



# Business & Science in Würzburg

Published by the Economic Development Departments of the City  
and District of Würzburg



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WÜRZBURG



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WÜRZBURG





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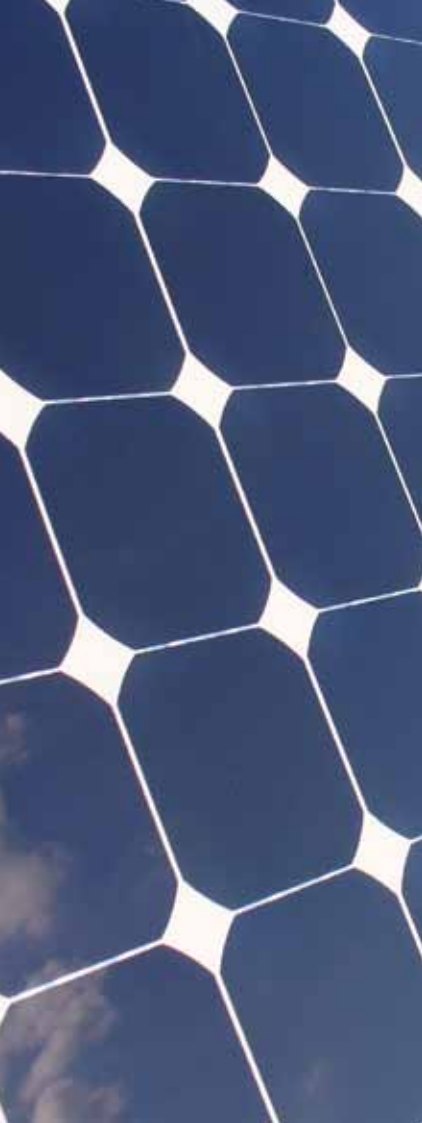




# Welcome

In both the economic and scientific regions of Würzburg there is a perfect union of old tradition and progressive advancement. Closely intertwined with its surrounding area, the city represents the economic and cultural center for nearly 300,000 people. The dynamic collection of creative service providers and highly specialized small to medium sized industrial enterprises constitutes a fundamental pillar to the local business world. The favorable climate for innovations and investments provides superb opportunities for the entrepreneurial spirits. Attractive industrial areas and commercial spaces with optimal traffic connections, active assistance in operational matters and many other hard and soft site factors make Würzburg the right location to start a business and for established companies wishing to settle in our region. Würzburg is also a city of knowledge. The Julius-Maximilians University with its ten faculties ranks among the top performing universities in Germany. The same is true for the University of applied Sciences, the third largest advanced technical college in Bavaria. The Würzburg Music Academy also enjoys a first-class reputation throughout Germany. With their expertise, the Fraunhofer Institute for Silicate Research, the Center for Applied Energy Research, the South German Institute for Plastics and many more institutions contribute as well to the widely varied science region of Würzburg. The following pages paint an authentic picture of the Business and Science region of Würzburg. They give a snap-shot account about the many companies and institutions that have long been operating with great success in and around Würzburg.





