



Business Location Landkreis Forchheim





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DEAR SIRS

I am pleased to be able to introduce the district of Forchheim (Landkreis Forchheim) as an interesting economic location to you. Numerous businesses from different sectors have long proven: Landkreis Forchheim offers ideal location conditions for people as well as for industry and commerce. The district of Forchheim also offers first-rate conditions for a good economic development: Its excellent location and well-developed infrastructure and transport connections in the vicinity of the university towns of Nuremberg, Erlangen, Bamberg and Bayreuth as well as the highly appreciated charming scenery, nature and environment provide a unique combination of so-called "hard" and "soft" location factors for

creativity, spirit of enterprise and business. With this location brochure we would like to show you the advantages of our economic region in all their diversities.

The following pages will show you some examples of traditional, domestic businesses and you will see why many enterprises have already become newly established in Landkreis Forchheim. The variety of business lines ranges from conventional industrial plants to new businesses in the service sector.

The partnership between economy and local politics, the possibility to establish fast contacts as well as uncomplicated administrative procedures make sure that companies feel at ease in our district. This is supported by the local promotion of economic development.

Just come and see for yourself – the district of Forchheim with its businesses, its people and its charming environment together with the culture and the scenery of Franconian Switzerland (Fränkische Schweiz) speak for themselves.

A handwritten signature in blue ink, appearing to read 'Reinhardt Glauber'.

Reinhardt Glauber
Head of the district authority



THE ECONOMIC REGION OF FORCHHEIM: "IT'S THE LOCATION THAT DOES THAT"

Landkreis Forchheim is situated at the heart of Franconia (Franken) in North-Bavaria between the Nuremberg-Fürth-Erlangen areas and the Upper Franconian centres of Bamberg and Bayreuth. Its excellent transport connections are guaranteed by internationally important traffic routes: the federal motorway A 73, the Main-Danube-Canal and the main railway line Munich – Berlin (future intercity express ICE Nuremberg – Erfurt) run from north to south through Landkreis Forchheim. The distance to the international airport in Nuremberg is 35 km (21.7 miles). Thus all major transport systems with their fast connections can be found in the economic region.

This is, for example, reflected in the location of several important logistics companies in the region.

Data and facts in view of the economic structure

The economy in the Forchheim area is distinguished by a manifold structure of industries.

Important businesses, which will be portrayed in the following pages, have already established themselves. Among many others the medical systems, logistics, mechanical engineering, electrical engineering, and packaging industries as well as confectionery and textile manufacturers are above all represented in the Forchheim area. There are also smaller innovative firms represented in Landkreis Forchheim, which manufacture worldwide unique products ("hidden champions"). More than 2,200 businesses in industry, retail and craft trades as well as many busi-

nesses in the service sector provide about 23,500 jobs which are liable to contribute to social security. Traditionally the district of Forchheim in Upper Franconia shows the most favourable unemployment figures. Another important factor that speaks for the Forchheim region is the sector of recreation and tourism which manifests itself in the unique landscape of "Franconian Switzerland" ("Fränkische Schweiz").

An ideal environment: "work-life-balance"

The economic region of Forchheim is the ideal environment for businesses and people to find the perfect work-life-balance. You are invited to enjoy the nearby recreation by ample spaces of unspoilt nature and many cultural events. The "lowlands" with their valleys along the rivers Regnitz, Wiesent and Aisch as well as the "uplands" of Franconian Switzerland provide ideal possibilities for leisure, sports and tourism. Europe's largest coherent sweet cherry-growing area, for example, is in the district of Forchheim. Some of our cultural events are, among others, the "Forchheim advent calendar", which is famous beyond the borders of this country and the sports event "Fränkische Schweiz Marathon" every year.







C. KREUL – THE ARTISTS'.COLOURS. FACTORY.

The colour manufacturer C. Kreul was originally founded in Nuremberg and moved to Forchheim in 1842 in order to make use of the strategic advantages of this location. Shortly before this Forchheim had lost its status as a stronghold and could then offer favourable locations for small businesses, which depended on water power. The colour mill used the lower reaches of the river Wiesent. When Carl Kreul died he didn't leave any children and the company had many different owners. Since 1922 the company has been owned by the Forchheim chemists Schmidt. Today C. Kreul is still managed as a family-owned company by Gertraud Hawranek (née Schmidt), who holds a diploma in economics.

The core competence of the company derives from the invention of the ink grinder by Carl Kreul. The production of artists' colours was thus the foundation for an industrial company which today meets almost all the requirements for hobby and craft paints

for retailers. Its slogan is "Everything for creative people". In addition to the three strong brands, namely Javana, Solo Goya and Hobby Line they also offer products of co-operations with Christophorus, Faber-Castell, tesa and marianne hobby.

