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 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, 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 the USA’s industrial sector

The strength of the USA’s economy rests firstly on its abundance of easily accessible raw materials, and secondly on the very sizable domestic market. Together with China the USA is the world’s largest supplier of goods and services. Its economy is currently undergoing a process of modernization and diversification, designed primarily to prepare the industrial sector for the challenges of the future. In this thrust, state-of-the-art machine tools play a crucial role. The USA imports two-thirds of its requirements for production technology. Almost one in five of the machine tools involved comes from Germany.

Among the major supplier nations, Germany’s machine tool industry has for many years ranked second after Japan. In the context of its large-scale investments in the reindustrialization of its automotive industry, the USA has in the past years opted significantly for machine tools from Germany. For German machine tool manufacturers the USA is a particularly important sales market, in which excellent products will continue to be offered in the future as well. Orders for German machine tools from the USA rose by 10.8 percent in 2016 and an additional 17.8 percent in 2017, when machines worth more than 1.2 billion euros were delivered. The principal categories supplied were machining centers, parts and accessories for machine tools, grinding machines, laser machines, presses and lathes.

These technologies are used in an enormously broad spectrum of customer sectors in the USA. With its long years of in-depth expertise in all areas of international metalworking, the German machine tool industry is a valuable partner for the USA’s industrial sector. It regularly showcases its capabilities for its customers in the USA, not least at the IMTS.
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, the Red Book is a firmly established instrument and the definitive compendium of the technological capabilities offered by German machine tool makers. Customers can find more than 400 types of machines and 2,000 different products, all listed right down to technical details. The Red Book provides a precise and detailed overview of the total 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. You will find the Red Book online under www.vdwredbook.com.

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Whether it is for a trade fair visit, information exchange or networking, the Club of Metalworking is the right address for everyone involved in the world of metalworking. All our services and activities follow one motto: Easier. Faster. Better.

We created the Club of Metalworking to connect manufacturing industry experts and focus on professional information exchange. Free tickets to EMO Hannover and METAV without additional registration, free use of public transportation to the event location, exclusive industry information, and many other attractive services such as lounge access and a fast lane to speed up getting into the fair: as a member of the Club of Metalworking, we relieve you of everything that robs you of time and distracts you from the essentials when visiting the trade fair.

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The VDW (German Machine Tool Builders’ Association), based in Frankfurt/Main, represents the interests of the German machine tool industry. More than 280 companies, which account for about 90 percent 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 since 126 years. 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 industry associations that organize exhibitions for the international machine tool industry, the VDW has long decades of experience in this field. Under the quality seal A fair by VDW, 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 16 to 21 September 2019. The VDW also organizes its own international exhibition for metalworking technologies, the METAV in Düsseldorf, next scheduled for 10 to 13 March 2020.

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 Federal Ministry for Economic Affairs and Energy and assists small and medium-sized companies to penetrate new markets. The association stages technology symposia in growing markets twice a year where German machine tool manufacturers exclusively present themselves to the most important customer groups in the respective market.

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