# Economic Development in

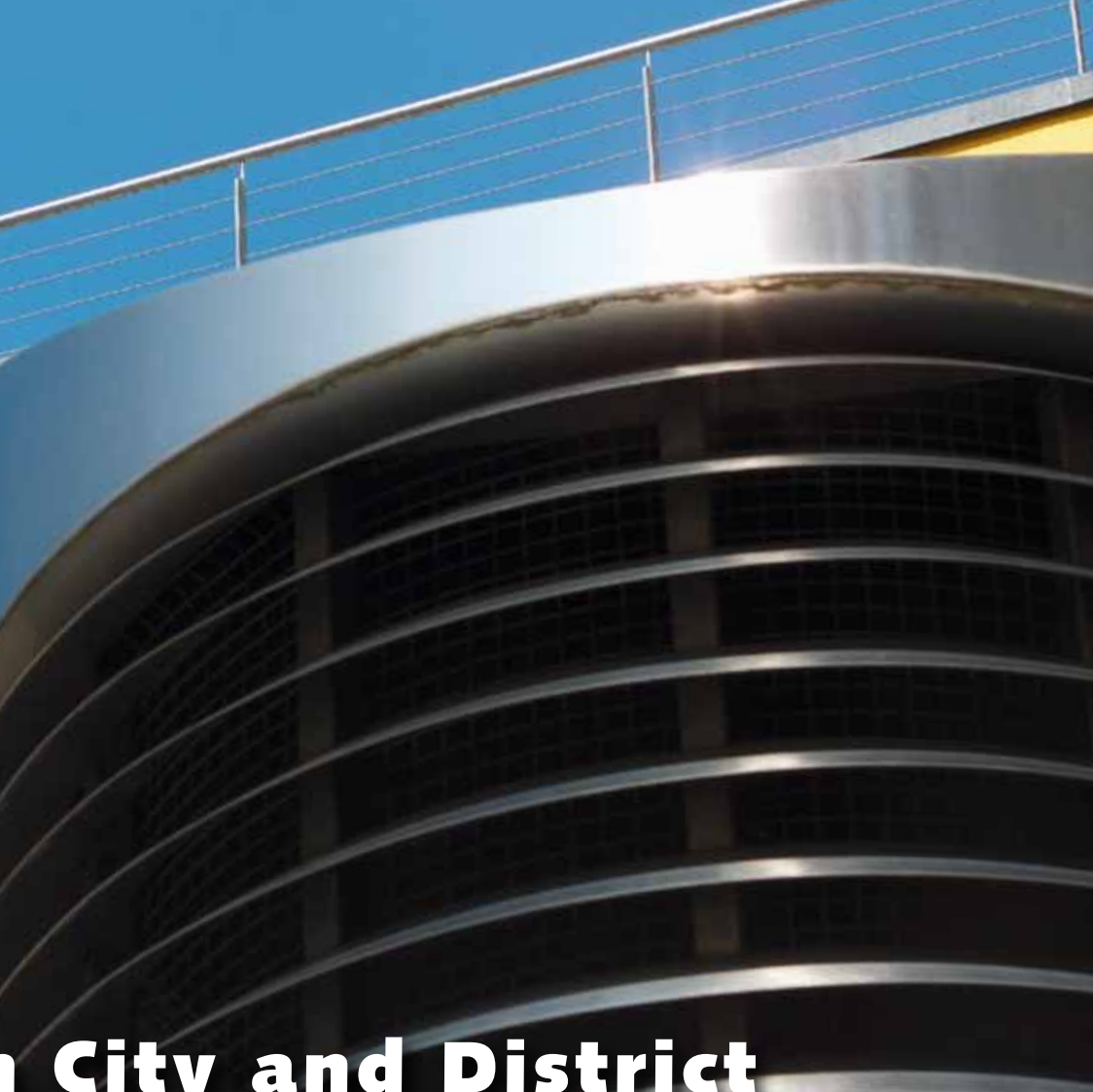
**C**ity and District of Würzburg complement each other and create a strong and attractive business and science environment. The two separate administrative units work hand in hand to promote the region's economy.



## City and District support businesses with a wide variety of services:

- Consultation on locations
- Sale and purchase of commercial properties (Economic Development Department of the City of Würzburg)
- Arrangement of contacts to municipal and private providers of commercial areas, office space, warehouse and production facilities
- Assessment of the requirements set forth by the planning and building laws prior to any property search
- Support of newcomer businesses – from the very first contact over the building permit procedures to the final opening of the company
- Assistance with site relocations, building and extension projects
- Representation of the company interests, e.g. building permit procedures, within administration
- Support of local companies
- General Management of the Innovations- und Gründerzentrum, Würzburg's Innovation and Business Incubator
- Presentation of the Würzburg Business and Science region at trade fairs, congresses and conferences, and in brochures
- Company visits
- Profiling and enhancement of the attractiveness of the universities located in Würzburg - in close cooperation with the universities, of course
- Organization and maintenance of network structures within and outside the Würzburg Business and Science region
- Service offers on the internet, for example the commercial property market at [www.wuerzburg.de/gewerbeimmobilienboerse](http://www.wuerzburg.de/gewerbeimmobilienboerse) and the Competence Mainfranken company database at [www.competence-mainfranken.de](http://www.competence-mainfranken.de)





