Baden-Württemberg Pavilion
IMTS 2016

Chicago, McCormick Place, West Building, Booth W136B · September 12 – 17, 2016
Baden-Württemberg – The German Southwest: Where ideas work.

Baden-Württemberg is one of the most important economic centres in Europe, having become one of the leading investment locations on the continent. Bordering on France, Austria and Switzerland, Baden-Württemberg is situated right at the heart of Europe. Moreover, its outstanding infrastructure makes it an ideal gateway to the markets of the European Union – the world’s economically strongest single market with around 500 million consumers.

In addition to internationally renowned global players such as Daimler, Bosch, SAP, GFT Technologies and Porsche, it is mainly small and medium-sized enterprises that form the backbone of our economy. In 2015, the gross domestic product generated by Baden-Württemberg companies amounted to 460 billion euros, higher than Belgium, Sweden or Austria. What’s more, our federal state is the EU’s top region for innovation. When it comes to its research expenditure, amounting to 4.8 per cent of GDP (2013), Baden-Württemberg also occupies a leading position in Europe. The innovativeness of business and industry is supplemented by a dense network of universities, research institutions and transfer agencies. Many leading German institutions such as the Fraunhofer-Gesellschaft or the Max-Planck-Gesellschaft have substantially more facilities in Baden-Württemberg than in any other state in Germany.

Mechanical engineering is one of the key industries in Baden-Württemberg. With 304,000 employees, the mechanical engineering sector is the largest industrial employer in Baden-Württemberg. In 2015, it achieved a turnover of 73.9 billion euros – a third of the turnover of the German mechanical engineering industry as a whole. Machines and plant „made in Baden-Württemberg“ are in demand world-
wide. The export ratio is just under 70 per cent. State-of-the-art technology above all is a domain of the mechanical engineering companies in Baden-Württemberg – six per cent of the turnover is invested in innovations. Companies such as Festo, Trumpf and Voith enjoy an excellent reputation all over the world.

As a leading location for industry and innovation, the German southwest combines strengths in automation and microsystems technology with exceptional capability in the information and communications sector, thus lending considerable impetus to the progress of Industry 4.0. The „Allianz Industrie 4.0“ initiative (Industry 4.0 Alliance) bundles a variety of competences and indicates the potential of Industry 4.0 for small and medium-sized industrial enterprises.

Over 4,000 foreign companies have already decided in favour of Baden-Württemberg. Anyone who invests in the state as a location for their company automatically profits from a growing pool of potential industrial customers, from the highly developed parts-supplier structure, from cooperation with companies that are related or in the same sector, but above all from the know-how and skills of our highly qualified workers. Our state is international, cosmopolitan and tolerant. People from 188 different countries contribute to our innovativeness and cultural charm.

For all questions relating to Baden-Württemberg as a location for science and industry, Baden-Württemberg International (bw-i) is your first point of contact. Go to www.bw-invest.de to find details of the opportunities for cooperation and investment that abound in Baden-Württemberg!
One region. 1000 strengths.

Area
35,741 km² – approx. 10% of Germany

Inhabitants
10.7 million – approx. 13% of Germany

Urban centres
Stuttgart, Karlsruhe, Mannheim, Freiburg, Heidelberg, Heilbronn, Ulm, Pforzheim, Reutlingen

The economy
• Gross domestic product (GDP): 460 billion Euros – 15.2% of German GDP
• GDP per inhabitant: 42,745 Euros
• Exports: 195 billion Euros
• Export volume/inhabitant: 18,075 Euros
• Research and development spending (in 2013): 4.8% of GDP (German average: 2.8%)

Leading sectors
• Engineering: 30.2% of total German mechanical engineering industry
• Automotive industry: with almost one third of turnover generated by the whole sector and around 40 per cent of the automotive workforce in Germany Baden-Württemberg is the German “car state”
• Medical technology/measuring and control systems/optics: Baden-Württemberg is market leader in the export of medical technology
• Health care
• Life sciences
• ICT industry
• Research & development: Baden-Württemberg is Europe’s number one in innovation
• Aerospace industry: Baden-Württemberg is one of the most important locations for the European aerospace industry
• Environmental technology and renewables

Data for 2015
Baden-Württemberg International GmbH (bw-i)
Willi-Bleicher-Str. 19
70174 Stuttgart, Germany
Phone +49 711 22787-0
Email info@bw-i.de
Web www.bw-i.de

Baden-Württemberg International – Your one-stop agency on the way to success.

