Baden-Württemberg Pavilion
IMTEX 2017

International Exhibition Centre · Hall 2 B · Booth 107b
Bangalore · India · January 26th – February 1st, 2017
Baden-Württemberg: international, innovative, inviting

Baden-Württemberg is Europe’s most innovative region. From this position, we are intertwined with our neighbouring countries, but also the global economic growth regions, like almost no other region in Europe. The foreign trade figures very clearly reveal our state’s integration into the global economy. In 2015, Baden-Württemberg exported goods to the value of 195 billion euros, a new record figure.

At the same time, demand from Baden-Württemberg contributes to growth and employment worldwide: because the state’s imports too reached a historical record in 2015 with 156 billion euros. Especially local industry is a reliable consumer of products from abroad.

Companies in Baden-Württemberg make a decisive contribution to the creation of global supply chains. They are frequently pioneers for new technologies and global trends. They are therefore sought as partners and courted as investors worldwide. With sustainable products and investments in innovative production technologies, they also belong to the most attractive employers in the world.

But it is not only large companies such as Daimler, Porsche, Bosch or SAP that make up the “global players” in Baden-Württemberg. Many of our medium-sized companies and hidden champions have also been globally active for a long time and – often as the global market leader in their field – very successful. International competition only exists
with new ideas and innovations. Nowhere in Europe do the state and companies invest more in research and development as in Baden-Württemberg.

The Baden-Württemberg Ministry for Economy is a strong partner for companies and their initiatives thanks to numerous funding concepts: whether it be for research or cluster initiatives, technology transfer or new global trends such as digitalisation. This is how we want to promote innovations and future technologies. In all of these areas, we cooperate on an international level and are open to new partnerships. For foreign trade, we also encourage the internationalisation of small and medium-sized companies and support their networking abroad.

New ideas and collaborative projects require an exchange of politics, economy, science and society. Baden-Württemberg therefore actively seeks a direct dialogue with its partners – in your country and your region too, as you can see at this event and in the brochures.

However, the best way is to get to know Baden-Württemberg personally. I would be very pleased to be able to welcome you soon as our guests.

Dr. Nicole Hoffmeister-Kraut MdL

Minister of Economic Affairs, Labour and Housing of the State of Baden-Württemberg
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 2014, it achieved a turnover of 70.7 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
worldwide. 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 – 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 1,012,000 employees, mechanical engineering and plant construction is the largest branch of industry in Germany. In 2015, turnover of 318 billion Euros was achieved. It develops and produces key technologies for the global market. The export ratio is 77 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 306,000 employees and a turnover of 73.9 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.
AVANTEC Zerspantechnik GmbH

Wilhelmstr. 123
75428 Illingen, Germany
Phone  +49 7042 82220
Email  info@avantec.de
Web  www.avantec.de

Participants
Michael van Well, Area Manager Export
Ioan Catalin Moroiu, Technical Sales
Omkar Pandit / Dhanashri Enterprises, Product Manager

Number of employees  101
Export quota  48%
Activities in the following countries  worldwide

Sector
Automobile industry, aerospace industry, metal processing

Offered services / product range
• Proprietary milling tools with interchangeable, ground, indexable inserts made of carbide
• Strategic process analysis

Core competencies
Independent, owner-managed family company, extremely flexible planning, productions and sales structure, global key-account sales structure. 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.

Cooperation objectives
Looking for customers, partners for the mutual use of the distribution network

Requirements for an ideal business partner
Companies that are open for production and tool improvements to increase the productivity. Companies that trust technical experts in milling to raise their own profit by using the right machining strategies and tools for a long partnership.

Language skills
German, English
BENZ GmbH Werkzeugsysteme
Im Muehlegruen 12
77716 Haslach, Germany
Phone  +49 7832 704-0
Email info@benz-tools.de
Web www.benz-tools.de

Participants
Michael Gross, Area Sales Manager
Michael Kempf, Head of Strategic Sales

Number of employees
290

Export quota
30%

Activities in the following countries
worldwide

Sector
Automobile industry, aerospace industry, metal processing

Offered services / product range
• Tool systems for CNC-lathes
• Angle heads for machining centers
• Modular quick change systems
• Broaching units
• Machine components and systems

Core competencies
BENZ is providing high quality customized tooling solutions as well as standardized products for machine tools.