# City and District

## Contact

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[www.wuerzburg.de/wirtschaft-wissenschaft](http://www.wuerzburg.de/wirtschaft-wissenschaft)

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STADT  
WÜRZBURG



*By the way ...*  
...since 2010, the Economic Development Departments  
of City and District have been offering additional  
support with their Funding Consultant Service Center.  
Companies from the region are provided free assistance  
in finding suitable promotional programs for their  
investments and projects.  
<http://foerderberatung.wuerzburg.de>





# Traffic Junction

**W**ürzburg lies in the heart of Germany and Europe. Here three of the most important federal freeways, the A 3, A 7 and A 81, intersect. Three international airports plus a regional district airport are located within a radius of 150 km. As ICE rail intersection, city and region provide excellent rail links. The river Main connects Würzburg to the European network of waterways – equally important for the transport of bulk goods and river cruise tourists. In a linked transport system, public transport has been organized in exemplary fashion not only in the city but also in the whole district.

## Abfahrt Departure Départ Würzburg

### By train (ICE)

**Departure**  
 Würzburg central  
 Würzburg central  
 Würzburg central  
 Würzburg central  
 Würzburg central  
 Würzburg central

**Arrival**  
 Berlin central  
 Frankfurt (M) airport  
 Hamburg central  
 Munich central  
 Nuremberg central  
 Cologne central

**Duration**  
 3:50 h  
 1:25 h  
 3:23 h  
 1:58 h  
 0:54 h  
 2:28 h

### By car (fastest connection)

**Departure**  
 Würzburg  
 Würzburg  
 Würzburg  
 Würzburg  
 Würzburg

**Arrival**  
 Frankfurt  
 Stuttgart  
 Munich  
 Nuremberg  
 Hannover

**Distance**  
 120 km  
 150 km  
 280 km  
 115 km  
 370 km

### By ship (Rhine-Main-Danube waterway)

**Departure**  
 Würzburg  
 Würzburg  
 Würzburg  
 Würzburg Danube – Black Sea estuary

**Arrival**  
 Duisburg  
 Rotterdam  
 Vienna

**Distance**  
 545 km  
 750 km  
 655 km  
 2755 km

### By plane (nearest airports)

**Departure**  
 Würzburg  
 Würzburg  
 Würzburg  
 Würzburg

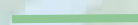
**Arrival**  
 Giebelstadt airport  
 Nuremberg airport  
 Frankfurt (M) airport  
 Stuttgart airport

**Distance**  
 17 km  
 110 km  
 120 km  
 165 km





International airport



Freeway



Railway







## Life At Its Best

**L**iving in or around Würzburg is fun for many reasons. It starts with the pleasant climate: during the last ten years, the region has had 200 hours more sunshine than the national average and about 30 percent less rain.

Other positive – and more often than not decisive – site factors are the low cost of living, intact social structures, a wide variety of local recreational spaces, extensive sports and fitness possibilities, a lively club life and family-friendly facilities. For example, kindergarten placement with no waiting lists.

### Culture stands for entertainment and jobs

A rich cultural life not only provides entertainment. It also creates jobs and enhances the region's value. The city is proud of their 200-year Mainfranken Theater where some 250 people are employed. Smaller stages ensure a colorful diversity and fill cultural niches in an excellent fashion.

Regularly sold-out, the "Bockshorn" is one of the favorite places of the celebrities of the German cabaret scene.

### Charismatic permanent and special exhibitions

From a metropolitan point of view, the museums and galleries in and around Würzburg leave nothing to be desired. The art lover is offered everything from Greek vases over old masters and representatives of Japanese culture to ecclesiastical works of art. Besides the high-profile permanent presentations, the Museum in the Kulturspeicher succeeds time and again to attract special exhibitions with works and artifacts from internationally known artists whose attraction goes far beyond regional borders.

