

Langendorf – Today and in the Future: High Tech Solution-Provider in the Textile Sector

The Langendorf Textil GmbH & Co. KG (www.langendorf-textil.com), Marktrodach/ Upper Franconia – a member of the Büniger Group (www.bob-textil.de), Wuppertal, their owner is Dr. Achim Büniger and three other shareholders – is today an independent and healthy enterprise. “However, we have to enlarge our visual angle on a daily basis and especially invest intensively in the area development”, commented managing director Dipl.-Ing. Matthias Littig to Textination in an interview.

The specialist for narrow textiles celebrated recently at the company headquarters its 100-year anniversary. The enterprise was founded in 1908 by Wilhelm Langendorf originally in Wuppertal and switched over in 1948 to Marktrodach. From a small factory producing shoe-laces developed a worldwide active manufacturer of narrow textiles. They are producing technical textiles for numerous branches, from the automotive industry to aviation (brand “Langotec”) as well as lace, ribbons or string for the fashion industry (brand “Langofashion”).

Due to the constant willingness to invest in employees and in new technologies Langendorf Innovative Textiles are today on their way to become a marketing-oriented development, competence and service centre for textile-focussed solutions in a global network of marketing and product partners. The ability to open up new markets like environment, medicine, energy and most of all locomotion and therefore the access to new customers, suppliers and partners is a core competence of the enterprise, as Littig (littig@langendorf-textil.com) stressed.

This not easy path bears fruit – in the last years Langendorf has been able to stabilize its market position and build it up further. Since 2004 (with 5,3 Mill Euro) the sales have nearly doubled. The company obtained with 82 employees a sales result of more than 8 Mill Euro. The sales profitability also rose enormously- according to Littig. Of the yearly sales around 5% go to research and development. The export share already amounts to more than 45%.

In the fashion area as well as in the technological area they are working internationally. With fashion they established themselves mainly in the underwear and nightwear market in the upper price segment. In the sector technology Langendorf they entrenched themselves mostly with the Tear 1-suppliers and are one of the market leaders for technical protective textiles in the area cable industry. In Marktrodach they are working with 250 most modern machines in a 3-shift-operation. However, they are already producing together with cooperation partners in China, Czechia, Turkey and other countries. There the company placed to some extent their own machines. In 2008 the subsidiary Langendorf Textil Slovakia s.r.o. in Michalovce was founded.

Langendorf has built a network of partners to be able to offer an advantage to their customers. Together with the company Innocable, Innotech they developed half- and fully automatic facilities for cable manufacture to reduce cycle times of their buyers. For this, however, the products from Upper Franconia are still needed. Littig is worried about the rising energy- and personal costs, which put a strain on the budget. The increases in tariff are

nearly not to be born anymore, they said. Especially in the fashion sector the prices had to be increased.

The raw materials are acquired worldwide, preferably, however, in the EU. Mostly chemical fibres are used, e.g. more than 100 tons per year PA 6,6 as monofilament. Littig said: "Of course I am optimistic that Langendorf will celebrate a further anniversary in 100 years. However, I am also convinced that we will then produce other products as well as working in different markets. With our subsidiary Cleartec Water Management GmbH (www.cleartec.de) we serve already the market for sewage treatment. Langendorf develops and produces bio textiles, which are marketed

by the subsidiary. These can increase the capacities of existing sewage plants by more than 30%. In the area "renewable energies" we supply today already foundries and producers of wind turbines. Our strategy is clearly defined: formerly Langendorf was seen by customers, partners and the public mostly as a textile company (lace and braid factory). Today and in the future we want that Langendorf is perceived at the market as high tech solution-supplier in the textile area. Our production location in Germany is an unbeatable advantage with quality and speed".

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