When the company premises in Forchheim became too small the company management decided to move to a location in the district of Forchheim. Hallerndorf offered the most suitable area for the needs of the company. In 2001 the factory was extended by a supplementary building. Today there is a functional and architecturally impressive building in Hallerndorf with an area of more than 52,000 sq.m which offers jobs for over 200 people in the region.



Awards

In 2000 C. KREUL was chosen the "Entrepreneur of the Year 2000" and "The Best Entrepreneurs Under The Sun".

In 2001 award of the "Best 50 of Bavaria", the prize of the Bavarian ministry of state for economy. Being a source of supply for about 20,000 products C. KREUL is today one of the world market leaders in the sector.

Firmengruppe C. Kreul

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CLINIC FRÄNKISCHE SCHWEIZ IN EBERMANNSTADT

Special hospital for internal medicine

Special hospital for geriatric rehabilitation

The clinic Fränkische Schweiz and the KFS-Service-GmbH currently employ more than 300 people. Approximately 3,300 patients are treated in the special hospital for internal medicine each year, without counting the roughly 2,200 outpatients. In the special hospital for geriatric rehabilitation about 750 patients are treated yearly. At the end of 2004 a care ward which can host 30 occupants needing short-term or long-term care has been set up. In addition the clinic runs a commercial temporary employment agency for service, administrative and medical staff.

A unity despite different medical and nursing orientations – centre for geriatric medicine

The special hospital for internal medicine, the special hospital for geriatric rehabilitation and the care centre are not isolated from each other, they are complementing each other. This “complementing each other” does not only refer to the premises. The three divisions form one complex. A holistic concept is the basis of the clinic’s philosophy.

The **special hospital for internal medicine**, which only in 1989 underwent complete restructuring, offers state-of-the-art medical standard in the entire spectrum of internal medicine. Worth mentioning are, for example, the stroke unit, the sleep laboratory and the cardiologic health physics and radiation control research projects.

The **special hospital for geriatric rehabilitation** with an early rehabilitation unit offers special treatment for older patients suffering from several diseases.

The **care ward** with room for 30 patients, conveys a feeling of comfort and security to its occupants by its appealing architecture and homelike furnishing as well as specially trained staff.

Additional offers are:

- **a complete therapy concept** with the highest medical standard,
- **rehabilitation without waiting times** for patients suffering from acute diseases,
- **immediate emergency treatment** of rehabilitation patients in the acute clinic without delays caused, for example, by long transports of patients,
- **individual hospital rates** with direct connection to the acute clinic and facilities of the rehabilitation clinic,
- **wellness** for young and old

Medical science and treatment of old people is a great challenge. The clinic Fränkische Schweiz is comprehensively and constantly striving to offer such medical care in the region which provides the people living in the district and beyond it with professional help, support and advisory service all year round.

Surgeries, hospitals and other employers wishing to employ their staff temporarily through the clinic’s own temporary employment agency are welcome to call +49 (0)9194/55-326 for further information.

A memorial centre for patients with dementia and their relatives was opened in summer 2005!

Clinic Fränkische Schweiz gGmbH

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WAASNER IS PLANNING OUR FUTURE

This began as early as 1946 when the two brothers Kurt and Bruno Waasner, the founders of the Gebr. WAASNER GmbH, saw the laminations to be the future material in electrical engineering. On 31st October 2002 the two cousins and company owners Christian and Rolf-Dietrich Waasner concluded this step by signing the contract for the purchase of a new 50.000 sq.m factory site south of Forchheim.

We can't imagine our world without electric motors and transformers.

The development of WAASNER GmbH is determined by the manifold possibilities which offer the chance of innovations for today's and tomorrow's world. This means for WAASNER – keeping in mind their ecological responsibility – to be a competitor in the constantly changing dynamic markets by increasing investments in research and development.

The creativity and the know-how of the employees are major factors for our success. This imaginativeness also secures WAASNER's technological lead in the future.

As a competent partner for motive power engineering and transformer production WAASNER manufactures laminations for transformers and chokes, C-cores and toroidal tape cores as well as rotor and stator laminations for electric motors from the prototype to the production stage.

Quality and environmental awareness are a commitment which all our employees are engaged in. Each individual represents our quality policy and thus achieves top results in quality. This is the contribution of each individual employee to achieve our self-imposed quality goal.

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HUHTAMAKI FORCHHEIM – FILMS FOR THE ENTIRE WORLD

When the founders of the “Spiegelglas und Folien-schlägerei Forchheim” (mirror glass and foil beater) ventured into the tin foil trade in 1854, they certainly did not expect that 150 years later this would be a company which exports its products all over the world.

