



ABOUT THE COMPANY

Addit BV is a contract manufacturer of high precision sheet metal parts and products, modules, systems, apparatus and machines for original equipment manufacturing (OEM) companies. With 50 employees at its main branch in Venlo, the Netherlands, and 250 in Wegrow, Poland, Addit develops, constructs, produces and assembles printed circuit boards, electronic equipment, sheet metal parts, sheet metal frames and complete units and appliances.

The company has achieved a €25m turnover (USD 36.8m) in 24 years by employing highly qualified staff and state-of-the art machinery to sustain its competitiveness.



ABOUT THE SECTOR

The strategic vision of founder Jan Velmans foresaw the globalisation of the OEM marketplace and organised operations according to the needs of strategic customers.

Striving for the most modern high-quality manufacturing machinery and the best ERP (energy resource planning) software led the business to build its factory in Poland in 1995 – and that decision has proven to be a highly successful strategy for the business.

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Globalisation of the OEM market brought price pressures and cost leadership, compelling Addit to face the dilemma of bringing down its operation’s costs without adversely affecting the quality of the product or the calibre of its staff. Setting up the factory in Poland, in central Europe, was the solution. Today, the factory is led by a Polish MD and focuses on serving all the core sectors such as telecommunications, medical equipment, printing equipment, aerospace, defence and many more, whilst the Netherlands team concentrates on developing new and niche markets.

UHY SERVICES

Addit has been a client of UHY Dutch member, Govers Accountants/Consultants, since 1998 when Addit decided to switch from one of the Big Four. Services provided include statutory audit, annual accounts, corporation tax, and personal tax services for shareholders.

WHY UHY?

Managing Director Peter Kerstjens says: “Govers have been involved throughout our whole strategic development process. They have expertise working with sub-contractor companies like ours – mid-sized with an international orientation.

“They not only assist with financial and tax strategies, they also bring the UHY network, and they gave us the confidence that our total business concept was the right one.

“We needed a partner with vision and international perspective, and we found that Govers talked the same language as us.

“They helped us with our plans in Poland – they thought about every aspect – so that we found the best answers concerning all financial and legal topics for a Dutch company and our shareholders.”

In Poland, Addit works closely with UHY’s Polish member, Biuro Audytorskie Sadren Sp.

WORKING WITH UHY

Peter Kerstjens says Govers’ most important role has been to help the company formulate its strategy – considering the legal, financial and tax issues involved. “That advisory role is most important and the challenge for them is that to do it they have to be continuously proactive,” he says.

“We’re concentrating ourselves seven days a week on our core business; we need a partner on our side who is supporting and complementing us. This is the major value they deliver. We expect them to advise us on how to improve our financial organisation, also in relation to risk management and how to be more effective, particularly as we now have good operational controls in place.”