



KAISER AG ACQUIRES US MANUFACTURER PREMIER

INTERNATIONAL TRACK RECORD, REGIONAL ROOTS.

With the 100% acquisition of Premier Oilfield Equipment based in Denver, Colorado, by way of an asset deal, KAISER AG has accomplished a major strategic step towards expanding its global market position.

This move puts KAISER AG well on its way to becoming the only manufacturer of vehicles for sewer cleaning and industrial disposal that operates on an international scale. To date in the USA, this business has always had a strong regional focus and been entirely dominated by American companies.

The aim of this acquisition is on the one hand to utilise the expertise from Europe, and from Liechtenstein in particular, and on the other hand to provide a long-term commitment to the manufacturing base in the USA.

The vision for the new company, KAISER PREMIER, is clear: establishing a leadership position in the US market for recycling vehicles with KAISER technology and further expansion of the existing product portfolio of hydro-excavators.

PREMIER.

Premier Oilfield Equipment started out as a supplier of special tanks and trailers for the oil and gas industry.

In 2012, the company was acquired by the Altira Group, a local private equity firm focusing on the oil industry.

Four different businesses were merged under the new owner, Altira, the focus being hydrovac vehicles. An exclusive partnership with Caterpillar paved the way for Premier to establish itself as a brand-name manufacturer of hydrovacs on a CAT chassis.

Premier's current product portfolio consists of several suction excavator product lines and is open to all truck manufacturers. The company and its plants all lie roughly an hour's drive from Denver, in Fort Morgan, Colorado. KAISER is retaining the entire workforce, which will be absorbed into the new company, KAISER PREMIER. Dan Weber has been named the company's CEO. He brings to the company a long record of success in the industry. As president, Dan directed for over 15 years the largest distributor of truck mounted vacuum systems servicing the sewer cleaning and industrial disposal markets in the US and Canada.



KAISETER TODAY.

A SUCCESSFUL FAMILY-OWNED COMPANY.

KAISETER AG is a family-owned enterprise based in Liechtenstein and headed by third-generation CEO Markus Kaiser. Founded over a century ago as a small workshop operation, today's KAISETER AG is an industrial enterprise with international operations and production plants in Liechtenstein, Italy, Finland, Austria and Slovakia. The company's core products are vehicles for sewer cleaning and industrial disposal as well as mobile walking excavators. KAISETER has a worldwide network of over 100 distributors and service partners, and is regarded as synonymous with innovative technical solutions in both sectors.



OUTLOOK.

CUSTOMER FOCUS AND REGIONAL SUPPORT.

Premier is the fourth company set up or acquired by KAISETER AG in the past 9 years. In 2008 an additional production site was built in Slovakia. The Scandinavian market leader Eur-Mark was purchased in 2011, and the well-established Italian company, Moro, was acquired in 2014.

The past few years have proven that growth through acquisitions has significantly strengthened KAISETER AG in many areas, advancing its international market position and innovation capabilities. The constellation of related companies, each with their own specific regional market focus, has enabled KAISETER AG to position itself on a broader footing. The integrated companies have also gained substantially in dynamic and have seen significant development as a result of major investment.



The establishment of a company in the USA will further strengthen the KAISETER brand and, alongside the area of sewer cleaning and hydro-excavators, help to raise the profile and expand the market presence of mobile walking excavators in the USA.

For further information, visit www.kaiser.li

"We have expanded our global market position and now have 500 employees at 6 manufacturing sites. A genuine commitment to local presence continues to be a major focus. Our underlying values as a family-owned enterprise, along with our innovation capability, remain to this day the basis for our success in the international arena. They also form the cornerstones of successful development in the future."

Markus Kaiser



 **KAISETER**

LIECHTENSTEIN

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