Baden-Württemberg International (bw-i) is the competence centre of the State of Baden-Württemberg (Germany) for the internationalisation, promotion and development of business, science and research. We lend support to domestic and foreign companies, clusters and networks, research institutions and universities by serving as the central first point-of-contact in all questions relating to internationalisation.

Our main objectives are:
• Strengthening contacts between foreign and local companies, universities and research institutions
• Supporting the endeavours of Baden-Württemberg companies, universities and research institutions to enter foreign markets
• Positioning Baden-Württemberg as an excellent location for business and science

Our support services include:
• Provision of general information on Baden-Württemberg as a location for business and science, as well as specific location and structural data
• Supply of general information on the legal framework and social insurance
• Identification of suitable business and scientific partners for your company
• Identification of potential sites and organisation of site visits in cooperation with regional and local business-promotion agencies
• Support with administrative procedures
• Gateway to all actors in the field of business promotion and development, such as technology-oriented industrial institutions and sector-specific networks
With 1,003,000 employees, mechanical engineering and plant construction is the largest branch of industry in Germany. In 2014, turnover of 212 billion Euros was achieved. It develops and produces key technologies for the global market. The export ratio is 76 percent. The German mechanical engineering industry is an international leader – in 25 of 31 comparable subsectors, German firms are among the top three providers in the world, and global market leader in as many as half.

The heart of the industry beats in Baden-Württemberg. Here, almost every third machine made in Germany is manufactured. More than 50% of the German machine tools and precision tool manufacturers are seated in Baden-Württemberg. With 304,000 employees and a turnover of 70.7 billion Euro, mechanical engineering is the largest industrial field in Baden-Württemberg.

The VDMA – the German Engineering Federation – represents over 3,100 mostly medium-sized member companies in the engineering industry. It is the largest industrial association in Europe and the largest network of mechanical engineering companies. Established as early as 1892, it continues to be a non-profit organisation with voluntary membership. Containing 39 specialist associations – in areas from drive technology and automation systems to software and machine tools –, the VDMA covers the entire process chain of the investment goods industry and it represents the interests of the mechanical engineering industry at regional, national and international level.

With a network of 500 employees in Germany and abroad, the VDMA provides information and advice to its member companies in technical, legal, business-administration and foreign-trade matters.
In the middle of the economic powerhouse of Southern Germany between Stuttgart, Zurich and Munich lies the Neckar-Alb region within the administrative districts of Tübingen, Reutlingen and Zollernalb. As part of the European metropolitan region “Stuttgart”, it is the home to the future of high-tech industries, with an exceptional infrastructure, excellent universities and companies, researchers and visionaries, professionals and families: everyone feels at home in the Neckar-Alb region.

The Neckar-Alb region offers attractive building sites and commercial space in addition to ideal site factors. Located just south of Stuttgart, our region’s low tax and rental rates combine with cheap development costs and land prices to make Neckar-Alb the ideal business location for your company. An excellent infrastructure with connections to Stuttgart International Airport (20 minutes by car) and the region’s location on the ICE (fast train) route between Stuttgart and Ulm provide first-class conditions, as do the nearby A8 and A81 highways and a close proximity to the international Messe Stuttgart. We’d be happy to forward your specific request for commercial space to the appropriate municipality and provide you with a direct contact on-site.

The Neckar-Alb business landscape is dominated by mid-sized companies, with everything from young up-and-comers to world market leaders in a diverse range of industries. Our Website neckaralb.de provides an overview of the region’s many clusters and the cluster initiatives formed by these companies. No matter how new or how shiny, there are no modern means of communication that can ever replace the one thing every successful company needs: Face-to-face contact.

You have questions like “where can I find a suitable commercial property?” or “how do I establish contact to industry experts?” or “what can the Standortagentur do for me?” or you have a concrete concern?

