Baden-Württemberg Pavilion
IMTS 2018

Chicago, McCormick Place, West Building, Booth W43179
September 10 – 15, 2018
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 2016, Baden-Württemberg exported goods to the value of 191 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 2016 with 162 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 of Economic Affairs, Labour and Housing 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 2016, the gross domestic product generated by Baden-Württemberg companies amounted to 477 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 4.9 per cent of GDP (2015), 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 308,000 employees, the mechanical engineering sector is the largest industrial employer in Baden-Württemberg. In 2016, it achieved a turnover of 76.3 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**  
10.9 million – approx. 13 % of Germany

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

**The economy**
- Gross domestic product (GDP): 477 billion euros  
  – 15.2 % of German GDP
- GDP per inhabitant: 43,640 euros
- Exports: 191 billion euros
- Export volume/inhabitant: 17,460 euros
- Research and development spending (in 2015):  
  4.9 % of GDP (German average: 2.9 %)

**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 percent 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 2016*
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
VDMA Baden-Württemberg
Kronenstr. 3
70174 Stuttgart, Germany
Phone +49 711 22801-12
Email info@vdma.org
Web www.vdma.org

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 mediumsized 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.
ACSYS Lasertechnik US Inc.

8224 Nieman Road
66214 Lenexa, Kansas, USA
Phone +1 816 299-1782
Email info@acsyslaser.com
Web www.acsyslaser.com

Participants
Andreas Plauschin, Vice President
Truman Stegmaier, Sales Manager North America
Shawn James, Service & Applications Engineer North America

Number of employees
110

Activities in the following countries
Worldwide

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

Offered services/product range
ACSYS is an engineering and manufacturing company for high-precision laser machining centers used in cutting, welding, engraving and marking. Thus, the company offers customer-oriented solutions for machining different materials. A highly motivated team provides support for all projects worldwide in a collaborative partnership – from planning to commissioning of the laser systems at the customer’s.

Core competencies
Laser installations and software development for processes involving marking, digitalization, engraving, cutting and welding with lasers → standard models and customizations

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

Language skills
German, English
**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  
<table>
<thead>
<tr>
<th></th>
<th>Ralf Pursche, Sales Manager at Bloksma Corp.</th>
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<tbody>
<tr>
<td>Number of employees</td>
<td>38</td>
</tr>
<tr>
<td>Export quota</td>
<td>35 %</td>
</tr>
<tr>
<td>Activities in the following countries</td>
<td>Germany, USA, Mexico, Brazil, France, Spain, Poland, Bulgaria, Hungary, Turkey, Switzerland, Austria, China, Russia, India, Sweden</td>
</tr>
<tr>
<td>Sector</td>
<td>Automobile industry, electrical and electronic industry, engineering, aerospace industry, metal processing, material logistics, optimization of manufacturing processes, lean factory, factory organization</td>
</tr>
<tr>
<td>Offered services / product range</td>
<td>Transport logistics: lifters, trolleys, workpiece carriers, supermarkets, transport pallets, workstations, milkrun carts, taxi carts, gantry carts, engineering etc.</td>
</tr>
<tr>
<td>Core competencies</td>
<td>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.</td>
</tr>
<tr>
<td>Cooperation objectives</td>
<td>Looking for customers, retail partners, representatives, agents or distributors, seeking market information</td>
</tr>
<tr>
<td>Requirements for an ideal business partner</td>
<td>Profound knowledge of the market, good connectionsto various markets and customers</td>
</tr>
<tr>
<td>Language skills</td>
<td>English</td>
</tr>
</tbody>
</table>
Borries Marking Systems LLC

3744 Plaza Drive, Suite 1C
48108 Ann Arbor (MI), USA
Phone  +1 734 761-9549
Email  info@borriesusa.com
Web  www.borries-usa.com

Participants
Don Hubchik, General Manager
Holger Markgraf, Sales & Marketing Manager

Number of employees
100

Export quota
35%

Activities in the following countries
Worldwide

Sector
Automobile industry, electrical and electronic industry, engineering, aerospace industry, measuring and control technology, medical engineering, plastics industry, metal processing, chemicals industry, railway industry, heavy equipment industry, defense

Offered services / product range
Machines and tools for direct, permanent marking based on material displacement technology:
• Scribe, stylus and dot-peen marking techniques
• Conventional and type-wheel marking technology
• Laser marking technology
• Special-purpose machines

Core competencies
Best possible partner in the marketplace, quality and service, joint development work in close collaboration with our customers, innovative personnel, ongoing improvement, all our customers, associates and employees are treated with respect and appreciation.

