



## "Making something out of iron ..."

"Making something out of iron ..." is a handwritten note in Karl Krämer's diary from 1921, the founding year of Eisenbau Krämer. It describes what was going on in the commercial and artistically gifted man. His intuition told him that in the significant structural change that was taking place in the Siegerland from a producing to a processing egg and steel industry, the opportunity for entrepreneurial success was to be sought. "Making something out of iron ..." The company was founded almost 100 years ago at a difficult time. The collapse of the monarchy after the First World War and the emergence of a republic meant multiple conversion and adjustment problems for the economy. But this could not discourage Karl Krämer. He was a true Siegerland entrepreneur. "The future of the Siegerland can only exist in the processing of the raw materials produced here into finished products as far as possible and this only in briquettes of the highest possible quality. The young company manufactured sheet metal goods and egg constructions, carried out boiler forging work and traded in similar articles. Welded steel pipes were part of the range from the very beginning. Karl Krämer recognised at an early stage the change in the traditional clientele towards the chemical industry with its increased demand for apparatus, iron constructions and, above all, pipelines.



After the Second World War the motto of the war was "Get out the chaos". The decisive post-war economic policy measures - currency reform, introduction of the social market economy and the Marshall Plan - helped the German economy back on its feet. This also applied to Eisenbau Krämer. In 1956/57, the head office, which is still based there today, is built on a meadow acquired shortly before the war on the border between Kredenbach and Dahlbruch.

### **New challenges**

By 1963, four modern production plants had been built in which longitudinally seam-welded steel pipes with a length up to eight meters, outside diameters of 400 to 1220 millimeters and a wall thickness of 19 to 60 millimeters.



Until his death in 1967, Karl Krämer was the company's spiritus rector. His son Hans-Martin consistently continued his father's life's work. He sets up a design office for production plants designed specifically for the factory. With the purchase of an eight-metre-long pipe line, he makes Eisenbau Krämer a flexible supplier on the market. In 1969 Hans-Martin Krämer died in an aircraft crash. His early death leaves a large gap and presents the company with new challenges. His brother-in-law, Heinz Czwalinna, takes the fortunes of the company into his own hands together with capable employees. During his time in corporate management, the factory in Recklinghausen is acquired, enabling an expansion of the product range. Since the death of her husband, Krämer's widow Evamaria has also taken care of the development of the company as an authorised representative and represents the interests of the Krämer Group with active commitment. After Heinz Czwalinna was retired from active business, an advisory board was appointed, in which the shareholder representatives were appointed until today are represented. Dipl.-Kfm., Dipl.-Ing. Rainer Seelbach, Son-in-law of the Czwalinna-Family, was managing director of the company until 2014 and was subsequently appointed chairman of the advisory board.

## Convincing results

Since 2014, the company's fortunes have been managed by Dr. Boris Wernig, Commercial Director, and since 2017 by Dr. Scott McCann, Technical Director. Large investments were necessary in the 80s and 90s to establish EBK as a reliable partner on an international level. The development of offshore and structural tubes led to higher loads and thus to greater wall thicknesses with relatively small diameters. Tasks that could no longer be accomplished with conventional hot forming. The cold working process was solved in two stages.

In 1987, the first press modified by EBK-Engineers was installed. The decisive step in forming technology - from hot rolling to cold pressing - was taken. The results were so convincing that in 1992 the decision was made to invest in a 6200 tonne press. JCO Press, which covers the entire diameter range from 400 to 1500 millimeters, wall thicknesses up to 77 millimeters and tube lengths up to 13,500 millimeters. In the JCO process, the sheet edges are first formed by crimping or another forming process. It is then bent into a circular shape by gradually pressing a part of the circumference with a bar. After welding the weld, the pipe is finished by stretching it again. Eisenbau Krämer is the first company in Germany to receive ISO 9001 certification for longitudinally welded steel pipes.

## Innovation of new products



To this day, EBK stands for quality and reliability when it comes to longitudinally welded special large-diameter steel pipes. This has made the company a renowned global supplier for the oil, gas and energy industries, offshore and onshore constructions as well as special tubes for mechanical engineering. With a total capacity of 100,000 tons per year at three production sites in Germany on a total area of 180,000 square meters of company premises and a wide product range, EBK is able to meet the individual wishes of its customers. In addition to manufacturing according to generally accepted standards,

EBK has in recent years increasingly specialised in the innovation of new products and the optimisation of processes.

Today, research and development are just as important as know-how and state-of-the-art production facilities.

### **Realignment**

EBK is currently concentrating on the reorientation and optimisation of production through the introduction of lean management and the purchase of new production facilities at its main plant in Kreuztal-Kredenbach. The strategic approach and the transformation of the company objectives into the individual departments and to the individual employees are of overriding interest.

**"Making something out of iron ..."** Who would have thought that the modest idea of our company founder of almost 100 years ago would turn EBK into a world market leader who has always remained true to his roots in the Siegerland region of South Westphalia despite all its success?

