://www.vogelsang.info)

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**About Vogelsang:**

Vogelsang GmbH & Co. KG develops, produces and distributes highly-engineered equipment that is easy to maintain. The head office is located in Essen/Oldb. in Lower Saxony. Founded in 1929 as a manufacturer of agricultural machinery, the company has grown to become a specialist in individually configurable machines for the agricultural technology, biogas, industrial, transportation, and waste water sectors. At present, the mid-sized, innovative family business employs over 1000 people worldwide. Vogelsang ensures the highest production quality through its research, development and manufacturing operations at its location in Germany. As an international company, Vogelsang operates manufacturing centers domestically and abroad. A continuously growing network of subsidiaries and representatives allows Vogelsang to be present in more than 25 locations worldwide, in all European countries and important industrialized nations in the world. The company has been awarded the title of “Germany’s innovation leader” by the Prognos AG economic research institute on several occasions. Further information can be found online at: [vogelsang.info](http://vogelsang.info)

**Images:**



**Image 1:** Positive outlook for the new year: Managing Directors Harald Vogelsang, David Guidez and Hugo Vogelsang (left to right).



**Image 2:** At the company headquarters in Essen (Oldenburg), over 750 employees work for Vogelsang.

**Image source for all images: Vogelsang GmbH & Co. KG**