Cooperation objectives
Looking for customers, partners for the mutual use of the distribution network, representatives, agents or distributors, production partners

Requirements for an ideal business partner
• Established distribution network of non-automotive industries in the US
• Technical knowledge in the field of tooling & manufacturing processes

Language skills
English
Georg Schlegel GmbH & Co. KG
Kapellenweg 4
88525 Duermentingen, Germany
Phone +49 7371 5020
Email info@schlegel.biz
Web www.schlegel.biz

Participants
Christoph Schlegel, Managing Director
Wolfgang Zoll, Sales Manager

Number of employees
220

Export quota
45%

Activities in the following countries
Worldwide

Sector
Electrical and electronic industry, engineering, medical engineering, metal processing, textile industry

Offered services/products
Schlegel is a worldwide operating company manufacturing a wide range of control units, emergency-stops, pilot lights, jacks, enclosures, limit switches, bus components, and terminal blocks. The products are being used in all kind of machines, on control panel, in switching cabinets – in other words wherever pushbutton operation is required.

Core competencies
The main focus of Schlegel is the development, production and marketing of practical and design orientated products with high quality standard proved by more than 90 national and international design awards. The ultimate ambition is satisfaction of customers which is based on a consistent quality management (DIN EN ISO 9001), a comprehensive product line and motivated staff.

Cooperation objectives
Looking for customers, representatives, agents or distributors, expand our market presence and distributor network

Requirements for an ideal business partner
Sales experience in the field of electrical engineering, good knowledge of the US market.

Language skills
German, English
**Henninger GmbH & Co. KG**

Humboldtstr. 20  
75334 Straubenhardt, Germany  
Phone +49 7082 9241-0  
Email info@henningerkg.de  
Web www.henningerkg.de

### Participants

- Dominik Kerres, Sales Manager  
- Rolf Deppert, RPD Industries, Inc., Sales Agent  
- Charlie Young, Centerline, Inc., Sales Agent

### Number of employees

25

### Export quota

50%

### Activities in the following countries

Worldwide

### Sector

Automobile industry, engineering, aerospace industry, medical engineering, plastics industry, metal processing, textile industry

### Offered services / product range

- Spindle speed increasers  
- Angle heads  
- Live centres  
- Spindles  
- Centre grinding machines  
- Service for our products

### Core competencies

Established in 1956, the German company Henninger develops and produces high precision and high quality tools and centre grinding machines.  
All products are “Made in Germany” and are focused on the demands of the metal working industry.

### Cooperation objectives

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

### Language skills

German, English
### Johs. Boss GmbH & Co. KG

Talstr. 19  
72461 Albstadt, Germany  
Phone +49 7432 9087-0  
Email contact@johs-boss.de  
Web www.johs-boss.de

| Participants | Joe Mazzenga, JBO Sales Representative USA  
Thomas Rapp, Member of the Management / Head of Sales |
| Number of employees | 160 |
| Activities in the following countries | Worldwide |
| Sector | Measuring and control technology, metal processing, precision tool manufacturer |
| Offered services / product range |  
• 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 |
| Core competencies | 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. |
| Cooperation objectives |  
• Seeking market information  
• Looking for customers, representatives, agents or distributors |
| Language skills | English, German |
**KELCH Inc.**

600 Albion Avenue  
Schaumburg, IL 60193, USA  
Phone +1 847 439-9600  
Email info@kelch-inc.com  
Web www.kelch.de

| Participants | Frank Wildbrett, Managing Director, Kelch Inc. USA  
Mirza Tufekovic, Manager Service & Sales, Kelch Inc. USA |
<table>
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<tbody>
<tr>
<td>Year of foundation</td>
<td>1942</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 following countries</td>
<td>Worldwide</td>
</tr>
<tr>
<td>Sector</td>
<td>Automobile industry, aerospace industry, measuring and control technology, engineering, metal processing</td>
</tr>
<tr>
<td>Offered services / product range</td>
<td>Precision tools, shrinking technology, measuring and testing equipment, taper cleaners, tool presetters, workpiece measurement, tool management, service</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 ideal business partner | Established distribution network, technical knowledge in the field of precision tools / presetters |
| Language skills | German, English |
Kern GmbH – Spindel Full-Service

Kleineschle 18
72393 Burladingen, Germany
Phone +49 7475 95100
Email kern@spindelfullservice.de
Web spindelfullservice.com

Participant
Michael Kern, Sales Manager USA, Marketing Manager, Business Psychologist B.A.

