

HOTWORK (USA) joins ROBUR

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HOTWORK USA LLC has joined the Munich (Germany) based industry service group ROBUR Industry Service as of December 2022. HOTWORK is partnering with the ROBUR companies EXCELSIUS and FIOS to service clients with industrial furnaces. The move gives the group a truly global approach in furnace service offerings for clients in the glass, metals, cement, and hydrocarbon industries.

"HOTWORK is looking forward to join forces with ROBUR and our new colleagues of EXCELSIUS and FIOS. ROBUR gives us the platform to grow further, providing additional resources while at the same time keeping the structure, processes, team and management in place that our clients and colleagues have appreciated and valued so much since HOTWORK was founded" says Tom Graham, President and CEO of HOTWORK.

"The glass, metals, cement, and hydrocarbon industries are truly global industries, and we are facing the challenge of offering a state-of-the-art global capability for our clients. Together with ROBUR and our now sister companies EXCELSIUS and FIOS, we are strengthening our global offering for industrial furnaces" adds Justin Jones, Vice President at HOTWORK.

The talks to join ROBUR can be described as open and collaborative from the very first minute. "Tom and Justin quickly saw that the whole group is a true partnership, that we share the same values and work ethics. We therefore very quickly came to common grounds and are happy, that HOTWORK is now part of ROBUR and our hot service offering" explains Florian Kopp, co-founder of ROBUR and Managing Partner of Greenpeak Advisory Group, investors in ROBUR.

"ROBUR started in the DACH region but, together with the needs of our clients, we are growing to become more and more international. HOTWORK is a great addition not only to our offering in the process industry, but also for our activities in the Americas where we have to date very much focused on servicing the wind industry" states David Corbett, ROBUR's CEO and President of Americas.

Founded only in 2015 ROBUR now has more than 3,000 colleagues working for the leading industrial and energy clients and will report revenues of more than 300 million Euros in 2023.

"Industry service has developed from a pure service industry into a partnership with clients to manage the challenges of transformation. With our know-how, our experience, and our range of services - be it about classic industrial services, or especially with the modernization, digitization, and automation of our customers' systems, ROBUR is the perfect one-stop-partner for all industries that need maintenance and other services for their assets" explains Jan-Jörg Müller-Seiler, Managing Partner, and CEO of ROBUR. "As ROBUR we still have a lot planned, and HOTWORK and the team around Tom and Justin will help us to further grow our global footprint" concludes Müller-Seiler.

"As an industrial service specialist, ROBUR is constantly striving to expand the group of specialists to include such experts who supplement our portfolio with additional services or new regions that our clients ask us to cover. With HOTWORK, we quickly realized that we share a common set of values and the idea of cooperation. We have accordingly laid the foundations for a common future. Welcome to ROBUR" adds Florian König, CEO of the business unit Process and Senior Partner of ROBUR, explaining this step towards further expansion of the group.

