

Hilti, Offering Innovative Solutions

by Curt Lehman, Interior Finish Trade Manager, Hilti North America



Hilti provides leading-edge technology to the global construction industry. Hilti products, services and software offer construction professionals innovative solutions to help get the job done faster, safer and more productively.

The company's global headquarters is based in the city of Schaan, in the European country of the Principality of Liechtenstein, located between Switzerland and Austria. The Hilti Group employs almost 20,000 people in more than 120 countries around the world who work to create enthusiastic customers and build a better future.

In North America, there are more than 3,000 team members working in sales, engineering, marketing and other support roles. The North America headquarters is located in Plano, Texas.

We excel through top-quality products, direct customer relations and effective marketing. Two-thirds of our employees work directly for the customer in sales organizations and in engineering, which means a total of more than 200,000 customer contacts are made every day.

Hilti offers a full portfolio of products, including measuring (from plumb lasers to robotic total stations), powder- and gas-actuated fastening, screw fastening, firestopping, adhesive/mechanical anchoring, drilling/demolition, strut and hanger systems, and diamond coring/cutting.

From the first low-velocity tool in the 1950s to today's complete lineup of time- and money-saving solutions, each major wall and ceiling application is covered by products designed to optimize the work of the installer. Add to that best-in-class services, such as Hilti's 20/2/1 warranty, Tool Fleet Management and innovative software solutions, such as On!Track Asset Management and Hilti Button for Firestop. Combined with the support of engineering, fire protection and measuring specialists, it is easy to understand why Hilti has



grown to be the brand of choice for interior finish professionals.

Our company has a unique business model where approximately 1,500 account managers, field engineers and fire protection specialists in North America are on the job and in contractors' offices every day. These field resources are complemented by more than 300 customer service representatives who help our partners increase their productivity, safety, quality and bottom line. The Hilti Group reinvests over \$250 million of our overall revenue each year into the innova-

tion of future products, services and software to continue the advancement of the construction community.

Within the community, WACA's member events provide us networking opportunities to build relationships with other members in the interior finishing trade. Our customers drive our innovation, and partnering with WACA and membership allows us to demonstrate how we can increase the productivity of member contractors. Through this partnership with WACA, we can more widely demonstrate that Hilti provides creative solutions to daily



launched the world's first battery-actuated direct fastening tool for concrete and steel, the BX 3. Just as gas-actuated and powder-actuated tools did in the past, the BX 3 is taking our industry to the next level by offering a direct fastening tool that no longer requires a propellant, gas or powder. Using this new direct fastening tool means no more cartridge strips or gas cans lying around the job site, which eliminates associated risks and the possibility of Occupational Safety and Health Administration fines. Additionally, the BX 3 operates on Hilti's 22v platform, so the customer can easily change the battery out for any of our 22v tool portfolio. This portfolio includes our SD 4500-A cordless collated screwdriver and our soon-to-be-launched SCO 6-A cordless cutout tool, as well as over 20 other cordless tools.

problems on the job site. For example, Hilti's participation at the WCB Expo allowed us to showcase our latest pipeline of products, software and services.

We pride ourselves on bringing innovation derived from customer input to the industry, just as we did nearly 70 years ago with the introduction of the world's first low-velocity direct fastening tool, the DX 100. In 2016, we

Hilti truly is a great place to work, as evidenced by the honor of being recognized by respected publications such as the following:

- **Fortune magazine:** Hilti was recognized as one of 2015's Best Workplaces, ranked number 89 on *Fortune* magazine's "100 Best Companies to Work for."
- **Selling Power magazine:** In addition to recognition from *Fortune* magazine, Hilti has been ranked in the top 10 for the past



11 years in the "Top 10 Companies to Sell For in the U.S." by *Selling Power* magazine.

- **Great Place to Work®:** After surveying more than 88,000 millennials, Great Place to Work® and *Fortune* have recognized Hilti as the 55th best company to work for millennials, up 13 spots from last year. To compete for top talent and ensure Hilti's long-term success, the company must prepare to appeal to and engage this unique generation of employees.

Hilti stands apart from the competition because of our people, our culture and our innovation. They are the foundation of our success. Interior finish professionals can benefit from the company's long-standing commitment to the industry.

To learn more, please email Curt Lehman at curtis.lehman@hilti.com or visit www.us.hilti.com.

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