Number of employees
30

Export quota
30%

Activities in the following countries
Worldwide (Europe, China, Korea, Mexico, USA, India)

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

Offered services / product range
With our worldwide on-site spindle consulting services, we have been an indispensable partner for failure analysis and the repair of grinding, milling and rotary spindles since the year 2000. We guarantee the fast, flexible and reliable repair, optimization and modification of motor spindles and externally driven spindles of all types and brands. This ensures optimum downtime and cost savings.

Core competencies
“Our spindle repairs and the individual spindle service go beyond simple repair: thanks to precise optimization, we make your motor or belt spindle as efficient and powerful as a new one.”

• We minimize your spindle downtime and maximize your production Efficiency
• Worldwide maintenance contracts
• We offer one year warranty for spindle repairs
• Spindle expert advice at any time by telephone

Cooperation objectives
Looking for customers, partners for the mutual use of the distribution network, representatives, agents or distributors

Language skills
English, German
Klein Maschinenbau GmbH & Co. KG
Humboldtstr. 20
75334 Straubenhardt, Germany
Phone +49 7082 92416-0
Email info@klein-zs.de
Web www.klein-zs.de

| Participants               | Dominik Kerres, Sales Manager  |
|                          | Rolf Deppert; RPD Industries, Inc., Sales Agent |
| Export quota              | 40 % |
| Activities in the         | Worldwide |
| following countries       | |
| Sector                    | Automobile industry, aerospace industry, medical engineering, metal processing, textile industry |
| Offered services/         | • Centre Grinding Machines  |
| product range             | • Centre Lapping Machines    |
|                          | • Service for our products  |
| Core competencies         | Production and sales of centre grinding and centre lapping machines |
| Cooperation objectives    | Looking for customers, retail partners, wholesale partners, representatives, agents or distributors |
| Language skills           | German, English |
| **Participants** | Kirk Tippery, Vice president, sales / marketing, KNOLL America Inc.  
Roland Laengle, President, KNOLL America Inc.  
Matthias Knoll, CEO, KNOLL Maschinenbau GmbH |
| **Number of employees** | 1,100 worldwide, 11 in US |
| **Activities in the following countries** | Worldwide |
| **Sector** | Automobile industry, engineering, aerospace industry, metal processing, services, filtration, conveying |
| **Offered services / product range** | Chip conveyors, filters / separators, chip reducers, central filtration systems, screw pumps, progressing cavity pumps, centrifugal pumps, assembly and transport systems |
| **Core competencies** | KNOLL Maschinenbau GmbH is one of the leading suppliers of conveying and filter systems for chips and cooling lubricants in the metal processing industry. Our displacement pumps and drum unloaders are also used in the chemical and food industries. KNOLL America Inc. is located in Madison Heights, MI and provides first-class Sales & Service, pump repair and assembly for the KNOLL portfolio. |
| **Cooperation objectives** | Looking for customers, suppliers / subcontractors |
| **Language skills** | English, German |

KNOLL America Inc.  
313 West Girard  
48071 Madison Heights, Michigan, USA  
Phone +1 248 588-1500  
Email sales@knollamerica.com  
Web www.knollamerica.com/
<table>
<thead>
<tr>
<th>Participants</th>
<th>Peter Fischer, Head of Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Stefan Leinauer, Technical Specialist &amp; Sales</td>
</tr>
<tr>
<td>Number of employees</td>
<td>55</td>
</tr>
<tr>
<td>Export quota</td>
<td>10%</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, engineering, aerospace industry, metal processing</td>
</tr>
<tr>
<td>Offered services/</td>
<td>• Precision cutting tools</td>
</tr>
<tr>
<td>product range</td>
<td>• Tool Clamping</td>
</tr>
<tr>
<td></td>
<td>• Special tools</td>
</tr>
<tr>
<td></td>
<td>• Engineering</td>
</tr>
<tr>
<td>Core competencies</td>
<td>Trust the experts with more than 40 years of experience in cutting technologies. The specialists with the most modern equipment for the development, design and manufacture of precision tools. The partners who discover synergies between man and technology and who are able to develop them for your success.</td>
</tr>
<tr>
<td>Cooperation objectives</td>
<td>Looking for customers, representatives, agents or distributors, seeking market information</td>
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<tr>
<td>Requirements for an</td>
<td>Generating new business and -relationship, expanding the Business Network</td>
</tr>
<tr>
<td>ideal business partner</td>
<td></td>
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<tr>
<td>Language skills</td>
<td>German, English</td>
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</tbody>
</table>
RAFI GmbH & Co. KG

