



Meister Abrasives UK
Make A Quality Decision

abrasives
United Kingdom

Meister UK management buyout fully supported by Swiss group

Following a management buyout (MBO), ownership of Daventry-based Meister Abrasives UK has passed from Meister Abrasives International group holding company, Abraxos Holding AG, Switzerland. The formal financial transaction was completed during December 2012, and the independent company is now wholly owned by the existing UK management team, Andy Miller – Managing Director, Paul Batson – Sales and Marketing Director, and Jamie Ward – Finance Director.

The MBO is fully supported by the Swiss parent company, and Meister Abrasives UK will continue to exclusively support and sell the Meister range of advanced super abrasive products in the UK and Eire. Paul Batson explains: "From our customers' point of view there is no change. There are no staff changes and we will continue to provide the high level of professional service and quality products on the same terms that we have become known for over the past five decades."

During 2012, Managing Director, Andy Miller, led the MBO team that held discussions at group level to agree the purchase of the UK division. He says: "Meister has focused almost exclusively on superabrasives as its core product, and the UK does not fit perfectly into that business model. By necessity and design, in the UK we have developed the product portfolio to encompass surface finishing and tooling services in addition to the precision products to meet UK market demands."

Success in the UK market requires the broader portfolio established by the Meister management team, which sets the 35-employee strong company apart from the rest of the Meister group. "We have relied on all three elements of the Meister Abrasives UK's business," Andy Miller states. "As a subsidiary of a Swiss company that provides high tech superabrasive products, we work hard at business development in the UK market. However, the surface finishing and tooling elements of the business are also important and make up the whole of the grinding and finishing solution we offer. All three elements were required during the recovery since the last global financial crisis, and without these elements business would have been much more difficult."

Under the current management team the company has established a history of supplying precision and non-precision grinding and surface finishing products. The development into surface finishing and more recently tool services were critical to the company's positioning in the UK market as a professional provider of grinding

and finishing solutions. This was highlighted in 2009, when the UK became the Meister group's Centre of Excellence for mounted points.

Andy Miller confirms: "We supply close to 2 million vitrified mounted points per year to UK and export industries and they are a significant part of our business success. We continue to develop the range, providing the engineering and process expertise to ensure continued and consistent production and quality control of these high performance abrasive mounted points."

He concludes: "A strong link between the two companies will continue through a long-term sole distribution agreement the UK company has for Meister products in the UK and Ireland. The Meister focus on superabrasives continues with high levels of investment in research and development, product application and marketing. The new independent Meister UK company will benefit from this focus but also has the ability to develop the other products within its extensive portfolio to satisfy the UK market."

The independent company will re-introduce the name Master Abrasives having held this title for three decades while being within the Meister group, and on which much of its enviable reputation has been built.