The Standortagentur will be happy to assist you.
Welcome to the Region for Talents and Patents

The economic East Wuerttemberg region is a key patent center and top innovation location in Baden-Wuerttemberg. This especially holds true for machine and tool manufacturing. Numerous global market leaders, hidden champions, and the wide range of SMEs represent East Wuerttemberg’s outstanding performance in this sector and others. Economic activity is marked by dynamic investments and constant expansion of R&D. Tremendous innovation potential through networking of companies, suppliers, customers and supporting institutions, excellent transport connections, and the location’s continuous growth through joint initiatives from business, administration and science are compelling locational advantages in the “Region for Talents and Patents.”

Competence Region for Machine and Tool Manufacturing

Rooted in the metalworking tradition and with nearly 300 companies, machine and tool manufacturing is one of the industries with the strongest employment and sales in the region today – from small specialized blacksmiths to typically flexible medium-sized companies through to global players setting worldwide trends. This industry sector is supported by higher education and research institutions tailored to its needs like Aalen University of Applied Sciences. Study programs such as mechanical engineering (3rd in a Germany-wide ranking) and “Internet of Things” or a research focus on “Advanced Materials and Engineering” ensure optimally trained specialists and essential impulses for companies based here. Together, they are turning machine and tool manufacturing into an innovation driver with great appeal for industries that use its products, representing East Wuerttemberg’s position as a competence region.

Top-notch services from A to Z

Numerous finished products and supplier services within wide-ranging machine and tool manufacturing sub-sectors, including electronics/software and engineering, come from East Wuerttemberg. The core focus is on constructing machine tools and producing precision tools. However, other segments, like conveyor and drive technology or primary shaping and forming, are also covered by more than a dozen companies, including high-caliber companies like Alfing, EMAG, Leitz, LMT, MAPAL, Röhm, SHW, VOITH and ZEISS. They all deliver top-notch services from A to Z from East Wuerttemberg, and typically have branches in the USA, too.

The industry platform on the Internet: www.ostwuerttemberg.de/maschinenbau
Rhine-Neckar is located in the middle of Western Europe, in the southwest of Germany. It is one of the key business locations in Germany. With the fast connection to the international hub of Frankfurt Airport within 31 minutes, the Rhine-Neckar and Rhine-Main region have an ideal connection, thereby ensuring access to the global markets.

The gross domestic product as a measure of economic performance is over 80 billion euros in the region. In terms of export, Rhine-Neckar traditionally ranks among the top regions and with around 59% is significantly above the national average in the relevant manufacturing industry. There are 146,000 companies registered in the region. The economy is characterised by a healthy and promising blend of sectors. Specialisms are: plant and mechanical engineering, automotive, chemistry, information technology, energy, biotechnology, life sciences and health. In all sectors, Rhine-Neckar companies are occupying the top spots at a national or international level.

The main strengths of the region include the extensive exchange between scientific research and the production industry, representing a working exchange of knowledge between theory and practical implementation. Engineers in Rhine-Neckar, in collaboration with universities and research institutions, devise and construct novel plants and machinery that are efficient and environmentally friendly. This is where innovations originate: In Rhine-Neckar there are nearly twice as many people employed in research and development as the national average.

The powerful and highly dynamic industry location is home of SAP, the largest software manufacturer in Europe and market leader for enterprise software. More very important representatives are ABB, Bombardier, Caterpillar, John Deere as well as BASF, Daimler and Roche.

Rhine-Neckar means business!
<table>
<thead>
<tr>
<th>Participants</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rick Hamlen, CEO Avantec USA</td>
</tr>
<tr>
<td>Michael van Well, Department Manager Export</td>
</tr>
<tr>
<td>Peter Poulsen, Department Manager Export</td>
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<table>
<thead>
<tr>
<th>Number of employees</th>
<th>100</th>
</tr>
</thead>
<tbody>
<tr>
<td>Export quota</td>
<td>40%</td>
</tr>
<tr>
<td>Activities in the</td>
<td>Worldwide</td>
</tr>
<tr>
<td>following countries</td>
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</table>

<table>
<thead>
<tr>
<th>Sector</th>
</tr>
</thead>
<tbody>
<tr>
<td>Automobile industry, aerospace industry, plastics industry, metal processing, engineering</td>
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</table>