Metallic films – the gateway to industrial production

By using the water power of the Wiesent river tin foils were beaten for the production of mirror glass foils and for chocolate wrappings during the period of industrial expansion in Germany. The quick industrial development led to the production of these metallic films in rolls.

Plastic as a factor for the future

The decisive stepping-stone in an expansive future was the development of films made of plastic. Since the forties of the last century plastic films in rolls have been produced in Forchheim. At first the production of PVC films was the most successful pillar of the company which, in the meantime, had operated as part of the Unilever group as “4P Folie Forchheim GmbH”. The production of polyolefin films, which had been set up parallel to the PVC production, became the new pillar of the Forchheim division film factory which, in the meantime had been part of the Van Leer group.



Coating of films – a new market is opened up

The production of films alone was, however, not profitable enough. The value added chain was extended by the development and the marketing of silicon coated films. This turned out to be a positive future development. Besides Europe the northern American market was opened up and contributed to the continuing positive trend of business.

Finland and Forchheim – a successful connection

The merger between Van Leer and Huhtamaki led to a change of the company’s name into Huhtamaki in 2001.

Embedded in the Finnish packaging group Huhtamaki, founded in the 1920s, technical engineering was speeded up, which led to the market leadership in the field of siliconised release films. Apart from that Huhtamaki Forchheim presented itself to be a competent partner of the hygiene and pharmaceutical industries, a market leader in non-siliconised applications and a qualified partner of the packaging industry for high-grade utilizations.

The company’s success was honoured with the “Innovator of the Year 2002” and “Excellent Cooperation Forchheim – Malvern 2004” awards by the Finnish headquarters.

Today Huhtamaki Forchheim presents itself to be the headquarters of Division Films consisting of the three manufacturing plants Forchheim, Göttingen and Malvern (USA).

The core of the development department is the state-of-the-art technology, which is thus a worldwide centre of competence for films. Forchheim, supported by local sales units and agents, is in charge of the distribution for the markets all over the world.

Modern management methods

Being the second largest company in the district of Forchheim with more than 650 employees Huhtamaki opts for modern management methods.

We are guided by the vision of being the most innovative manufacturer of polyolefin films.

With the “Total Production Management” method our employees are working on product optimisation and are able to contribute actively to the formation of their working environment.

Huhtamaki Forchheim

ZN der Huhtamaki Deutschland GmbH & Co. KG Division Films

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HIGH-TECH TOOLS FROM EBERMANNSTADT FOR CUSTOMERS WORLDWIDE

With the establishment of a tool factory in Ebermannstadt, Germany, back in 1960, Karl Hertel laid the foundations of today's production facility owned by Kennametal Inc., of Latrobe, Pennsylvania, one of the world's leading supplier of metal cutting tools and systems. The production facility is the largest employer in Ebermannstadt (550 people) and one of the most important companies in the district of Forchheim.

A complete range of products

At Kennametal the proverbial "finishing touches" are put onto products made of sintered carbide materials, cermet, and ceramics. Such products – primarily metal cutting inserts and drills – are also made with high-tech coatings for a long tool life. Kennametal's product range also includes wear parts made of sintered carbide, ceramics, valve lifters for dies engines, tools for non chipping applications (such as solid carbide rollers for steel mills), and special purpose tools. Complete quality management and certification according to DIN ISO 9001 guarantee high-tech tools. The DIN ISO 14001 environmental certificate is also in increasing demand by customers from the automotive, machine building, rail, aerospace, mining, and road construction industries. Like the company's other German locations, Ebermannstadt is certified according to both rigorous standards.

Lean processes

Lean processes have become an important factor in making a company competitive. The Value Business System developed by Kennametal includes projects to promote lean production. Those optimization processes guarantee highly-flexible production so that the company can respond swiftly to changing conditions on the market.

People are the center of attention

Demanding requirements and projects of this kind will be successful only when employees identify with them. Such identification also promotes job security. Another important instrument is flexible working hours. That's why Kennametal has been using time accounts for years now to cover peak demand periods and then offer time off when demand is down.

Kennametal puts great importance to basic-training and further training. The company works with the educational establishment of the Bavarian economy (bbw) to provide further training in technical business administration to master craftsmen or technicians (as well as outside participants). In addition, the Kennametal academy offers a wide range of courses that make it possible to discover one's individual potential.

Successful training

The Ebermannstadt plant has an excellent reputation in the region due to the training it offers; more than 600 young people have successfully served an apprenticeship as industry mechanics, mechatronics, or computer specialists there since 1961. New training is offered for energy electronics specialists and ceramics specialists. Certificates from the chamber of commerce and industry confirm how advanced the training is. Graduates of the technical college of Forchheim receive on-the-job training as part of a cooperative effort. Students doing their practical training and school-absolvents wanting to do "introductory training" can also participate.

