



ROTHBAUM
CONSULTING ENGINEERS



TRILUX
SIMPLIFY YOUR LIGHT.

New production site in Eastern Europe

Site selection, factory planning, and
project management



At a glance

By establishing a new production site in Eastern Europe, TRILUX is pursuing its goal of driving forward its growth and strengthening its proximity to its increasingly important Eastern European customers. Rothbaum provided comprehensive support for the project – from the initial search for a location and the development of initial factory concepts to assistance with project management and the successful implementation of the site construction.

Trilux GmbH & Co. KG

- TRILUX develops and manufactures lighting solutions for professional lighting in offices, industry, outdoor areas, and retail.
- Headquartered in Arnsberg in the Sauerland region, the company has 5,000 employees and generates sales of over EUR 700 million.
- TRILUX offers a wide-ranging portfolio as well as customized solutions.

Services

- Support in the search for and selection of an optimal production site in Eastern Europe
- Development of initial factory concepts to identify suitable locations.
- Support in the preparation and construction of the new production plant as a Project Management Office (PMO): Establishment of a communication structure, coordination of the timely development of results.

Results

- Selection of an ideal location for the new production plant in Lublin, Poland.
- Successful establishment and commissioning of a production site including prefabrication, assembly, and logistics within budget and on schedule.
- Start of production in August 2024.



Project description

To diversify its production network, TRILUX is planning to build a new plant in Eastern Europe. This project complements the existing main plant in Arnsberg and the production facility in Aragon, Spain. Together with Rothbaum, potential locations were analyzed and carefully selected, ensuring the successful construction and timely commissioning of the new plant.

– Procedure

Together with TRILUX, the central objectives and evaluation criteria for the new production site were first defined. Based on this, the optimal location for the plant was determined in a multi-stage selection process using the Rothbaum regional database.

For the subsequent site development, Rothbaum developed a tailor-made project organization, established an efficient communication structure, and created a comprehensive project plan with over 800 tasks and milestones. The Rothbaum team then supported the site development by coordinating and managing all project activities.

– Results

As part of the iterative site selection process, several potential regions in Poland and Romania were initially analyzed. Following extensive site visits and negotiations with potential project partners, Lublin in eastern Poland was chosen as the optimal location for the new production plant.

Once the decision in favor of Lublin had been made, the product portfolio to be relocated was defined, a target organization for the new site was developed, and negotiations with the developers were intensified.

Even before commissioning, the future IT processes were tested and validated in a pilot factory at the headquarters in Arnsberg to ensure a smooth transition to the new production facility.

Thanks to Rothbaum's holistic project management approach, the Lublin site was commissioned on schedule and within budget. Production volumes were then gradually ramped up.

„The new production site in Lublin marks an important milestone in the further development of our company.“

Hubertus Volmert, CEO

„With its excellent project organization and location expertise, Rothbaum made a decisive contribution to getting our new plant up and running on schedule and efficiently.“

Stefan Renk, Head of Supply Chain Management

Thank you very much for your attention!



Dr.-Ing. Kai Philipp Bauer

Business Unit Manager Supply Chain

Rothbaum Office Hamburg

E: kai-philipp.bauer@rothbaum-consulting.com

T: +49 151 113 115 23



Johannes Rauh

Senior Consultant

Rothbaum Office Frankfurt

E: johannes.rauh@rothbaum-consulting.com

T: +49 151 113 115 25