<table>
<thead>
<tr>
<th>Offered services / product range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Proprietary milling tools with interchangeable, ground, indexable inserts made of carbide, strategic process analysis</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Core competencies</th>
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<tbody>
<tr>
<td>Optimization from applications and processes from our customers, process safety, production increase and production cost reduction, complete tool layouts for machine builders and direct customers, milling industry</td>
</tr>
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<table>
<thead>
<tr>
<th>Cooperation objectives</th>
</tr>
</thead>
<tbody>
<tr>
<td>Looking for customers, retail partners, representatives, agents or distributors</td>
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<table>
<thead>
<tr>
<th>Requirements for an ideal business partner</th>
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<tbody>
<tr>
<td>Profound knowledge of the market, good connections to various markets and customers</td>
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<table>
<thead>
<tr>
<th>Language skills</th>
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<tbody>
<tr>
<td>English, German</td>
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</table>
Baublies AG

Brunnenfeldstr. 42
71272 Renningen, Germany
Phone +49 7159 9287-0
Email info@baublies.com
Web www.baublies.com

Participant
Andreas Hadler, Chairman

Activities in the following countries
Different countries

Sector
Automobile industry, aerospace industry, electrical and electronic industry, metal processing, engineering

Offered services/product range
Diamond burnishing tools, multi roller burnishing tool, multi roller burnishing tools, „small design“, are especially developed for the use on small spaced machine tools like Swiss type lathe or rotary indexing machines. Single roller burnishing tools, roller burnishing machine.

Core competencies
Baublies roller surface technology is one of the most economical ones. Roller burnishing is the economical, easy-to-use and reliable creation of maximum surface quality. During this process the fatigue strength and the hardness of the workpiece is increased. During this non cutting process metal workpieces are smoothened and strain-hardened by rolling elements.

Cooperation objectives
Looking for customers

Language skills
English, German
Bloksma Engineering GmbH

Daimlerstr. 10
73660 Urbach, Germany
Phone  +49 7181 98556-0
Email  mail@bloksma.de
Web  www.bloksma.de

| Participants | Dirk Bloksma, CEO
Lisa Marie Bernlöhr, Marketing Dept. |
<p>| Number of employees | 25 |
| Export quota | 35% |
| Activities in the following countries | Germany, USA, Mexico, Brazil, France, Spain, Poland, Bulgaria, Hungary, Turkey, Switzerland, Austria, China, Russia |
| Sector | automobile industry, aerospace industry, electrical and electronic industry, metal processing, engineering, material logistics, optimization of manufacturing processes, lean factory, factory organization |
| Offered services / product range | Transport logistics: lifters, trolleys, workpiece carriers, supermarkets, transport pallets, workstations, milkrun carts, taxi carts, gantry carts, engineering etc. |
| Core competencies | BLOKSMA Engineering – a name who has become a synonym for professional material flow and technically mature lifting devices and accessories. It began in 1949 with a mechanical production and the company has developed to an absolute specialist for lean logistics. With the BLOKSMA product worlds BLOKSMA has become the leading full-range supplier in the field of inhouse logistics in Germany. |
| Cooperation objectives | Looking for customers, retail partners, representatives, agents or distributors, seeking market information |
| Requirements for an ideal business partner | Profound knwoledge of the market, good connectionsto various markets and customers |
| Language skills | English, German |</p>
<table>
<thead>
<tr>
<th>Participant</th>
<th>Hagen Gutekunst, CEO</th>
</tr>
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<tbody>
<tr>
<td>Number of employees</td>
<td>100</td>
</tr>
<tr>
<td>Export quota</td>
<td>20%</td>
</tr>
<tr>
<td>Activities in the following countries</td>
<td>Europe, Malaysia, India, China, USA</td>
</tr>
<tr>
<td>Sector</td>
<td>Automobile industry, aerospace industry, electrical and electronic industry, metal processing, medical engineering</td>
</tr>
<tr>
<td>Offered services / product range</td>
<td>Technical springs, lasercutting, steel bending, cad, sheet metal forming, toolmaking, surface technology</td>
</tr>
<tr>
<td>Core competencies</td>
<td>Lasercutting, steel bending, springs, sheet metal forming</td>
</tr>
<tr>
<td>Cooperation objectives</td>
<td>Looking for customers, retail partners, wholesale partners, joint venture partners, production partners, production possibilities</td>
</tr>
<tr>
<td>Requirements for an ideal business partner</td>
<td>Broad experience with metal, experiences with sheet metal and forming, experiences with construction and production of springs.</td>
</tr>
<tr>
<td>Language skills</td>
<td>English, German</td>
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</table>
Joe Mazzenga, JBO Sales Representative USA
150 Worldwide
Measuring and control technology, metal processing, precision tool manufacturer
• Thread milling cutters
• Combination tools
• Shell type thread milling cutters
• PCD-, CVD- and CBN-Tools
• High performance thread cutting dies
• High performance thread rolling dies
• Precision thread gauges
We are the leading company for thread milling cutters, thread cutting dies and thread gauges. Most of our customers originate from the following sectors: automobile, aerospace, metal working and medical sector.
• Seeking market information
• Looking for customers, representatives, agents or distributors
English
Karnasch Professional Tools GmbH
Siemensstr. 1
68542 Heddesheim, Germany
Phone +49 6203 40390
Email info@karnasch.tools
Web www.karnasch.tools