### Festivals and pageants pull crowds

Festivals and pageants which regularly draw thousands of people have become fixed items in the region's cultural calendar. The City of Würzburg stages the Mozart festival, the Africa Festival, the Harbor Summer, the "Umsonst & Draußen", Free & Outside, festival and the International Film Weekend. The region tempts the audience with the pageants in Röttingen, a small town on the river Tauber, and the Florian-Geyer open air performances in Giebelstadt.



### Hollywood in Würzburg

Following a variety of national productions in the past, the international movie world has finally discovered Würzburg as "the location". In fall 2010, film producer Constantin shot the 3-D movie "The Three Musketeers" in Würzburg. For a brief moment the city accommodated the Hollywood celebrities Orlando Bloom and Milla Jovovich as well as Oscar winner Christoph Waltz. The movie team made the historical buildings of the city – The Residence palace, the Marienberg castle and the Old Main Bridge – into the scenery of 18th century Paris. Those responsible appreciated the excellent teamwork with the city and castle administration as well as the citizens' willingness to play along.





# Hospitality

**T**he successful blend of wine culture and world-famous sights is the basic recipe for the great attractiveness of Würzburg and the entire region. And the trend is upward!

The main driving force of the local city tourism is the Würzburg Residence, designated World Cultural Heritage by UNESCO since 1981, a master piece of South German Baroque and one of the most prominent palaces in Europe. And there are many other large and small historic monuments that still dominate the cityscape despite the destruction at the end of the Second World War.

## Beauty on the doorstep



The special charm of Würzburg lures more and more international guests into the Franconian metropolis on the Main, especially from the USA, Japan and Great Britain. Many of them not only enjoy the unique ambiance of the Baroque city but travel the region with its cultural landscape characterized by its rich tradition and long history of viticulture. The city is, after all, embedded in the Franconian wine-growing area and sheltered by the low mountain ranges of Spessart, Rhön and Steigerwald. Being the starting point of the Romantic Road holiday route and popular stop along many long-distance hiking and biking trails, Würzburg connects the visitor with destinations both near and far.



## A safe harbor

The increasing ship-based tourism travelling Germany's waterways has made Würzburg a popular port of call. Far more than 500 river boat cruise liners cast their anchors in the Main port every year. The mild and rather dry climate enhances the value of the city and its surrounding area as a premium vacation destination. Another advantage of the region is its diverse culinary offerings at reasonable prices.

## Popular conference venue with flair

In addition to the more than fifty conference venues, all these aspects have transformed city and region into highly attractive convention and seminar locations. An important service provider is the Würzburg Congress Centrum with capacities for 1,900 people in eight halls and rooms. Easy and safe to reach from all directions and by all means of transport, perfectly stylish, well-organized and technically sophisticated meeting points, excellent dining and accommodation, relaxing evenings framed by stimulating entertainment – Würzburg makes your event a total success.







# Think Tank

**R**esearch and development, training and qualification are playing increasingly important roles in our knowledge-based society. With its universities and colleges, Würzburg provides the perfect environment and the most creative minds to tackle the challenges of the future.

## ■ Julius-Maximilians University <sup>1)</sup>

At its ten faculties, the Julius-Maximilians University employs highly qualified specialists – the best of their field of science. The university has an outstanding reputation in medicine, psychology, biology, physics and chemistry. Innovative and progressive study programs complement the offerings, for example Nanostructure Technology, Biomedicine, Functional Materials Technology, Human-Computer Systems, Space Science and Technology, Aerospace Information Technology, Digital Humanities, Museology and Material Culture, Modern China as well as Media Communication.

The scientific success of the Würzburg University is exemplified by the variety of special research areas, graduate colleges and research teams which the Würzburg scientists have been awarded with by the German Research Foundation. The biomedical section of the university ranks first on the list of those funded by external investors. Looking forward, the Würzburg Julius-Maximilians University is planning to grow in size over the next few years branching out on a 39-hectare area right next to the Hubland campus.