Kennametal's special commitment to creating jobs and apprenticeships in Ebermannstadt received the "Jobstar" award of the "Region Nürnberg e.V."

KENNAMETAL

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Liapor GmbH & Co. KG; Hallerndorf - Pautzfeld
Quick, ecological, reasonably priced

LIAPOR MEETS ALL THE REQUIREMENTS OF MODERN CONSTRUCTION

Nowadays solid houses are to be quickly built and at the same time well dried. The ecological building material must enable high thermal insulation and good sound absorption. In Addition to that, individual ideas are to be realized at reasonable prices; a substantial catalogue of requirements which can be met by means of Liapor products.

High-quality natural clay, which is extracted via open pit mining in the area around Hallerndorf, is a basic product for the production of the Liapor aggregate. This clay is pelletised into small, round granules which are burnt in a three-stage rotary kiln. At around 1,200°C the organic substances inside the clay burn and the pellets expand, while the outside skin melts and is sintered. In this way a so-called "expanded clay" is produced: light clay granules with a very fine porous structure, which features thermal insulation and sound absorption, thermal inertia and good diffusion properties.

Its optimal spherical shape is worldwide unique. Liapor pearls are incompressible and combine high compressive particle strength with low weight. In water, Liapor is neutral; it will not degrade. Liapor is not affected by adverse weather conditions or frost, it is resistant to aggressive acids and alkaline solutions and is a non-combustible building material which meets Germany's stringent fire regulations A 1 to DIN 4102. From a raw material via its production and durability to its recycling Liapor is ecologically compatible and biologically recommendable in masonry, which is confirmed by the "Arbeitsgemeinschaft umweltverträgliches Bauen e.V." (AUB) (consortium for ecologically compatible construction) in Munich. The high technical standard of the product to DIN 4226 is guaranteed by the external quality control of accredited institutes.

The Liapor principle allows light concrete to be produced in all kinds of property classes and densities.

This enables Liapor customers to produce highly insulating bricks, wall and roof elements on the one hand and structurally compressive light concretes



The Liapor composite wall consists of a solid Liapor wall with a Liaver insulation and thus fulfils two requirements: slender walls with an optimal thermal insulation.

with a crushing strength of 8 to 80 N/mm² on the other hand. Trend-setting buildings such as the ski-jump in Oberstdorf, the BMW building and the Hypo Bank in Munich as well as the Rhine bridge in Cologne-Deutz or the offshore platform Heidrun in the North Sea are outstanding examples of Liapor structural concrete in use. The granules are the ideal material for insulations as they can simply be filled in and due to their spherical shape ensure the required ground stability. A completely different application is the use of Liapor pearls in Hydroculture for potted plants. Due to their characteristics they offer good ground for the roots. Conventional soil is simply replaced with Liapor, a growing medium that doesn't need a lot of care, whereas Liadrain is ideal for intensive and extensive roof plantings.

The factory was founded in 1969 and has had a production capacity of 800.000 m³ a year since 1985. Apart from the clay pits the nearby motorways and above all the Main-Danube Canal were important factors for the establishment of the factory in Pautzfeld. By the merger with the Liapor factory situated in Tuningen/Schwarzwald the Liapor products are even more efficiently represented in the market. Other factories of the Liapor group are the expanded clay factories in Vintirov (Czech Republic) and Fehring (Austria) as well as the expanded glass factory in Ilmenau (Thuringia).

Liapor GmbH & Co. KG

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**NAF – AXLES
NEUNKIRCHENER
ACHSENFABRIK AG**

founded in 1960

All over the globe “automotive machines” in the construction industry as well as in forestry and agriculture are driven by axles from Neunkirchen am Brand.

Short developing times because of state-of-the-art technologies

and flexible processing equipment for fast reaction times together with 300 highly motivated employees ensure the required synergetic effect to consistently and reliably supply 200 customers in Germany and abroad with axles and drives in the desired quality and at the time agreed upon. With the tandem axle (see picture) NAF ranks first in forestry and has been the market leader in this niche for 25 years.

High capital investment in research & development, logistics, as well as production and the continuing training and further training of the employees, who show a permanent willingness to any changes, guarantee that NAF will be able to count on Germany as an industrial location in the future, as well.

NAF – Axles
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SCHMETTERLING REISEN GMBH & CO. KG ... A COOPERATION TO YOUR ADVANTAGE

Being a tour operator and a transportation company which operates nationwide Schmetterling Reisen acts as a travel agency cooperation, a tour operator, an air ticket wholesaler, a transportation company, as well as an insurance broker and an IT service company for the tourism industry.