| Participants | Sascha Karnasch, Head of Sales  
| Number of employees | 68  
| Export quota | 75%  
| Activities in the following countries | Worldwide  
| Sector | Automobile industry, aerospace industry, plastics industry, metal processing, medical engineering  
| Offered services / product range | Tool and mould construction, aviation and aerospace technology, automotive industry, ship construction industry, railway construction, construction industry, steel and bridge construction, aluminium processing (NF-metals), wood processing, plastic processing  
| Core competencies | Karnasch Professional Tools GmbH offers a complete range of high-performance high-quality products for all main areas of the industry from a single source. The constant availability of our products in more than 50 countries in the world is warranted by intelligent stock-keeping. Only the latest available technologies are used for the production of tools, with comprehensive quality assurance.  
| Cooperation objectives | Looking for customers, retail partners, wholesale partners, representatives, agents or distributors  
| Requirements for an ideal business partner | Profound knowledge of the market and truthstworthly.  
| Language skills | English |
### KELCH Inc.

600 Albion Avenue  
Schaumburg, IL 60193, USA  
Phone  +1 847 459-9600  
Email  info@kelch-inc.com  
Web  www.kelch.de

| Participants          | Ralf Pursche, Business Manager, Kelch Inc. USA  
<table>
<thead>
<tr>
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<tbody>
<tr>
<td></td>
<td>Mirza Tufekovic, Manager Service &amp; Sales, Kelch Inc. USA</td>
</tr>
<tr>
<td>Number of employees</td>
<td>99</td>
</tr>
<tr>
<td>Export quota</td>
<td>50%</td>
</tr>
<tr>
<td>Activities in the</td>
<td>Worldwide</td>
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<tr>
<td>following countries</td>
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</tr>
<tr>
<td>Sector</td>
<td>Automobile industry, aerospace industry, measuring and control technology, engineering, metal processing</td>
</tr>
<tr>
<td>Offered services /</td>
<td>Precision tools, shrinking technology, measuring and testing equipment, taper cleaners, tool presetters, workpiece measurement, tool management, service</td>
</tr>
<tr>
<td>product range</td>
<td></td>
</tr>
<tr>
<td>Core competencies</td>
<td>Kelch guarantees maximum productivity thanks to the perfectly matched Kelch product portfolio. We focus on a 100% complete solution, which is not only intelligent but also particularly efficient for our customers</td>
</tr>
</tbody>
</table>
| Cooperation objectives| • Seeking market information  
|                       | • Looking for sales agents/sellers, representatives, agents or distributors, customers |
| Requirements for an   | Established distribution network, technical knowledge in the field of precision tools/presetters |
| ideal business partner|                                                  |
| Language skills       | German, English                                  |
Lock Antriebstechnik GmbH

Freimut-Lock-Str. 2
88521 Ertingen, Germany
Phone +49 7371 9508-0
Email info@lockdrives.com
Web www.lockdrives.com

Participants
Stefan Niederer, Technical Sales, Lock Antriebstechnik Germany
Brent Ford, Technical Sales, Lock Drives USA

Number of employees
85

Export quota
45%

Activities in the following countries
Worldwide with focus on Europe & North America

Sector
Electrical and electronic industry, metal processing, engineering, services, hoisting technology, agriculture, horticulture

Offered services / product range
Electrical worm gear drives with shaft or rack, manual worm gear rack and shaft drives, rack and pinion gears, worm gears, bevel gears

