German machine tools are in demand all over the world. The products are innovative and technologically unsurpassed; the companies operate on an international scale, offering their customers machines, solutions and services from a single source. The performance of Germany’s machine tool industry has been crucial in establishing the superlative reputation of the “Made in Germany” tag.
With cutting-edge technology to global vendor supremacy: a portrait of the German machine tool industry

Machine tools “Made in Germany” are the key to success, particularly in times of globalized change. They supply industrial manufacturers with technologies of innovative excellence, which help them to meet and master the challenges of both the present and the future, thus guaranteeing sustained technical progress. Besides the products themselves, it’s primarily the single-sourced solutions and services that have crucially underpinned the sector’s magnificent reputation for generations now.

The factors behind the success of the companies concerned include a highly qualified workforce, the good infrastructure in place throughout Germany and the dense network of can-do suppliers. And they include discerning customers, with whom very often joint development and trialling projects are conducted, plus not least the performatively excellent teams of researchers, who make sure that the very latest findings are incorporated in the machine tools produced. Currently, for example, the issues of digitalisation and networking in the industrial sector are the subject of intensive discussions, as are additive manufacturing processes. German machine tool manufacturers are working tirelessly on incorporating in their products the resultant advantages for their customers. With all these pluses, the German machine tool industry ranks among the world’s top producers and exporters on the international machine tool market, helping its customers all over the world to be and remain successful.

The machine tool industry plays an absolutely key role for industrial manufacturing operations: it supplies production technology for metalworking jobs in all branches of industry, thus making a crucial contribution towards upgrading productivity levels.
Indian economy is growing. State-of-the-art machine tools play an important role in the thrust for modernisation and diversification. India imports almost 70 per cent of its production technology requirements, and Germany is one of its major supplier nations for top-quality production technology.

When the requirements of Indian users become more stringent, and their demand profiles more complex, German manufacturers are guarantors for the right solution. The use of sophisticated production technology from Germany ensures that Indian vendors can score highly on the global market in terms of not only pricing, but quality as well.

For German machine tool manufacturers, India is an important growth market. Following a downturn in deliveries during 2013/14, there was a welcome recovery during the past two years and the first half of 2017. The principal categories delivered were machining centres, gear-cutting machines, parts and accessories, and grinding machines. These technologies are used in an enormous range of different Indian customer sectors. With its long years of intensive expertise in all fields of international metalworking, the German machine tool industry is a valuable partner for India’s industrial customers. With its mid-tier structure, it is also a much-in-demand supplier for medium-sized companies in India as well.

The market, however, requires a continuous presence and support. Which is why the German machine tool industry showcases its capabilities for its Indian customers at regular intervals. For example, it exhibits at the Imtex and organises technology symposiums in various industrial regions, most recently during 2016 in Chennai and Pune.
Industry 4.0: digitalisation and networking in production

The “Red Book”: reference directory to the German machine tool industry

Germany is the front-runner when it comes to digitalisation and networking in factories and along the entire value added chain. The machine tool, as a central enabler for the production operation, plays a key role in this process.

German machine tools are already at the leading edge of technical progress, thanks not least to the sector’s long years of experience in digitalisation, starting with automation by means of CNC control systems. With the options now provided by horizontal and vertical networking, a further development thrust is being triggered, creating important competitive advantages for the customers and also driving the sector forward as a supplier of factory equipment for the whole world.

The paramount issue nowadays is coherently consistent interfacing of machines, lines and peripherals with a harmonised database on all levels of the manufacturing system and the factory. The acquisition, processing and analysis of data increase transparency in the processes and delivery chains concerned, resulting in higher productivity, capacity utilisation and ideally flexibility as well. This has beneficial effects for the customer on all worksteps to do with an order, from order reception to final delivery of the product involved.

Well-known German makers of machine tools and manufacturing technology present their offerings in what is called the “Red Book”, the VDW’s reference directory.

For metal-processing and production-technology professionals around the world, this is a firmly established instrument and the definitive compendium of the technological capabilities offered by German machine tool makers. Customers can find over 400 types of machines and more than 2,000 different products, all listed right down to technical details. The “Red Book” provides a precise and detailed overview of everything on offer. Information can be searched for by product or company, and links take you to the companies’ own websites. Reflecting German manufacturers’ presence on the international market – nearly 70 per cent of German machine tool production is exported – the content is available in five different languages. The “Red Book” is available on the internet under www.vdwredbook.com.

Contact:
Hans-Günter Patzek
phone +49 69 756081-28
hg.patzek@vdw.de

Contact:
Dr. Alexander Broos
phone +49 69 756081-17
a.broos@vdw.de
VDW: door-opener for your business with the German machine tool industry

The VDW (German Machine Tool Builders' Association), based in Frankfurt/Main, represents the interests of the German machine tool industry. 300 companies, which account for about 90 per cent of the sector's total turnover, are voluntary members of the association.