## ■ Geared to the real world: the University of applied Sciences <sup>2)</sup> in Würzburg-Schweinfurt

The technical college in Würzburg-Schweinfurt is the third largest for applied sciences in Bavaria. It offers a total of 25 study programs.

With its sophisticated laboratories, measuring and testing equipment, the college is the perfect partner for industry and commerce in the area of technological development and transfer of know-how and technology.



## ■ Conservatory of international renown

The Würzburg Music Academy <sup>3)</sup> is one with the longest tradition among the German conservatories and represents 200 years of success in art education. It enjoys an excellent reputation beyond national borders. The academy inspires the public with many concerts and concert series, large and small musical projects and scientific conferences.







### Schools of all types

Besides the three universities and their large variety of study programs, Würzburg as an education site excels with an extensive range of secondary schools and a thorough portfolio of recognized training programs for trade, industry and commerce.



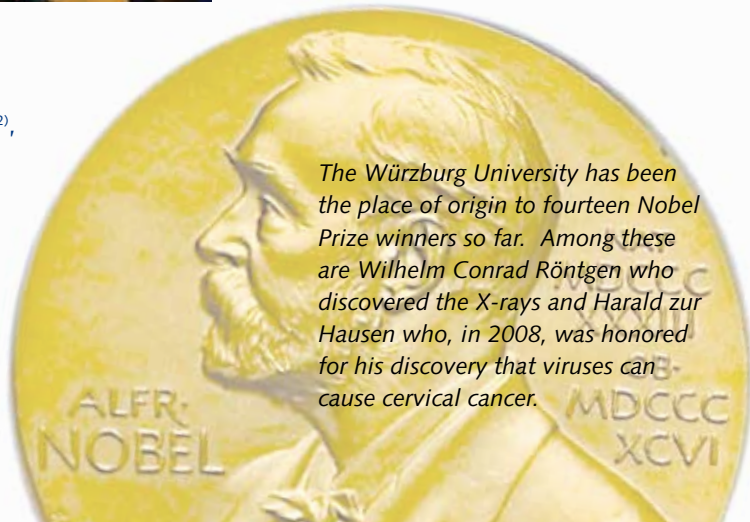
### More information on the internet:

Julius-Maximilians-Universität <sup>1)</sup>:  
[www.uni-wuerzburg.de](http://www.uni-wuerzburg.de)  
 Hochschule für angewandte Wissenschaften <sup>2)</sup>,  
 Fachhochschule Würzburg-Schweinfurt:  
[www.fhws.de](http://www.fhws.de)  
 Hochschule für Musik Würzburg <sup>3)</sup>:  
[www.hfm-wuerzburg.de](http://www.hfm-wuerzburg.de)

### Entrepreneurs welcome

More often than not, the Julius-Maximilians University and the University of applied Sciences have given birth to new companies. In Würzburg, those spin-offs find fertile soil for their scientific growth. High-tech launches in biotechnology and biomedicine, nanotechnology, IT and communication technology and related areas are provided high-quality rental space as well as proficient consulting and support by the Innovations- und Gründerzentrum Würzburg (IGZ), Würzburg's innovation and business incubator. The center offers assistance for all types of high technology enterprises creating thus extensive synergy effects and cooperation possibilities across all industries.

The TGZ Technologiezentrum, Würzburg's technology center, combines low-cost rental space with consulting and support services such as patent information, business plans or public funding. Other launch pads are the technology and startup centers in Rimpar, in Höchberg and in the i-Park Klingholz industrial park.



*The Würzburg University has been the place of origin to fourteen Nobel Prize winners so far. Among these are Wilhelm Conrad Röntgen who discovered the X-rays and Harald zur Hausen who, in 2008, was honored for his discovery that viruses can cause cervical cancer.*





# Think Tank

## ■ Innovations- und Gründerzentrum (IGZ) Würzburg

Würzburg's innovation and business incubator is the largest one in Lower Franconia. The building is located in the city's Science Park and offers around 5,500 m<sup>2</sup> of rental space for technology-oriented entrepreneurs. They are supported and consulted right on site. The center is managed by the city's CTV Congress • Tourismus • Wirtschaft conference, tourism and business center.