Core competencies
Self-locking drive solutions for many lifting and positional adjustment tasks based on modular components, electrical drives with integrated limit switch system, drive systems for movement from point to point, in-line or face, decades of experience from various applications suitable for toughest environmental conditions

Cooperation objectives
Looking for customers, retail partners, seeking for potential growth in lifting and adjustment technology

Requirements for an ideal business partner
Experience in machinery and lifting applications

Language skills
German, English, Russian, Spanish
<table>
<thead>
<tr>
<th>Participants</th>
<th>Jörg Nubert, Chief Sales Officer</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Gerasimos Vrakas, Sales Manager International</td>
</tr>
<tr>
<td>Number of employees</td>
<td>100</td>
</tr>
<tr>
<td>Activities in the</td>
<td>Activities: Europe, Asia, Americas</td>
</tr>
<tr>
<td>following countries</td>
<td></td>
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<tr>
<td>Sector</td>
<td></td>
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<tr>
<td>Offered services/</td>
<td>Industrial part cleaning solutions (High pressure jet deburring and washing)</td>
</tr>
<tr>
<td>product range</td>
<td>• Industrial parts deburring solutions</td>
</tr>
<tr>
<td></td>
<td>• Industrial parts cleaning solutions</td>
</tr>
<tr>
<td>Core competencies</td>
<td>High pressure industrial parts cleaning and deburring</td>
</tr>
<tr>
<td>Cooperation objectives</td>
<td>Looking for sales agents / sellers, customers, representatives, agents or distributors, production possibilities, service &amp; maintenance partners</td>
</tr>
<tr>
<td>Requirements for an</td>
<td>Sales experience in the US automotive industry and / or service partner for other german machine building manufacturers</td>
</tr>
<tr>
<td>ideal business partner</td>
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</tr>
<tr>
<td>Language skills</td>
<td>German, English</td>
</tr>
</tbody>
</table>
RUKO TOOL Inc.
3939 Royal Drive N.W./Suite 210
30144 Kennesaw, Georgia, USA
Phone  +1 678 331-8001
Email  info@rukotool.com
Web  www.rukotool.com

Participants
Oliver Maisch, Export Sales Director – RUKO GmbH
Maik Ruppert, President – RUKO TOOL Inc.

Number of employees
220

Export quota
60 %

Activities in the following countries
Worldwide

Sector
automobile industry, electrical and electronic industry, metal processing, welding and metal fabrication

Offered services / product range
Manufacture of drilling and cutting tools

Cooperation objectives
Looking for customers, retail partners, wholesale partners, representatives, agents or distributors

Language skills
English, German
Sager + Mack GmbH
Max-Eyth-Str. 13 / 17
74532 Ilshofen-Eckartshausen, Germany
Phone +49 7904 9715-0
Email info@sager-mack.com
Web www.sager-mack.com

Participants
Peter Mack, Managing Director
Tom Schröder, Director of Sales & Marketing

Number of employees
50

Activities in the following countries
Head office in Ilshofen, Germany; Subsidiary in Guangzhou, China. Worldwide sales

Sector
General Metal Finishing and PCB Industry, Automotive, Chemical Industry, Scrubbers, Plastic industry

Offered services / product range
• Pumps: Highly corrosion resistant centrifugal pumps with magnetic coupling and vertical centrifugal pumps (0.09 – 9.2kW, up to 130m³/h, head up to 45 m in PP-H, PP-N, PVDF, stainless steel and titanium)
• Filters: Highly corrosion resistant; Cartridge-, quick change-, disc-, bag-, highflow-, and adsorption filter for chemical, corrosive media

Core competencies
Large manufacturing facility in Germany, manufacturing, development and worldwide sales of highly corrosion resistant pumps and filters. High quality as a standard.

Cooperation objectives
Looking for customers, representatives, agents or distributors, office facilities

Requirements for an ideal business partner
Working at or supplying to Metall Finishing Industry or PCB Industry or Chemical Industry.