The VDW on the one hand is the face of the industry to the public, politicians, business partners and the scientific community. But first of all it is a service provider for its members. Based on an in-depth knowledge of the industry, the VDW informs them with supreme competence, provides advice, and supports them concerning individual questions and problems.

As one of the few trade associations that organise exhibitions for the international machine tool industry, the VDW has long decades of experience in this field. Under the quality seal of "A VDW Trade Fair", it stages the international exhibition for metalworking technologies, the META in Düsseldorf, next scheduled for 20 to 24 February 2018.

In addition, the VDW accompanies its members to manufacturing technology exhibitions in the most important export markets. The association applies for medium-sized companies to penetrate new markets. The German Ministry of Economics. This assists small and important export markets. The association applies for manufacturing technology exhibitions in the most

Contact:
VDW – German Machine Tool Builders’ Association
Phone +49 69 756081-0
vdw@vdw.de
www.vdw.de

German Machine Tool Builders’ Association

A Acsys Lasertechnik GmbH, www.acsys.de
Alzmetall Werkzeugmaschinenfabrik und Gießerei Friedrich GmbH & Co. KG, www.alzmetall.de
Anderson Europe GmbH, www.anderson-europe.com
Andritz Feed & Biofuel BW, www.andritz.com, NL
Anger Machining GmbH, www.anger-machining.com
Anisto Graphite Systeme GmbH & Co. KG, www.anisto.de
Arkü Maschinenbau GmbH, www.arku.de
Artsis GmbH, www.artsis.de
Balluff GmbH, www.balluff.de
BDG GmbH, www.bdg-online.de
Becker-Beckherd, www.becker-beckherd.de
Behringer GmbH Maschinenfabrik und Eisengießerei, www.behringer.net
Benz GmbH Werkzeugsysteme, www.benz-tools.de
Carl Benzinger GmbH, www.benzinger.de
Beutler Nova AG, www.beutler-nova.ch, CH
Bochumer Eisenhütte Heinitzmann GmbH & Co. KG, www.be-th.de
Bosch Rexroth AG, www.boschrexroth.com
Bruderer GmbH, www.bruderer-presse.de
Büttmann GmbH, www.buettmann.de
Bystronic Maschinenbau GmbH, www.bystronic.de
Citizen Machinery Europe GmbH, www.citizen.de
Dassault Systèmes Deutschland GmbH, www.3ds.com
Data M Sheet Metal Solutions GmbH, www.datam.de
Datron AG, www.datron.de
Descil Antireibstechnik GmbH & Co. KG, www.descil.de
DE-STA-CO Europe GmbH, www.destaco.de
DMG Mori Aktiengesellschaft, www.dmgmori.com
Dörries Schärmann Technologie GmbH, www.starrag.com
E Dunkes GmbH Maschinenfabrik, www.duckes.de
ebu Umformtechnik GmbH, www.ebu-umformtechnik.de
Eckold GmbH & Co. KG, www.eckold.com
Elha-Maschinenbau Liemke KG, www.elha.de
Emag Automation UK Ltd, www.emag.co.uk
Emag Holding GmbH, www.emag.com
Emag Koepef GmbH, www.emag.com
Em in Stein Maschinenbau GmbH, www.em in-stein.de
Eton AG, www.eton-AG.com
Euchner GmbH + Co. KG, www.euchner.de
Extrude Hone GmbH, www.extrudehone.com
Felis Systems GmbH, wwwfelis.com
Fette Compacting GmbH, www.fette-compacting.com
Heinz Fiege Förmigung, www.heinz-fiege.de
Karl Eugen Fischer GmbH Maschinenfabrik, www.kefischer.de
Fissel GmbH, www.fissel.de
Anna Flott GmbH, www.flott.de
FMK-Blickle GmbH, www.mfkm-blickle.de
Forst Technologie GmbH & Co. KG, www.forst-online.de
Dr. Fritsch Sondermaschinenbau GmbH, www.fritsch.de
Maschinenfabrik Frömag GmbH & Co. KG, www.froemag.de
Getz GmbH, www.getz-gmbh.de
Gleason (Germany) (Holdings) GmbH, www.gleason.de
Gleason Pfauter Maschinenfabrik GmbH, www.gleason.de
Gustav Göckel Maschinenfabrik GmbH, www.goeckel.de
Gräbner Pressensysteme GmbH & Co. KG, www.graebner-pressen.de
Gröba Werke GmbH & Co. KG, www.groebagrupp.de
Güdel Germany GmbH, www.guedel.com
Gülinger KG, www.guehring.de

VDW: door-opener for your business with the German machine tool industry