[www.igz.wuerzburg.de](http://www.igz.wuerzburg.de)



*IGZ Würzburg provides cost-effective lab and office space plus expert consulting and assistance to young and innovative enterprises.*

## ■ Bavarian Institute for Viniculture and Horticulture

The institute addresses professional as well as amateur gardeners, wine-growers, cellar masters and beekeepers. It promotes the competitiveness of viniculture, enology, gardening, landscaping and apiculture. Besides the implementation of legal and administrative provisions, the institute focuses on application-oriented research, on consultation and information of specialist companies, and on the training and development of masters and engineers.

[www.lwg.bayern.de](http://www.lwg.bayern.de)



*LWG - the Bavarian center of competency for viniculture, horticulture, apiculture and landscaping.*

## ■ Nano Technology Cluster/ Nanoinitiative Bayern GmbH

Nanoinitiative Bayern manages the Bavarian nanotechnology cluster. Main targets are the extension of the nanotechnology network and the transfer of research results into real life applications. In their attempt, they closely link science, industry, advanced qualification and the promotion of young talent. Nanonetz Bayern, supporter and promoter of the Bavarian nanonetwork, is the platform for a variety of cluster activities and industrial contacts.

[www.nanoinitiative-bayern.de](http://www.nanoinitiative-bayern.de)



*As a multi-disciplinary science technology, nano technology is important to many industries, for example semi-conductor industry, biotechnology, medical engineering, sensor technology and mechanical engineering.  
Picture: Thalhammer, Helmholtz Zentrum Munich*

## ■ Fraunhofer ISC

The Fraunhofer institute for silicate research in Würzburg develops materials for tomorrow's industrial products. Research focuses mainly on energy, environment and health. Special areas are hybrid materials, special glasses and ceramics as well as intelligent materials and components for adaptive systems, also called smart materials. For this purpose, the Smart Materials Center was founded in Würzburg in 2009. Over the past years, the institute has created more than fifty new jobs and developed new domains. To avoid space restraints to the continuous diversification and consequential growth, the building is currently being expanded. The new addition will be finished by the end of 2012.

[www.isc.fraunhofer.de](http://www.isc.fraunhofer.de)



*The intelligent sensors developed at the Fraunhofer ISC identify small cracks in building glazing before they can cause any damage.  
Picture: K. Dobberke for Fraunhofer ISC*





### ■ Süddeutsches Kunststoff-Zentrum (SKZ)

The south German plastics center focuses on the research and development of innovative plastic materials. It not only tests and evaluates new materials and products, but is also the largest educational and training institute for this branch of industry worldwide. The center therefore provides an almost unmatched system competency covering large areas of the supply chain: from research and development to quality assurance and certification of products and management systems to application-based qualification seminars. The SKZ offers an excellent plastics industry network and offers enterprises ideal technology transfer tools.

[www.skz.de](http://www.skz.de)



Headquarters for certification, research and development of the south German plastics center at the Friedrich-Bergius-Ring.

### ■ ZAE Bayern

The Bavarian Center for Applied Energy Research in Würzburg develops energy-relevant materials, components and systems for economical energy utilization especially in buildings and for energy storage. The ZAE also does research in organic solar cells and solutions for energetic system management. An innovative test and research building integrating the new technologies is planned in the industrial park "am Hubland". The showpiece is a joint venture with partners from the industry and will be finished by 2013.

[www.zae-bayern.de](http://www.zae-bayern.de)



With its new Energy Efficiency Center building, the ZAE Bavaria wants to present the functional capabilities, efficiency and effectiveness of its innovative developments in the construction sector.