Ravensburger Str. 128 – 134
88276 Berg / Ravensburg, Germany
Phone  +49 751 89-0
Email  info@rafi.de
Web  www.rafi.de

Participants
Christian Schwegler, Regional Manager America/Asia
Gary Mountford, Vice President Sales, RAFI USA INC.
Alfred Klein, Chief Executive Officer, RAFI USA INC.

Number of employees
2,500 (RAFI Group)

Export quota
33 %

Activities in the following countries
Worldwide sales locations and representatives, USA: Subsidiary RAFI USA INC. and distributors and sales representatives

Sector
Automobile industry, electrical and electronic industry, engineering, measuring and control technology, medical engineering

Offered services / product range
Electromechanical components: pushbuttons, control components, E-stops, tactile & key switches, signal lamps, operating, communication and control systems: keyboards, panels, touchscreens, 3D data entry systems, software, electronic manufacturing services (EMS), automotive HMI components and systems

Core competencies
• Development and production of electromechanical components, data entry systems, electronics & software
• HMI hard-/software development, plastic injection molding, metal processing, SMT/ THT PCB assembly, printing technologies, production of touchscreen sensors & systems
• More than 100 years of experience in the business of Human Machine Interfaces
• Global sales and purchasing structure

Cooperation objectives
Looking for customers

Language skills
German, English
### 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>
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<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 80 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>
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</table>
SPREITZER GmbH & Co. KG

Bruecklestr. 21
78559 Gosheim, Germany
Phone +49 7426 9475-0
Email info@spreitzer.de
Web www.spreitzer.de

Participants
Michael Spreitzer, CEO
Konrad Schnorr, Sales

Number of employees
45

Export quota
25%

Activities in the following countries
Worldwide

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

Offered services / product range
- Centre-clamping vises
- Workholding for CNC machines and automation cells
- High precision vises for grinding and EDM
- Vacuum clamping
- Magnetic clamping
- Fixturing for CMM machines
- Concentricity gages
- Custom made fixtures

Core competencies
- World’s largest selection of centre-clamping vises since 1983
- Raw material clamping without pre-stamping
- We supply custom-made clamping fixtures in OEM quality.

Cooperation objectives
Looking for customers, retail partners, wholesale partners, representatives, agents or distributors, partners for the mutual use of the distribution network

Requirements for an ideal business partner
Technical know-how in the field of workholding or measuring. Knowledge and close relationships with business partners in your respective sales area who need clamping and measuring tools.

Language skills
German, English
| Participants                      | Markus Esslinger, Sales Manager  
| Steven Copeland (REED Machinery Inc.), VP Sales & Marketing |
| Number of employees              | 90 |
| Export quota                     | 50% |
| Activities in the following countries | Worldwide |
| Sector                           | Automobile industry, electrical and electronic industry, engineering, measuring and control technology, metal processing, fittings, aerospace industry, railway industry, bicycle industry, solar technology, automation |
| Offered services / product range | Thread cutting heads, axial and tangential thread rolling heads, multi-cutter turning heads, driven tools, dividing units, tailstocks, rotary tables, balancing stands |
|                                 | Thread Rolling Machines from REED Machinery Inc. (www.reed-machinery.com) |
| Core competencies                | We offer the whole range of precision tools for external thread production. Thanks to our precision tools, external threads can be manufactured fast and precisely, also for mass-production. We are the only manufacturer that produces the whole range of cutting and rolling heads. |
| Cooperation objectives           | Looking for customers, market information |
| Language skills                  | German, English |
Contact.

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