

User report

“You forget the price, the quality remains”

job-park GmbH in Berlin equips industrial property with the latest high-speed doors from EFAFLEX.

The modernisation of industrial buildings is always significantly more challenging than a new build. The warehouses are often renovated during continued operation, the project planning and implementation includes the same steps, the depth of expertise in just as much demand as for a new build. Last but not least, decisions must be made on how high a standard the building should be equipped to for the future. When the Hügenell family acquired an empty industrial warehouse complex from printing press manufacturers König und Bauer AG ten years ago, the technical facilities in the 10,500 m² production building were largely neglected and the property was only usable by a third-party to a limited extent. Complex restoration and modernisation measures have made progress in the successful revitalisation of thirty-year-old industrial property, to which EFAFLEX, the market-leading manufacturer of high-speed doors, has made a significant contribution with 11 high-speed spiral doors.

“Folding doors were originally planned for the warehouses,” explain the entrepreneurs Dennis and Marco Hügenell. When SIEMENS Real Estate rented the warehouses four years ago for the Berlin gas turbine plant, the brothers were forced to modernise the structural components of their property and adapt the rental premises for the new tenant’s extensive performance and safety requirements. “Day and night, every proverbial square millimetre was reworked in order to be able to allow Siemens to set up a customs and air cargo warehouse for power station components and the logistics and pre-assembly for gas

turbines”. Dennis Hügenell’s creativity can still be felt when he describes the measures which were required in order to fully secure the fragile cargo: “Here, spare parts for SIEMENS power plants which are already duty-paid are stored in the high double digit millions range. Of every conceivable size, they are packed into wooden crates and are sent directly to the country of destination from here without any further official supervision”. The security measures are considerable. “We promised SIEMENS new door systems in the air cargo and customs warehouse since the existing steel folding doors did not fulfil the security requirements owing to their age. There was undoubtedly a need for action here. Although only three of the total of eleven exterior doors needed to be replaced in connection with the rental, the Hügenells replaced all of the existing doors with modern high-speed spiral doors from the technological leader EFAFLEX at their own expense. An investment of €200,000. Visibly enthused, Marco supplements his brother’s explanation with countless advantages on the new door system: “High-speed spiral doors are superior to other drive technologies in all areas. Even if there are other manufacturers imitating EFAFLEX by now and offering similar roll-up doors, the originals are almost matchless when it comes to categories like sound and thermal insulation, opening speed, workmanship and door leaf guidance, various safety devices and individual door leaf design”. Dennis Hügenell explains how the latter aspect in particular was an obstacle for other suppliers: “We see the door systems as an integral part of the facade, which is being redesigned over the course of this year in order to represent the industrial property as a whole in high quality, even on the surface”. As a result, the entrepreneurs had their doors coated in RAL 9011 – graphite black as a precaution in order to be able to implement their concept of a modern and timeless facade design as much as possible. “The competition, however, were not able to do this for technical reasons since their black door hangings had regularly deformed at high temperatures.”

“Of course, it all has its price. Quality costs; but a lack of quality costs more, and we cannot afford that”. The brothers are on the same page; Dennis Hügenell supplements his brother’s commitment with the impulse to act: “We are in direct competition with new builds, with the latest technology. In order to offer our tenants the best possible conditions, only the best is good enough. This is our obligation”.

Alongside the best products, service is also sought-after in the form of impeccable provision of services. The tenant required that the doors had to be passable again after 15 minutes throughout the replacement, says Dennis Hügenell. “It was sheer madness! For us, it meant that we had to precisely coordinate and restrict the installation areas in advance in order to be able to set up the work site correctly. In order to make this possible on time, we picked up a hammer and chisel ourselves on many nights and prepared the supports next to the door even after removal of the old sectional doors and painted them ourselves. And for all 11 door systems! Sadly we didn’t have a fairy with golden locks and a magic wand.”

It was striking that the EFAFLEX fitters recognised and appreciated the laborious preliminary work from the night shift by working extremely flexibly, cleanly and dependably themselves.” Marco Hügenell underlines another aspect in which the collaboration with EFAFLEX paid off for the entrepreneurs: “Quality also means doing the right thing when no-one is watching! That was the case here. We didn’t have to be constantly looking over the fitters’ shoulders in order to prevent slovenliness in the work. That was a massive relief”.

During the course of the collaboration, EFAFLEX further improved the products. Cables now no longer run alongside the doors, but have disappeared into the frame. Dennis and Marco Hügenell are on the same page: “The doors really were developed and produced with love at EFAFLEX.”

Caption: Marco Hügenell, Dennis Hügenell

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