Cooperation objectives
Looking for customers, representatives, agents or distributors

Language skills
English
<table>
<thead>
<tr>
<th>Participants</th>
<th>Martin Gerstner, Technical Application Specialist Representatives of Indian distributors</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of employees</td>
<td>120</td>
</tr>
<tr>
<td>Activities in the following countries</td>
<td>European Union, USA, Japan, China, Russia, Turkey</td>
</tr>
<tr>
<td>Sector</td>
<td>Automobile industry, aerospace industry, metal processing, engineering, 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, filers, saws, belt sanders. Robot spindles for automated deburring</td>
</tr>
<tr>
<td></td>
<td>• Power tools: machines with flexible shafts, power scrapers</td>
</tr>
<tr>
<td></td>
<td>• 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</td>
</tr>
<tr>
<td>Language skills</td>
<td>English, German, Indian</td>
</tr>
</tbody>
</table>
Blum-Novotest GmbH
Kaufstr. 14
88287 Gruenkraut, Germany
Phone +49 751 6008-0
Email info@blum-novotest.com
Web www.blum-novotest.com

Participants
Alexander Blum, CEO, Blum-Novotest GmbH
Belur Vittal Rao Shyam, Managing Director, Blum Novotest Measuring & Testing Technology Pvt Ltd
Iranna B Sidnal, Manager – Sales, Blum Novotest Measuring & Testing Technology Pvt Ltd
Ananthapadmanabha Rao Venkatesh, Executive Director, Blum Novotest Measuring & Testing Technology Pvt Ltd
Wolfgang Pfleghar, Regional Sales Manager, Blum-Novotest GmbH

Number of employees
500

Export quota
60 %

Activities in the following countries
Germany, Italy, England, France, Czech Republic, Sweden, Russia, USA, Brazil, Japan, China, Korea, Taiwan, Singapore, India

Sector
Automobile industry, aerospace industry, measuring and control technology, metal processing, medical engineering, die and mould

Offered services / product range
• Measuring components for machine tools: measuring systems, touch probes, tool setting probes, surface roughness gauges, bore gauges, software form control
• Test stands for automotive, hydraulics and aircraft industries measuring machines, crack detection testing machines

Core competencies
Established in 1968 and based in Ravensburg, Blum-Novotest GmbH is one of the world's leading manufacturers of high-quality measuring and testing technology for the international machine tool, aerospace and car industry. Today the family-run company employs more than 480 staff at a total of seven sites in Europe and in the USA, China, Japan, Taiwan, Singapore, Korea, India, Brazil and Thailand.

Cooperation objectives
Looking for customers, retail partners

Language skills
German, English, Hindu, Chinese, Japanese
Participant: Kenan Hakic, Application Engineer, Project Manager

Number of employees: 500

Sector: Automobile industry, metal processing, engineering, medical engineering

Offered services/product range: Deep hole drilling tools and accessories

Cooperation objectives: Looking for customers

Language skills: English
**EUCHNER GmbH + Co. KG**

Kohlhammerstr. 16  
70771 Leinfelden-Echterdingen, Germany  
Phone  +49 711 7597-0  
Email  info@euchner.de  
Web  www.euchner.de

