

# ZÖLLNER

SIGNAL SYSTEM TECHNOLOGIES

ZÖLLNER HOLDING GmbH



SECTOR  
MANUFACTURING

REGIONS

EUROPE, SOUTH AMERICA,  
ASIA-PACIFIC



Zöllner Holding, founded in 1946, is a world market leader in the manufacture of acoustic signal systems for shipping and automatic warning systems for railway applications.

The company's product portfolio has been extended to warning signal systems for luxury yachts – and even to golf courses where systems warn golfers of imminent lightning strikes.

In addition to the production of acoustic signal systems – for the most part under the trade name Makrofonos®, operated by compressed air – the company produces and distributes automatic warning systems for track work sites, The Autoprowa®, combining radio technology, which warns workmen of potential danger, such as from passing trains.

The company – based at Kiel, Germany, with an operating company in Brazil, and subsidiaries in Australia, France, Spain and the UK – is managed by the third generation of the Murmann family and is led today by Dr Philipp Murmann, managing director. The group employs approximately 100 staff at its head office and 160 worldwide.

### About the sector

As world market leader in its sector, Zöllner innovates using the latest radio

technology, leading to extensive increased safety. With the introduction of its rail failsafe systems, for example, the number of accidents on track work sites has been reduced significantly.

Zöllner Signal GmbH has been, for more than a decade, a leading system supplier of automatic warning systems for German railway company Deutsche Bahn AG and several other European railways. As a result, Zöllner is commissioned to instruct rail operators in the provision of approved system components worldwide. The Zöllner Academy provides the bulk of its training programme, both in the company's own training centre in Kiel, as well as in situ.

### UHY services

UHY Moreira – Auditores, Brazil, provides tax, accounting, legal and administrative services to Zöllner do Brasil Ltda, Rio de Janeiro, Brazil.

UHY Fay & Co, Spain, provides accounting, including group reporting, tax and labour advice services to Zöllner Signal Systems Ibérica, S.L. UHY Fay & Co's first contact with Zöllner Holding, in 2008, resulted from the firm's membership of the Deutsche Handelskammer für Spanien (promoting business between Germany and Spain) and UHY Fay & Co's experience in

the sector (another client of UHY's Spanish firm, Plasser and Theurer, is a leading manufacturer specialising in the construction of machinery and maintenance of railways around the world).

### Why UHY?

Felipe Accorsi, general manager, Zöllner do Brasil Ltda, Brazil, and Zöllner Signal Systems Ibérica, S.L. (Spain), says engaging UHY Moreira – Auditores in Brazil was his company's first choice following "good relationship and results" working with UHY Fay & Co, Spain.

### Working with UHY

In its latest satisfaction survey reviewing UHY Fay & Co services, Zöllner Signal Systems Ibérica, S.L. highly values the firm's professional capabilities (in terms of deadline compliance and multilingual services) and the proactivity of its professionals. Moreover, Zöllner says that the company would recommend UHY Fay & Co to other potential clients.

"Perfect and proactive" is how Felipe Accorsi describes UHY Moreira – Auditores' information management. "They have done a fantastic job, supporting us with our requests, and finding the best solutions," he says. "For that commitment, I give them full marks!"

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