

Viasit

Report record sales

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Viasit managing directors Thomas Schmeer (left) and Werner Schmeer can look back on a very successful financial year in 2018/19. Photo: Viasit

The office seating furniture manufacturer Viasit was able to reduce its annual turnover in the past financial year, which ended on March 31, by 14% to approx. Increase 33 million euros. This was announced by managing directors Werner and Thomas Schmeer at the company headquarters in Neunkirchen. Thus, the family business not only exceeded the industry average, but the Saarlanders also achieved the highest sales in the company's history so far.

Growth drivers are mainly new long-term engagements with large companies in Germany and abroad, new supply and service contracts with importers mainly in the US, Canada and the Middle East, which assemble and market Viasit products under license, and the expansion of the product portfolio towards soft Seating.

Meanwhile, Viasit is proud to count nine current DAX30 companies among its customers. In addition, the ergonomic and sustainably produced seating furniture from the Saarland Neunkirchen are also very popular with public clients.

Also the subsidiary Viasit International Ltd. London-based was able to increase sales in the British Isles by more than 27% - despite the threat of Brexit, which depresses the mood in the economy. France remains the most important foreign market, followed by Benelux, Austria and Great Britain.

Overall, the export share of Viasit in the financial year was around 41%. The company created 25 new jobs in the financial year, above all in final assembly, but also in logistics, where Viasit increasingly relies on its own vehicle fleet.

With internal projects for digitization and process optimization in production and logistics, Viasit set important milestones for the future in 2018/19. As a result, output increased by more than a month compared with the previous year (around 12%).

The prospects for 2019/2020 are correspondingly good: "We are entering the new year with our market-driven product portfolio, efficient production and logistics structures, our excellent relationships with our retail partners over the years, and a powerful sales force. Therefore, we assume that we will be able to top this result again next year, "Managing Director Werner Schmeer is optimistic.

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