| Participants          | Ralf Bachner, Area Export Manager EUCHNER Germany  
<table>
<thead>
<tr>
<th></th>
<th>Kameswara Rao, Managing Director EUCHNER India</th>
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<tbody>
<tr>
<td>Number of employees</td>
<td>600</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>
<td>Sector</td>
<td>Electrical and electronic industry</td>
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<tr>
<td>Offered services/</td>
<td>Magnetically coded/transponder-coded safety</td>
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<tr>
<td>product range</td>
<td>switches, transponder-coded safety switches</td>
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<td>with guard locking, multifunctional gate box</td>
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<td>MGB, electromechanical safety switches,</td>
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<td>electronic key system EKS, hand-held pendant</td>
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<td>stations and handwheels, position switches,</td>
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<td>joysticks, multiple limit switches, identifica-</td>
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<td></td>
<td>tions systems, safety relays &amp; control systems,</td>
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<td></td>
<td>enabling switches, emergency stop devices.</td>
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<tr>
<td>Core competencies</td>
<td>EUCHNER is an international family business. 15</td>
</tr>
<tr>
<td></td>
<td>subsidiaries cover the world along with 24</td>
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<tr>
<td></td>
<td>authorized sales offices. The Swabian company</td>
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<td></td>
<td>is managed by Mr. Stefan Euchner. The company</td>
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<td></td>
<td>has a leading position in safety products. EUC-</td>
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<td></td>
<td>HNER safety switches monitor the position of</td>
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<td>safety guards on machines and installations</td>
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<td></td>
<td>electro-mechanically and electronically with a</td>
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<td></td>
<td>high degree of reliability.</td>
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<td>Cooperation objectives</td>
<td>Looking for customers</td>
</tr>
<tr>
<td>Language skills</td>
<td>German, English, Hindi</td>
</tr>
<tr>
<td>Participant</td>
<td>Kevin Dilger, Consulting Engineer Export</td>
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</tr>
<tr>
<td>Number of employees</td>
<td>220 in Germany – 400 worldwide</td>
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<tr>
<td>Export quota</td>
<td>40 %</td>
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<tr>
<td>Activities in the following countries</td>
<td>worldwide</td>
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<tr>
<td>Sector</td>
<td>Metal processing, engineering, services, machine tool business</td>
</tr>
<tr>
<td>Offered services/ product range</td>
<td>• Static and driven tools for CNC-lathes and multitasking machines</td>
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<tr>
<td></td>
<td>• Quick change systems Varia VX</td>
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<tr>
<td></td>
<td>• Grooving equipment</td>
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<td>• Gear hobbing tools</td>
</tr>
<tr>
<td>Core competencies</td>
<td>Standard and special tooling solutions for CNC-Lathes and CNC-Milling machines.</td>
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<tr>
<td>Cooperation objectives</td>
<td>Looking for customers</td>
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<tr>
<td>Language skills</td>
<td>German, English</td>
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<tr>
<td>Participant</td>
<td>Frank Schneider, Director Sales Export</td>
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<tr>
<td>Number of employees</td>
<td>220</td>
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<tr>
<td>Export quota</td>
<td>50%</td>
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<td>Activities in the</td>
<td>worldwide</td>
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<tr>
<td>following countries</td>
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<tr>
<td>Sector</td>
<td>Machine tool building</td>
</tr>
<tr>
<td>Offered services /</td>
<td>Large 5-/6-axes high speed milling</td>
</tr>
<tr>
<td>product range</td>
<td>machines, horizontal machining centers</td>
</tr>
<tr>
<td>Core competencies</td>
<td>• 3 axes milling head patented, special</td>
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<td>high dynamic and high precision</td>
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<td>milling head with torque motor and gear</td>
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<td>combination patented</td>
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<td></td>
<td>• Automation solutions</td>
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<td></td>
<td>• Machining of aircraft parts in</td>
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<td>titanium, aluminum, inconel, CFK,</td>
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<td>GFK</td>
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<td>• Machining of autornative parts in</td>
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<td>steel, cast iron, aluminum, plastic</td>
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<td>and clay</td>
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<tr>
<td>Cooperation objectives</td>
<td>Looking for customers and seeking market</td>
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<tr>
<td>Language skills</td>
<td>English</td>
</tr>
</tbody>
</table>
Felss Shortcut Technologies

Dieselstr. 2
75203 Koenigsbach-Stein, Germany
Phone +49 7232 402-0
Email info.felss-systems-stein@felss.com
Web www.felss.com

Participant
Michael Bayer, Corporate Sales Director Asia Pacific

Number of employees
595

Activities in the following countries
Germany, Switzerland, China, USA

Sector
Automobile industry

Offered services / product range
The Felss Group manufactures metal processing machines and components for a variety of sectors, such as the automotive industry, under the brand name Felss Shortcut Technologies. Its technological focus is on the cold forming processes of rotary swaging, axial forming, bending, autofrettage and tube end forming.