Language skills
German, English, Dutch
### Sauter Feinmechanik GmbH

Carl-Zeiss-Str. 7  
72555 Metzingen, Germany  
Phone +49 7123 926-0  
Email info@sauter-feinmechanik.com  
Web www.sauter-feinmechanik.com

| Participants                  | Heiko Müller, Managing Director  
|                              | Diego Bragagnolo, Sales Manager |
| Number of employees           | 360                                |
| Export quota                  | 50 %                               |
| Activities in the following countries | Europe, USA, Asia                     |
| Sector                       | Automobile industry, aerospace industry, metal processing, engineering, services |
| Offered services / product range | Tool turrets: disc-type turrets, head-type turrets, crown-type turrets, B-axis-technology  
|                              | Tooling: driven tools, tool spindle units, tool holders, modular tooling systems, angled tools, BMT-tooling, Doublefix(R), Trifix(R), Modifix(R), Solidfix(R), Speedfix(R), eccentric tools, Sauter Capto(TM) |
| Core competencies            | Sauter tool turrets are already in a class of their own. Whether of the disc, head or crown-type, tool turrets bearing the Sauter name are constitute a reliable, precise interface between machine and tooling.  
|                              | Sauter tooling – when the tool holders and tool spindle units are also delivered by Sauter, everything fits perfectly.  
<p>| Cooperation objectives       | Looking for customers, wholesale partners, representatives, agents or distributors |
| Language skills              | German, Englisch                    |</p>
<table>
<thead>
<tr>
<th>Participant</th>
<th>Martin Erle, Technical Application Specialist</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of employees</td>
<td>120</td>
</tr>
<tr>
<td>Activities in the following countries</td>
<td>All European countries, USA, China, Japan</td>
</tr>
<tr>
<td>Sector</td>
<td>automobile industry, aerospace industry, metal processing, mould &amp; die industry, machine tool building</td>
</tr>
<tr>
<td>Offered services / product range</td>
<td>Pneumatic tools: grinders (straight and angle) deburring tools, files, saws, belt sanders. Robot spindles for automatized deburring. Power tools: machines with flexible shafts, power scrapers. Tungsten carbide burs.</td>
</tr>
<tr>
<td>Core competencies</td>
<td>Established in 1919, the German company Schmid &amp; Wezel develops and produces high precision and high quality pneumatic hand-held tools under the brand name BIAX. All products are made in Germany and Switzerland and are focused on the demands of the metal working industry. Especially BIAX’s vast range of hand-held pneumatic grinders offers a solution for almost every deburring job.</td>
</tr>
<tr>
<td>Cooperation objectives</td>
<td>Looking for customers, retail partners</td>
</tr>
<tr>
<td>Requirements for an ideal business partner</td>
<td>Appreciates the value of high quality tools and knows how to sell premium products.</td>
</tr>
<tr>
<td>Language skills</td>
<td>English, German</td>
</tr>
</tbody>
</table>
### Simon Nann GmbH & Co. KG

Lindenstr. 8  
78583 Böttingen, Germany  
Phone  +49 7429 392-0  
Email  info@nann.de  
Web  www.nann.de

<table>
<thead>
<tr>
<th>Participant</th>
<th>Klaus Nann, General Manager</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of employees</td>
<td>70</td>
</tr>
<tr>
<td>Export quota</td>
<td>22%</td>
</tr>
<tr>
<td>Activities in the</td>
<td>Worldwide</td>
</tr>
<tr>
<td>following countries</td>
<td></td>
</tr>
<tr>
<td>Sector</td>
<td>Automobile industry, aerospace industry, engineering, metal processing, medical engineering</td>
</tr>
<tr>
<td>Offered services/</td>
<td>• Collets and feed fingers</td>
</tr>
<tr>
<td>product range</td>
<td>• Clamping heads</td>
</tr>
<tr>
<td></td>
<td>• Collet chucks</td>
</tr>
<tr>
<td></td>
<td>• Clamping and indexing units</td>
</tr>
<tr>
<td>Core competencies</td>
<td>Widest product range, more than 75 years experience in producing clamping tools</td>
</tr>
<tr>
<td>Cooperation objectives</td>
<td>• Seeking market information</td>
</tr>
<tr>
<td></td>
<td>• Looking for sales agents/sellers, customers, representatives, agents or distributors</td>
</tr>
<tr>
<td>Requirements for an</td>
<td>Technical know-how of the clamping tools, knowledge and close relations with business partners in their sales area which do have requirements with collets and chucks</td>
</tr>
<tr>
<td>ideal business partner</td>
<td></td>
</tr>
<tr>
<td>Language skills</td>
<td>German, English</td>
</tr>
</tbody>
</table>
Tschorn GmbH, Mess- und Spannmittel