Schmetterling Travel agency cooperation

Schmetterling runs the biggest travel agency cooperation in Germany. More than 2,600 medium-sized travel agencies are granted access to the whole range of tours at most favourable terms and are, thus, able to achieve a higher economic return. The unlimited freedom of decision and organization of our travel agency partners and a constant readiness for innovations are important components of our company philosophy.

Schmetterling travels The whole world of travelling

With its air, train, motorcar and bus travels Schmetterling Reisen is one of the largest national tour organisations in Germany. Its products are almost exclusively marketed through travel agencies. Its customers benefit from a guarantee of performance, doorstep pickup, as well as the “hits for kids” – family-friendly reductions for children from 50 to 100%.

Schmetterling transportation company: We are always there for you!

The company has a modern bus fleet of 50 buses for the business sectors tourism and line operation.

Being the major private contractor of the VAG (public transportation services) with environment-friendly buses running on numerous lines in the local urban traffic in Nuremberg, Fürth and Erlangen, Schmetterling operates daily. In addition the company runs its own bus lines in the overland traffic in many parts of Middle and Upper Franconia.

Over 30 years of experience in tourism – a guarantor for high quality, the best services and the flexibility of a medium-sized company.

More than 240 highly committed employees contribute to the success of the company founded in 1970 and based in Geschwand in the Franconian Switzerland as well as its subsidiaries in Berlin, Chemnitz, Dresden, Cologne, Leipzig and Nuremberg.

Expert advice, flexibility and service orientation go without saying for us. You can book any tour operator, any kind of travel, as well as travel insurances in the travel agencies of the Schmetterling cooperation.

Schmetterling Reisen GmbH & Co. KG

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SIEMENS medical

SIEMENS FORCHHEIM: THE MOST MODERN RADIOLOGY CENTRE IN THE WORLD

Whenever somewhere in the world a patient is examined by means of an X-ray system, an angiography system or a CT scanner, technology made in Forchheim is involved. Because here one of the most modern manufacturing plants for medical solutions of Siemens Medical Solutions (Med) is situated.

Since 1993 over 70 million Euros have been invested in this plant with its business divisions Computed Tomography (CT) as well as Angiography, Radioscopy and Radiography Systems (AX), and Refurbished Systems (RS).

More than 1,400 employees work here on over 20,000 square metres of office and production space in the business sectors development, production, quality management, international logistics, marketing and customer services. Siemens Medical Solutions is the innovative leader in the field of angiography systems together with X-ray radioscopy and radiography systems. The bridging of Forchheim

and the world is made clear by the following fact: about 90 per cent of the business is export business. In addition more than 8,000 CT scanners have been delivered. Besides the business division here started the production of ultra-fast ceramic CT detectors in summer 1997. These make the CT scanners faster, more efficient and put less strain on the patients due to savings in dose, as the fastest CT worldwide "Somatom Sensation 64", proves. Used medical systems – from X-ray and computed tomography to ultrasound systems – have been refurbished and subsequently remarketed worldwide by the business division RS in a new ultra-modern production centre for some time.

The business division AX was honoured "Factory of the year 2004" by the business paper 'Production' and the business consultants A.T. Kearney in 2004. Since here the products are customized and produced in zero-defect quality, and all this with a processing time of only seven days and a delivery reliability of 100 per cent.

Siemens AG Medical Solutions

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LOGISTICS AS A FULL SERVICE LOGISTICS PHILOSOPHY

Simon Hegele is a modern, flexible service provider, which has successfully positioned itself in the market with logistics services which are specific to each customer.

Having long ago expanded beyond their historic beginnings in Karlsruhe as a furniture transporter founded in 1920, the company is aware of its strengths and has



developed business strategies designed for the future for the area of logistical complete solutions. The range of services extends from production synchronous procurement and manufacturing supply to worldwide distribution logistics. The total logistics and warehouse capacity amounts to about 300,000m². Two of the 15 branch offices are located in Forchheim/Upper Franconia.

Simon Hegele has special know-how in the area of high technology transports. Within the scope of delivery employees with a high degree of experience are provided for on-site installations and commissioning of highly sensitive machines and units. Simon Hegele has its own specialists such as locksmiths, precision mechanics, electricians, or power plant electricians for this.

Simon Hegele also offers additional services for the areas of moving logistics, medical logistics, IT/industry logistics, procurement solutions, archives services, spare parts logistics, as well as clinical logistics.

Simon Hegele Gesellschaft für Logistik und Service mbH

Logistics Centre

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THE BANK SPARKASSE FORCHHEIM - SIDE BY SIDE WITH THE COMPANIES

As an entrepreneur you are daily confronted with the manifold changes in all areas of economic life. These range from possible changes in law up to the globalisation of the markets. With roughly 420 employees Sparkasse Forchheim supports you as a strong and reliable partner. Take advantage of our many years of experience, our know-how and our customized solutions – also when it is about starting your own business. Thus, we as your bank Sparkasse Forchheim and as required together with our joint partners – the Sparkasse financial group – would like to contribute to the success of your business and your strategies.