More information is available at www.felss.com

Core competencies
Make or buy? Felss customers do not need to decide between in-house production or external procurement. Felss accompanies its customers from development up to the finished component and, if requested, can also takeover their production – at sites all over the world. Make and buy, instead of make or buy.

Cooperation objectives
Looking for customers

Language skills
English, German, Chinese
Gehring Technologies GmbH
Gehringstr. 28
73760 Ostfildern, Germany
Phone +49 711 3405-0
Email info@gehring.de · jcfincato@gehring.in
Web www.gehring.de

Participants
Jean-Christophe Fincato, Managing Director – Gehring India
Peter Lang, CSO – Gehring Technologies GmbH
Friederike Gohnert, Key Account Manager – Gehring Technologies GmbH

Number of employees
approx. 800

Export quota
70 %

Activities in the following countries
worldwide, subsidiaries: Germany, India, USA, China, France, United Kingdom, Brazil

Sector
Measuring and control technology, metal processing, services

Offered services / product range
• Honing machines, honing tools and abrasives
• Job honing and machine trials
• Retrofit and modernization of machines, tool reconditioning
• Technical customer service
• Laser structuring machines
• Gauging systems
• Automation systems
• Digital solutions

Core competencies
As a globally operating machine tool company and expert in the field of advanced honing technology, Gehring unites both tradition and innovation. We are your reliable partner in finding innovative solutions to meet current demands and future challenges. We promise to provide our customers everything from one source, offering individual system and process solutions.

Cooperation objectives
Looking for customers

Language skills
German, English, French
<table>
<thead>
<tr>
<th>Participant</th>
<th>Harald Haug, Head of Export</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of employees</td>
<td>1,300</td>
</tr>
<tr>
<td>Export quota</td>
<td>38%</td>
</tr>
<tr>
<td>Activities in the following countries</td>
<td>70 countries worldwide, Europe, Asia, North &amp; South America</td>
</tr>
<tr>
<td>Sector</td>
<td>Automobile industry, aerospace industry, engineering, metal processing, precision tooling, medical engineering</td>
</tr>
</tbody>
</table>
| Offered services/product range | • Grooving, parting off, broaching, boring, threading tools for external and internal application  
• Groove milling cutter, circular milling tools  
• Solid end mills, reaming tools  
• Special tools upon customers request |
| Core competencies | All kind of grooving, parting off, side turning, broaching and threading operations – internal and external on CNC-laths, machining centres or special purpose machines. Very wide product range for all kind of grooving or groovemilling operations. Very short leadtimes for tools made upon customers requests. Highly skilled technical support. |
| Language skills | English |

Hartmetall Werkzeugfabrik Paul Horn GmbH
Unter dem Holz 33 – 35
72072 Tübingen, Germany
Phone  +49 7071 7004-0
Email  harald.haug@phorn.de
Web  www.phorn.de
INDEX-Werke GmbH & Co. KG
Plochinger Str. 92
73730 Esslingen, Germany
Phone +49 711 3191 – 0
Email info@index-werke.de
Web www.index-traub.com

Participant
Claus Ritter, Senior Regional Sales Manager

Number of employees
2,150

Export quota
40%

Activities in the following countries
worldwide

Sector
Metal processing, engineering, machine tool industry

Offered services/product range
• Consulting and sales of machinery for the manufacturing of turning/milling parts
• Service support for INDEX/TRAUB-machines, delivered to India

Core competencies
The INDEX-group is one of the leading turning machine manufactures in the world. We offer various kind of multifunctional CNC-turning machines, as turn-mill, turn-grind, universal, production, vertical turning, sliding headstock and CNC multisindle machines, suitable for the production of precision parts. Furthermore, due to many years of experience, we have a high knowledge in applications.