Dieselstr. 8
73660 Urbach, Germany
Phone  +49 7181 606986-0
Email  info@tschorn-gmbh.de
Web  www.tschorn-gmbh.de

Participant
Ralf Tschorn, General Manager

Number of employees
17

Export quota
42.3 %

Activities in the following countries
European Union, China, Japan, Taiwan, Australia, New Zealand, Russia, South Africa, Brazil, Saudi Arabia etc.

Sector
Measuring and control technology, metal processing,

Offered services / product range
Measuring instruments and clamping tools

Core competencies
Production and sales of measuring instruments and clamping tools

Cooperation objectives
Looking for customers, representatives, agents or distributors

Requirements for an ideal business partner
Reseller specialised on sales of measuring instruments (and clamping tools)

Language skills
English, German
Volz Group
Gartenstr. 6
78586 Deilingen, Germany
Phone +49 7426 939-0
Email info@volz.de · sales@volzusa.com
Web www.volz.de/en · www.volzusa.com

Participants
Ralph Wolter, Director Marketing and Business Development
Jill Kisamore, President, Volz USA Inc.

Number of employees
340

Export quota
60 %

Activities in the following countries
Worldwide

Sector
measuring and control technology, metal processing, chemicals industry, engineering, services, manufacturing systems engineering, oil & gas, agriculture, marine, fire suppression systems

Offered services / product range
Volz supplies tube couplings, adaptors, hosetails and ferrules to the hydraulic industry as well as balls to the ball valve industry. Materials used: stainless steel (e. g. 316TI) , various carbon steels as well as custom specific requirements.

Core competencies
The Volz Group is one of the few suppliers in Germany to manufacture a wide range of hydraulic coupling components in carbon steel and stainless steel in house as well as manufacture couplings to customer specifications. Individual balls for the ball valve industry, in which Volz leads the market, is one further focus of production.

Cooperation objectives
Looking for distribution partners, wholesales partners, OEMs, manufacturer’s representatives

Language skills
English, German
| Participants | Widmann Benjamin, Material Technicians, Team Leader Sales, Steel Profiles, Applications Engineer  
Hansel Judith, Sales Manager, Steel profiles  
Felix Schöller, Head of Sales Rotary Tables, Torque-Motors and Hydrostatics |
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of employees</td>
<td>About 3,300</td>
</tr>
<tr>
<td>Sector</td>
<td>Automobile industry, linear guides, electrical and electronic industry, metal processing, medical engineering, textile industry</td>
</tr>
</tbody>
</table>
| Offered services / product range | • Steel Profiles  
• Investment Castings  
• Sand Castings & Forgings  
• Gears & Winches  
• Plain Bearings  
• Hydrostatics  
• Automation Systems  
• Rotary Tables  
• Torque Motors |
| Core competencies | Department steel profiles:  
• Hot rolled  
• Cold drawn  
• Cold rolled  
• Annealed  
• Induction hardened  
Examples for the following industries: Linear guides, Automotive, mechanical engineering, woodworking, textile machines, printing machines, medical engineering, energy and electrical engineering, tool engineering and processing technology, building machines and engineering |
| Cooperation objectives | Generating new business and relationships |
| Language skills | German, English, French |
Contact.

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Web www.bw-i.de
www bw-invest.de

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Phone +49 711 123-2096
Email poststelle@mfw.bwl.de
Web www.mfw.baden-wuerttemberg.de

Association of Chambers of Commerce and Industry of Baden-Württemberg
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70174 Stuttgart
Germany
Phone +49 711 225500-60
Email info@bw.ihk.de
Web www.bw.ihk.de

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73760 Ostfildern
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Phone +49 711 327325-00
Email info@lvi.de
Web www.lvi.de

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Schlossplatz 10
76113 Karlsruhe
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Email info@l-bank.de
Web www.l-bank.de

Baden-Württemberg Confederation of Skilled Crafts
Heilbronner Str. 43
70191 Stuttgart
Germany
Phone +49 711 2637090
Email info@handwerk-bw.de
Web www.handwerk-bw.de