The Sparkasse Forchheim in figures:

- balance sheet total 1,260 Mio. Euro
- customers' deposits 892 Mio Euro
- customers' loans 874 Mio Euro
- number of customers: 46,032
- as of 31st Dec. 2004

We have joint all the services for a partnership co-operation under the roof of our company services:

FinancialCounseling

InvestmentCounseling

CashManagement

RiskManagement

ForeignBusiness

FinancialCounseling – a solid financing

- financing of working capital • sureties and guarantees • financing of investments • public means available for financing • financing of real estate • leasing and factoring • capital interests • industry information • corporate succession

InvestmentCounseling – the best investment strategy for your company

- asset management • company pension scheme • private provision for old age • tax optimising investments • real estate, savings contract with the LBS building society • securities & investment funds • money market account • derivatives



CashManagement – efficient payment transactions

- business account service & payment transactions • electronic payment procedures • electronic banking • virtual market place - getRegio • card service

RiskManagement – security and provisions

- corporate indemnity insurance • hedge against interest rate and exchange rate risks • derivatives • foreign exchange spot and forward exchange dealings

ForeignBusiness – being active worldwide from here

- foreign payment transactions • documentary transactions • foreign exchange dealings • hedging transactions • export financing • export credit insurance • transport insurance

Medium-sized businesses as the backbone of our market economy are of major importance to our economic order. The bank Sparkasse Forchheim as a regionally working company is traditionally closely linked with the local companies. By being in the vicinity and having local decision-taking centres we are familiar with the regional and local conditions and are in a position to react flexibly and fast. "Global thinking – local acting" is the maxim of Sparkasse Forchheim as a partner of the medium-sized economy. You too can profit by our experience and our services.

Sparkasse Forchheim

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HEALING WITH NATURE'S PERFECTION

„Plastic and metal do not belong into the human body“ says Manfred Krüger, General Manager of Tutogen Medical GmbH in Neunkirchen a. Br. That is why Tutogen does not just try to imitate nature but rather uses nature's perfection itself: With no competition world-wide, the company manufactures biological implants, attained from human and animal donor tissue – bone and membranes.

These natural products are needed when the jaw bone has lost bone substance. The jaw bone begins to shrink in the course of the years due to missing teeth. Bone chips from Tutogen can then be implanted and covered with a membrane. In this case, the membrane serves as a barrier to prevent infiltration of gingival tissue thus enabling an unimpeded regeneration of the bone. After a view months, the implants have been remodelled into endogenous, vital tissue and the tooth implant can be screwed into the bone.

Convincing natural products

The use of Tutoplast®-processed bone spares the patient additional and often painful invasions to harvest endogenous tissue. Contrary to synthetically produced bone substitutes, biological implants have widely the same chemical and physical characteristics as the human bone structure. This facilitates the in-growth of blood vessels and bone cells. It goes

without saying that this does not only apply to the jawbone. Tutogen Medical also offers a wide range of products to Neuro- and ENT surgery. Next to bone chips, several forms, i.e. augmentation of bone defects after tumour resection, also come to action. Pins and nails made from bone and used to fixate bone fractures are also an integral part of Tutogen's product range.

Tutogen Medical - At home in Neunkirchen as well as all over the world

With great commitment, 160 employees take care of quality, safety, and availability of the biological implants. Here is where the biological high-tech implants are produced under clean room conditions and the competent sales team of medical representatives is also supported from here. Due to cooperation with highly specialised distributing partners, Tutogen makes its products, produced in Neunkirchen am Brand, well-known and available world-wide. Tutogen's research and development department works closely together with scientists and surgeons from various clinical fields to guarantee a continued advancement on innovations in Neunkirchen am Brand.

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VIERLING

VIERLING ... MORE THAN TELECOMMUNICATION

Based in Ebermannstadt, Germany, the VIERLING Group provides telecommunications hardware as well as test and measurement equipment to a diverse range of companies including many of the world's leading carriers. VIERLING's product portfolio includes mobile radio gateways, GSM phones, alarm generation systems, remote control equipment as well as test and measurement technology for telephone and broadband networks. VIERLING also designs and manufactures electronic subassemblies, equipment and systems and provides services related to the planning and implementation of communications networks and test equipment.