Cooperation objectives
Looking for customers

Language skills
German, English
<table>
<thead>
<tr>
<th>Participant</th>
<th>Kurt Bening, Product Market Manager</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of employees</td>
<td>99</td>
</tr>
<tr>
<td>Export quota</td>
<td>50%</td>
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<td>Activities in the</td>
<td>worldwide</td>
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<tr>
<td>following countries</td>
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<tr>
<td>Sector</td>
<td>Automobile industry, aerospace</td>
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<td></td>
<td>industry, measuring and control</td>
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<td></td>
<td>technology, engineering, metal</td>
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<td></td>
<td>processing</td>
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<tr>
<td>Offered services /</td>
<td>Precision tools, shrinking</td>
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<tr>
<td>product range</td>
<td>technology, measuring and testing</td>
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<td></td>
<td>equipment, taper cleaners, tool</td>
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<td></td>
<td>presetters, workpiece measurement,</td>
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<td></td>
<td>tool management, service</td>
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<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>
<tr>
<td>Cooperation objectives</td>
<td>Looking for sales agents/sellers,</td>
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<td></td>
<td>representatives, agents or</td>
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<tr>
<td></td>
<td>distributors, customers and seeking</td>
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<tr>
<td></td>
<td>market information</td>
</tr>
<tr>
<td>Requirements for an</td>
<td>Established distribution network,</td>
</tr>
<tr>
<td>ideal business partner</td>
<td>technical knowledge in the</td>
</tr>
<tr>
<td></td>
<td>field of precision tools/presetters</td>
</tr>
</tbody>
</table>
König-mtm GmbH, Spanntechnik

Am Stammholz 13
97877 Wertheim, Germany
Phone +49 9342 8760
Email sales@koenig-mtm.de
Web www.koenig-mtm.de

Participants

Thomas Graf, Sales manager
Thomas Breunig, Technical support and sales

Activities in the following countries

India, USA, China, Taiwan, Korea, Japan, Great Britain, Europe

Sector

Automobile industry, aerospace industry, measuring and control technology, metal processing, engineering, medical engineering

Offered services / product range

• Manufacturer of hydraulic and mechanical clamping fixtures in customizied design
• Mostly used in the field of gear production, grinding, hobbing and turning

Cooperation objectives

Looking for customers, representatives, agents or distributors

Language skills

English
SHW Werkzeugmaschinen GmbH
Alte Schmiede 1
73433 Aalen, Germany
Phone +49 7361 5578-800
Email info@shw-wm.de
Web www.shw-wm.de

Participants
Johannes Eitdorf, Area Sales Manager
Jörg Sachsenheimer, Head of Sales Service
Sameer Abhyankar, Sales Manager India

Number of employees
250

Export quota
55%

Activities in the following countries
worldwide

Sector
Metal processing, services

Offered services / product range
SHW Werkzeugmaschinen (WM) GmbH is one of the world’s leading manufacturers of travelling column milling and turning machines, universal machining centers and gantry-type portal milling machines for the automated machining of large parts in one set up.

Core competencies
Milling, turning, boring, grinding

Cooperation objectives
Looking for customers

Language skills
English, German
SMS Maschinenbau GmbH
Brunnenstr. 117 – 119
72461 Albstadt-Tailfingen, Germany
Phone  +49 7432 98408-0
Email  sms@sms-gmbh.de
Web    www.sms-gmbh.de

Participants
Andreas Strobel, Director Sales
Herbert Loeffler, Projection & Sales

Number of employees
80

Export quota
60%

Activities in the following countries
USA, China, India, Japan, Korea, Russia, Taiwan, Europe

