

Frost & Sullivan Applauds Trescal's Acquisition-driven Growth in the Global Calibration Services Market

The company employs a mix of organic and inorganic strategies to fuel growth

LONDON, U.K. — 22 JANUARY — Based on its recent analysis of the calibration services market, Frost & Sullivan recognizes Trescal with the 2014 Global Frost & Sullivan Award for Competitive Strategy Innovation & Leadership. Trescal's sustained efforts to augment its scope and footprint in the global calibration services market through frequent acquisitions have earned it a leading position in the market. Its presence across 16 countries, and imminent foray into Latin America, has set it up for further growth in the global market.

Trescal offers superior value to a wide array of companies in the verticals of aerospace and defence, automotive, chemical, electronics, energy, pharmaceutical and telecommunications. In a span of five years, its revenues grew from €110 million in 2010 to €181 million in 2014.

The company has completed 11 acquisitions (six in North America and five in Europe) since 2013. Its acquisitions in North America include Calibration Solutions, Inc., Master Technology Metrology, Inc., Instrument Calibration Services, Test Equipment Repair Corporation and SE Laboratories, Inc., General Calibration. These acquisitions provide Trescal with laboratories in the ten key locations of Atlanta, Baltimore, Charlotte, Chicago, Cleveland, Dallas, Detroit, Houston, Newark and San Francisco.

In Europe, Trescal acquired GES SIEMSA calibration activities, Spain, gaining access to its technical prowess in temperature/humidity, gas flow and optical. It also acquired 70 percent of the assets of the calibration unit of Spanish Tecnalia's technological services unit; Aeroflex Test Equipment Services; Gefran's Italian metrology assets; and Austrian ISOCAL GmbH.

"Trescal, the leader in calibration services in Europe, offers a wide range of services such as calibration, equipment verification, and repair of test & measurement instruments," said Frost & Sullivan Research Analyst Prathima Bommakanti. "From installation and acquisition of measurement systems, computerized asset management solutions to metrological and technical support and training, the company truly acts as a one-stop-shop for clients."

Trescal has grown at an impressive rate due to its improving technological capabilities as well as ambitious expansion plans. Serving as a highly recognized pure-play calibration service provider, it performs almost 1,800,000 calibrations a year, including 37,000 repairs on 50,000 types of instruments and more than 10,000 brands. In addition to its multi-service and multi-brand calibration and repair offering, it has 90 ISO 9001 certified laboratories worldwide and/or some of which (74) are ISO/IEC 17025 accredited and more than 90 satellite laboratories at client sites

"Currently owned by its managers and the private investment company Ardian, Trescal has demonstrated a keenness to maximise stakeholder value," noted Bommakanti. "Its success in stakeholder integration is evident from the eleven deals it signed post Ardian's takeover of Trescal in July 2013."

Due to its strong overall performance, Trescal has earned the 2014 Global Frost & Sullivan Award for Competitive Strategy Innovation & Leadership.

Each year, Frost & Sullivan presents this award to the company that has leveraged competitive intelligence to successfully execute a competitive strategy that results in stronger market share, competitive brand positioning and customer satisfaction.

Frost & Sullivan Best Practices awards recognize companies in a variety of regional and global markets for demonstrating outstanding achievement and superior performance in areas such as leadership, technological innovation, customer service and strategic product development. Industry analysts compare market participants and measure performance through in-depth interviews, analysis and extensive secondary research to identify best practices in the industry.

About Trescal

Trescal, international specialist in calibration provides a broad range of services for the test and measuring equipment market. Trescal are represented in 16 countries: Austria, Belgium, Czech Republic, Denmark, France, Germany, Italy, Singapore, Spain, Sweden, Switzerland, the Netherlands, United Kingdom, United States, Romania and Tunisia. Supplementing the standard technical services (verification, calibration and repair of T&M instruments), Trescal offer their expertise for the implementation and acquisition of measurement systems, customized equipment pool management software solutions, metrology and technical support, and training. Trescal operate in 72 owned calibration laboratories and employ circa 1,950 people across the world. Trescal service 28,000 customers in various sectors such as Defence, Aerospace, Aeronautics, Automotive, Power Generation & Utilities, Electronics Manufacturing, Communications and Medical & Chemistry. Trescal's sales reach 181 million Euros. Trescal has received the 2014 Frost & Sullivan Competitive Strategy Innovation and Leadership Award.

About Frost & Sullivan

Frost & Sullivan, the Growth Partnership Company, works in collaboration with clients to leverage visionary innovation that addresses the global challenges and related growth opportunities that will make or break today's market participants.

Our "Growth Partnership" supports clients by addressing these opportunities and incorporating two key elements driving visionary innovation: The Integrated Value Proposition and The Partnership Infrastructure.

- **The Integrated Value Proposition** provides support to our clients throughout all phases of their journey to visionary innovation including: research, analysis, strategy, vision, innovation and implementation.
- **The Partnership Infrastructure** is entirely unique as it constructs the foundation upon which visionary innovation becomes possible. This includes our 360 degree research, comprehensive industry coverage, career best practices as well as our global footprint of more than 40 offices.

For more than 50 years, we have been developing growth strategies for the global 1000, emerging businesses, the public sector and the investment community. Is your organization prepared for the next profound wave of industry convergence, disruptive technologies, increasing competitive intensity, Mega Trends, breakthrough best practices, changing customer dynamics and emerging economies?

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