Telecommunications hardware and test equipment

The core business is divided into two segments: Mobile Communication and Measurement Solutions. The Mobile Communication segment covers gateways for interconnectivity between GSM, 3G, VoIP and fixed net-

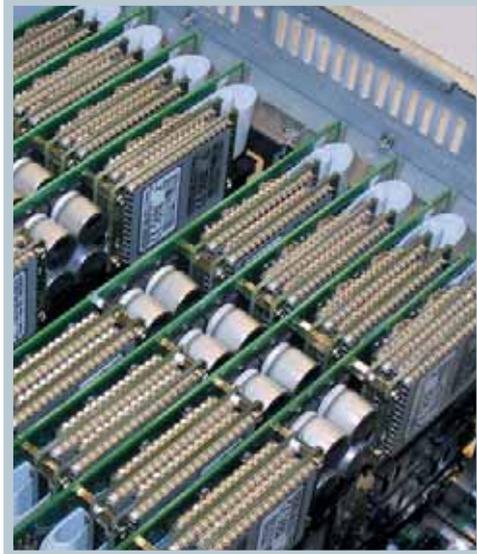
works. These devices for example enable companies and carriers to save interconnection costs and implement backup solutions. Mobile Communication also offers GSM-based coin, card and table-top phones, alarm generation and information systems and remote control technology. The Measurement Solutions division provides test and measurement technology for telephone, VoIP, broadband and fiber networks. Products include DSL testers, portable test equipment for VoIP and broadband connections and stationary distributed test and measurement systems for the copper and fiber networks operated by the world's leading carriers.

In-house production and electronic manufacturing services (EMS)

VIERLING also offers electronic manufacturing services (EMS) to large international corporations, mid-sized companies and engineering firms. Customers benefit from state-of-the-art facilities which allow efficient production of electronic subassemblies, equipment and systems. VIERLING provides a complete package including product conception, design, parts procurement, production, delivery and test concepts.

Facts and figures

The VIERLING Group has about 250 employees and generates annual sales of around 30 million



Euro. About 35 of the employees are involved in research & development. More than 300 patents and utility models are testimony to the creativity of the VIERLING Group. VIERLING Communication SAS is the group's subsidiary in France. By sales partners VIERLING is represented in further 40 countries.

VIERLING Group

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Internet: www.vierling.de



JUNIOR CHAMBER FORCHHEIM -

Meeting place for young executives and stimulus for the business location

The Junior Chamber Forchheim consists of young entrepreneurs and executives from all economic sectors. It was established in 1974 and currently has 50 active members and 31 supporting members from all parts of the district.

Their main objective is to support young executives by exchanging corporate experience, by well-founded information on all findings and instruments of commerce and industry and by discussing general topics. The constructive cooperation in various projects at the Junior Chamber, which aim at supporting the economy in the Forchheim district, ensues the establishment of personal contacts and networks for the young entrepreneurs.

These objectives are realized by means of varied events, e.g. seminars, lectures, factory tours, trips, etc.. Festive events, such as the summer party, the Annafest morning get-together for a pint or not and other social events are also part of the program. For our annual calendar of events please refer to the homepage of Junior Chamber Forchheim, www.wjforchheim.de.



„The Junior Chamber will be actively involved in the development of the future of the town and the district. Therefore the ‘Forchheim business dialogue’ is designated to create a platform for a dialogue about contemporary business issues”. This thought by Ralph Bauer was the foundation of an interesting series of events in 2000 and has since been a guarantor for an annual highlight of the Junior Chamber Forchheim.

The board of directors consists of four equal members, who are elected for a term of two years by the general meeting. Each year two of the members of the board of directors resign and are replaced by two new ones.

The association of the Junior Chamber Forchheim is affiliated with the Chamber of Industry and Commerce for Upper Franconia in Bayreuth and part of the nationwide network of the Junior Chamber Germany (www.wjd.de) with a total of currently 211 junior circles and about 10,000 members. Through the Federal Association the Junior Chamber Forchheim is also a member of the global association Junior

Chamber International (www.jci.cc) with currently about 200,000 members in over 120 nations.

Its members are self-employed business men and women and salaried executives from all economic sectors.

Wirtschaftsjunioren Forchheim

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Internet: www.wjforchheim.de

After Work Party

Factory tour of Schmetterling Reisen, Obertrubach-Geschwand



LANDKREIS FORCHHEIM



YOUR CONTACT IN LANDKREIS FORCHHEIM

The promotion of economic development is given top priority! To gain an overview of Landkreis Forchheim and as your first contact for questions concerning your company please do not hesitate to contact the local economic development office at the district authority any time you like.

