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 products, 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.
Machine tools “Made in Germany” are the key to success, particularly in times of globalised 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, and will continue to do so in the future.

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 trialing 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. 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 in the entire industrial sector. The automotive industry and its component suppliers, the mechanical and electrical engineering sectors, the aircraft industry, medical technology, manufacturers of metal products, and many more, they all benefit from their partners in the German machine tool industry.
German machine tool manufacturers: valuable partners for Indonesia’s industrial sector

The Indonesian economy – thanks not least to strong domestic consumption and high revenues for its exported raw materials – has come safely through the adverse global effects of the financial and economic crisis in recent years. This has also benefited domestic investments and machine tool consumption. To enable the nation’s industrial products in particular to be sold successfully on the global market, the use of modern machine tools plays the crucial role.

Machines are Indonesia’s top-ranking imports. Germany has in recent years evolved into one of the nation’s premier suppliers of machine tools, in addition to the Asian countries. This bears witness to the progress being made in Indonesia’s industrial sector, and the rising expectations of the users involved, who want to position themselves on the global market with higher-quality products. German vendors, with their broadly diversified product ranges, from a stand-alone machine all the way through to a complete manufacturing system, accordingly possess many more options for supporting Indonesian customers.

Since 2012, deliveries of German machine tools to Indonesia have settled at a stable level. In 2014, Indonesia imported German machines worth around 24 million euros. The deliveries subsume a broad spectrum of technologies, particularly bending machines, laser machines, milling machines, parts and accessories, plus punching and notching machines.

With its long years of intensive experience in all areas of international metalworking, the German machine tool industry is a valuable partner for Indonesia’s industrial sector.

### Machine tool imports of Indonesia, top 5 suppliers + Germany 2014

<table>
<thead>
<tr>
<th>Country</th>
<th>% Share in Total Imports</th>
</tr>
</thead>
<tbody>
<tr>
<td>Japan</td>
<td>57.8%</td>
</tr>
<tr>
<td>Taiwan</td>
<td>10.2%</td>
</tr>
<tr>
<td>China</td>
<td>10.1%</td>
</tr>
<tr>
<td>South Korea</td>
<td>6.6%</td>
</tr>
<tr>
<td>Singapore</td>
<td>3.2%</td>
</tr>
<tr>
<td>Germany</td>
<td>3.2%</td>
</tr>
</tbody>
</table>

Sources: Official trade statistics of Indonesia, VDW

### German machine tool exports to Indonesia 2005-2014

<table>
<thead>
<tr>
<th>Year</th>
<th>Million Euros</th>
</tr>
</thead>
<tbody>
<tr>
<td>2005-2014</td>
<td></td>
</tr>
</tbody>
</table>

Note: machine tools incl. parts/accessories
Sources: Federal Statistical Office, VDW

### German machine tool exports to Indonesia by machine types 2014

<table>
<thead>
<tr>
<th>Machine Type</th>
<th>Million Euros</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bending, folding and straightening machines</td>
<td>1.17</td>
</tr>
<tr>
<td>Laser machines, other physico-chemical processes</td>
<td>0.81</td>
</tr>
<tr>
<td>Drilling machines</td>
<td>0.73</td>
</tr>
<tr>
<td>Grinding, honing, lapping machines</td>
<td>0.67</td>
</tr>
<tr>
<td>Parts and accessories</td>
<td>0.63</td>
</tr>
<tr>
<td>Other metal forming machines</td>
<td>0.61</td>
</tr>
<tr>
<td>Milling machines</td>
<td>0.43</td>
</tr>
<tr>
<td>Punching and notching machines</td>
<td>0.30</td>
</tr>
<tr>
<td>Machining centres</td>
<td>0.12</td>
</tr>
<tr>
<td>Presses</td>
<td>0.06</td>
</tr>
</tbody>
</table>

Sources: Federal Statistical Office, VDW
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 machine 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 provided in five different languages. The “Red Book” is available on the internet under www.vdwredbook.com.

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Germany’s machine tool manufacturers are at the leading edge of technological progress, and that includes sustainability and energy-efficiency as well.

Numerous disparate measures are already improving resource-utilisation in the machine tool industry and its products. High productivity and energy-efficiency need not be mutually exclusive. And: in the medium term, investment in energy-efficient machines is profitable because the total costs of ownership will be lower. If customers from Indonesia are informed about this, they could specifically request these technologies.

The German machine tool industry is part of the Blue Competence initiative of the German mechanical engineering sector. It communicates all its competences under the brand Blue Competence. This initiative provides the requisite information on the vital considerations involved for sustainability and energy-efficiency in manufacturing, on what the German machine tool industry is already doing, and on what challenges remain to be solved in cooperative endeavours with customers and vendors.

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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 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 decades of experience in organising trade events, which run with the quality seal of “A VDW Trade Fair”. It stages the EMO Hannover under the slogan “The World of Metalworking” on behalf of the European Association of the Machine Tool Industries (CECIMO), next scheduled for 18 to 23 September 2017. The VDW also organises its own international exhibition for metalworking technologies, the METAV in Düsseldorf, next scheduled for 23 to 27 February 2016.

In addition, the VDW accompanies its members to manufacturing technology exhibitions in the most important export markets. The association applies for German official joint company participations at the German Ministry of Economics. This assists small and medium-sized companies to penetrate new markets. Furthermore the VDW also organises technology symposia in growing markets twice a year. Customers for machine tools in the countries concerned who participate in those events have the opportunity to inform themselves exclusively about the capabilities of German machine tool builders.

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German Machine Tool Builders’ Association

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Acxsys Laserotechnik GmbH www.acxsys.de
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Alfing Kessler Sondermaschinen GmbH www.alfing.de
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