

Pfannenbergs provides varied technical solutions

BY JANE SCHMITT

They call themselves "Pfannenbergs" for fun, and last month, just like every other May, the employees of Pfannenberg Inc. shipped several cases of chicken wing sauce from Buffalo's Anchor Bar to their German counterparts for an annual wing party led by the CEO.

Pfannenberg Inc. of Lancaster is the North American arm of Pfannenberg Group, a global manufacturer of thermal management products for industrial electronics.

The local work force of 25 appreciates some occasional lightheartedness, but they also know when to get down to business. The result? Domestic sales of \$7 million annually and a fourfold increase in employment since 2000. Company officials expect a continued growth pattern in coming years.

"Pfannenberg's proud tradition of offering technical solutions through innovative products, applications assistance and technical know-how continues to set us apart from the competition," says Blaine Witt, vice president of sales and marketing.

The parent company was started in 1954 by Otto Pfannenberg in Hamburg, Germany. After his death, his son, Andreas, expanded the company through globalization and diversity.

In 1997 he established the U.S. corporation with a production facility in Lancaster. The site was chosen in large part

because of its proximity to Hammond Manufacturing, a partner company in Guelph, Ontario.

Says Witt: "From our location in Lancaster, we manufacture and sell a wide range of cooling units, our patented 'click and fit' Filterfan systems, as well as a line of stacklights (signal towers) and other alarm products."

Blaine Witt
Pfannenberg Inc.



Pfannenberg Inc.

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Andreas Pfannenberg, president

No. 5

Annual sales are on the rise and expected to grow significantly in coming years, according to Witt and Laura Chasalow, vice president.

"When all is said and done in the next five years, there's a very good chance of doubling that number," he says.

Pfannenberg, with manufacturing facilities and sales offices worldwide, is a technical leader in numerous industrial and niche markets. Target customers primarily are original equipment manufacturers and system integrators. One notable project focused on the Eiffel Tower in Paris, where the company and its French partners placed 20,000 strobe lights for use in a nightly light show.

With a corporate motto of "Safety for man, machine and the environment," the company holds more than 50 worldwide patents.

"It's industrial sales and it's not sexy but we're just happy growing business and growing opportunities for people locally," Witt says. "What we're trying to do, however, is not get too big for our own britches. We want to grow steadily and know we're making money and know we're going to be here for a long, long time."