Phone: +49 (0) 9191/86 508
E-mail: wirtschaftsfoerderung@lra-fo.de

Internet: www.landkreis-forchheim.de/wirtschaftstart.htm

The local communities and mayors of our district Landkreis Forchheim will help you with questions concerning the local general development plan, actual settlement requests or enterprise areas, for example:

COMMUNITY	MAYOR	PHONE +49
Markt Eggolsheim	Schwarzmann Claus	09545/444-0
Markt Egloffstein	Meier Christian	09197/62920
Große Kreisstadt Forchheim	Stumpf Franz	09191/714-0
Markt Gößweinstein	Lang Georg	09242/980-0
Gemeinde Hallerndorf	Weber Heribert	09545/4439-0
Gemeinde Hausen	Mauser Edmund	09191/7372-0
Gemeinde Heroldsbach	Gügel Richard J.	09190/9292-0
Markt Igensdorf	Zeiß Erwin	09192/9252-5
Gemeinde Langensendelbach	Fees Wolfgang	09133/77488-0
Markt Neunkirchen a. Brand	Schmitt Wilhelm	09134/705-0
Gemeinde Obertrubach	Müller Willi	09245/988-0
Markt Pretzfeld	Müller Erhard	09194/734718
Markt Wiesenttal	Taut Helmut	09196/9299-0
<u>VGem Dormitz</u>	Gemeinschaftsvorsitzender*	09134/9969-0
<u>Gemeinde Dormitz</u>	Schmitt Gerhard*	
Gemeinde Hetzles	Schmidlein Franz	
Gemeinde Kleinsendelbach	Güßregen Albert	
<u>VGem Ebermannstadt</u>	Gemeinschaftsvorsitzender*	09194/506-0
<u>Stadt Ebermannstadt</u>	Kraus Franz Josef*	
Gemeinde Unterleinleiter	Sendelbeck Gerhard	
<u>VGem Effeltrich</u>	Gemeinschaftsvorsitzende*	09133/7792-0
<u>Gemeinde Effeltrich</u>	Schmidt Richard	
Gemeinde Poxdorf	Wiegner Gunhild*	
<u>VGem Gosberg</u>	Gemeinschaftsvorsitzender*	09191/7950-0
Gemeinde Kunreuth	Ulm Helmut*	
<u>Gemeinde Pinzberg</u>	Seeber Reinhard	
Gemeinde Wiesenthau	Weisel Hans	
<u>VGem Gräfenberg</u>	Gemeinschaftsvorsitzender*	09192/709-0
<u>Stadt Gräfenberg</u>	Wolf Werner	
Markt Hiltpoltstein	Deuerlein Johann	
Gemeinde Weißenhohe	Braun Rudolf*	
<u>VGem Kirchehrenbach</u>	Gemeinschaftsvorsitzender*	09191/7989-0
<u>Gemeinde Kirchehrenbach</u>	Hofmann Waldemar*	
Gemeinde Leutenbach	Siebenhaar Otto	
Gemeinde Weilersbach	Amon Gerhard	

The head of an associated community (Verwaltungsgemeinschaft – VGem) is underlined.

PROMOTION OF ECONOMIC DEVELOPMENT IN LANDKREIS FORCHHEIM

We are pleased to welcome you in the district of Forchheim. The local Promotion of Economic Development sees itself as the seam between economy and administration. We are there for you. The local economic development office cares in detail for:

- rendering services to local businesses / business advice (e.g. counselling on application procedures, promotion funds, public licensing procedures, contact to public administration)
- questions concerning location planning and the search for a site, enterprise areas
- location marketing / investor acquisition
- counselling of newly established businesses
- ad-hoc requests and projects
- technological and structural policies
- local employment and labour market policies



- structural district development (district development plan) in view of a sustainable regional development
- coordination with the communities and local mayors of the district
- contact to local companies and an overview of the domestic economy
- structural reports and data concerning the district of Forchheim
- contact to regional and national authorities and institutions

We are pleased to help you! Just contact us:

Economic Development Office
Landkreis Forchheim
Am Streckerplatz 3
D-91301 Forchheim

Persons to turn to
Mr. Dr. Andreas Rösch
(Head of office)
Mrs. Corinna Frühwald

Phone: +49 (0) 9191/86 508
Fax: +49 (0) 9191/86 88 508

E-mail:
wirtschaftsfoerderung@lra-fo.de

You will find more information and details, actual projects or current events on the internet at our homepage:

www.landkreis-forchheim.de/wirtschaftstart.htm

The economic development department e.g. supports the initiative f.i.t. forchheim information technology - a regional network of more than 25 computer companies, see for details www.f-i-t.biz





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We support business,
that will grow.

 Sparkasse
Forchheim

We do actively support our local business at Landkreis Forchheim by a great variety of initiatives. We back up the realisation of innovative ideas in the companies, provide risk capital at job creating projects and help setting up modern industries. Intensively coaching at new business start-ups, providing public funds and annual competition StartUp! Sparkasse Forchheim. Good for your business.