Sector
Measuring and control technology, metal processing, engineering

Offered services / product range
• Universal CNC-Worm and thread grinding machines
• Thread relief grinding machines
• Gear hob grinding machines and lathes
• Dressing machines
• Tap measuring machines

Core competencies
Very good cost performance ratio, SMS has the right machine for any challenge in the field of precise threads

Cooperation objectives
Looking for customers, representatives, agents or distributors
Producer in the tool field

Requirements for an ideal business partner

Language skills
German, English
TIBO Tiefbohrtechnik GmbH
Benzstr. 5
72793 Pfullingen, Germany
Phone  +49 7121 99426-0
Email   info@tibo.com
Web     www.tibo.com

Participant
Stefan Haas, Sales Manager International
worldwide

Activities in the following countries
Automobile industry, aerospace industry, plastics industry, metal processing, medical engineering, die and mould

Sector

Offered services/product range
Deep hole drilling machines (gundrilling machines) for BTA, single lip method and cross table machines from modular system components

Core competencies
Excellent quality level for products and service in standard and special solutions

Cooperation objectives
Seeking market information

Language skills
German, English
<table>
<thead>
<tr>
<th>Participant</th>
<th>Markus Lichtl, Senior Sales Manager</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of employees</td>
<td>30</td>
</tr>
<tr>
<td>Export quota</td>
<td>50 %</td>
</tr>
<tr>
<td>Activities in the</td>
<td>Europe, USA, Kanada, India, South-Africa, Brazil, South Korea</td>
</tr>
<tr>
<td>following countries</td>
<td></td>
</tr>
<tr>
<td>Sector</td>
<td>Automobile industry, aerospace industry, measuring and control technology, metal processing</td>
</tr>
<tr>
<td>Offered services /</td>
<td>• Transfer machines (TSM)</td>
</tr>
<tr>
<td>product range</td>
<td>• Rotary indexing machines (RTM)</td>
</tr>
<tr>
<td></td>
<td>• Linear indexing machines (LTM)</td>
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<td></td>
<td>• Center measuring device (CMD)</td>
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<tr>
<td>Core competencies</td>
<td>The TSM 280 is a highly efficient rotary table transfer machine that allows complex parts to be produced on a single, extremely flexible production unit. Customised. Compact. Precise. A wide range of workpieces can be machined, be it cold extrusion parts, tubes, turned parts, straight turned parts or bar/coil material – the TSM 280 guarantees reliable and cost-effective production performance for many different industries.</td>
</tr>
<tr>
<td>Cooperation objectives</td>
<td>Looking for customers</td>
</tr>
<tr>
<td>Language skills</td>
<td>German, English</td>
</tr>
</tbody>
</table>
Contact.

Baden-Württemberg International
Agency for International Economic and Scientific Cooperation
Haus der Wirtschaft
Willi-Bleicher-Str. 19
70174 Stuttgart
Germany
Phone +49 711 22787-0
Email info@bw-i.de
Web www.bw-i.de
www.bw-invest.de

Ministry of Economic Affairs, Labour and Housing
Baden Württemberg
Postal address: Office building:
Neues Schloss, Schlossplatz Theodor-Heuss-Str. 4
70173 Stuttgart 70174 Stuttgart
Germany Germany
Phone +49 711 123-2096
Email poststelle@mfw.bwl.de
Web www.wm.baden-wuerttemberg.de

Association of Chambers of Commerce and Industry of Baden-Württemberg
Jägerstr. 40
70174 Stuttgart
Germany
Phone +49 711 225500-60
Email info@bw.ihk.de
Web www.bw.ihk.de

LVI – Federation of Industry of the State of Baden-Württemberg Inc.
Gerhard-Koch-Str. 2 – 4
73760 Ostfildern
Germany
Phone +49 711 327325-00
Email info@lvi.de
Web www.lvi.de

L-Bank
State Bank of Baden-Württemberg
Schlossplatz 10
76113 Karlsruhe
Germany
Phone +49 721 150-0
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