Picture: Lang Hugger Rampp, Munich

### ■ ZfT Center for Telematics

The Center for Telematics provides independent and professional information on the application possibilities of telematic systems. It develops telematic solutions in the framework of research activities and supports the various industry partners in the development and optimization of products and services. ZfT focuses on remote diagnosis, remote maintenance and remote commissioning of industrial facilities, on security systems, on the support of helpers in dangerous situations, on telemedicine, remote training and traffic control.

[www.telematik-zentrum.de](http://www.telematik-zentrum.de)



ZfA antenna for satellite communication



#### *Fact:*

The researchers at the chair in computer engineering (robotics and telematics) of Würzburg University develop miniature satellites. Their first experimental satellite – UWE-1 – was a cube with a 10-cm edge length which was launched into the earth's orbit in 2005 to analyze the optimum adaptation of internet logs in space for future telecommunication.





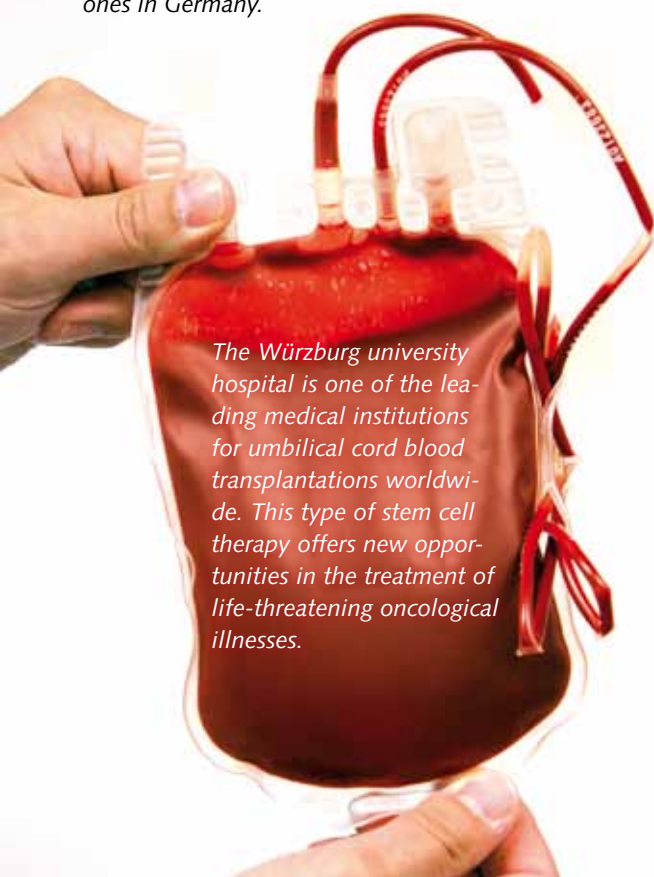
## Health Care

**T**he health market is the central growth and key industry in Mainfranken. One of the top performers in research and the establishment of spin-offs is the Julius-Maximilians University. With its graduate colleges, research teams and research centers in medicine and life sciences, the university ranks among the most successful ones in Germany.

### Millions for heart research

Both the university and the university hospital, for example, have been internationally renowned experts in cardiovascular diseases for many years. The excellent medical care and research results were the decisive criteria for receiving a very special government grant: from 2010 to 2015, the federal research ministry is subsidizing the organization of a new, integrated research and treatment center for heart failure at the Würzburg University with 25 million euros. After positive assessment, the same amount may be granted once more for another five years.

<http://chfc.uk-wuerzburg.de>



*The Würzburg university hospital is one of the leading medical institutions for umbilical cord blood transplantations worldwide. This type of stem cell therapy offers new opportunities in the treatment of life-threatening oncological illnesses.*



*The new building of the dual center for surgical and internal medicine, the largest structural engineering project since 1945, was finished in 2009.*





### University hospital: the largest employer in the region

The Würzburg university hospital is one of the big German hospitals that offer maximum medical care. Every year, the institution treats around 50,000 in-patients and 180,000 out-patients. With over 5,200 employees, the clinic is also the largest regional employer and therefore an economic key factor in the region.

### The Rudolf Virchow Center researches target proteins

The Rudolf Virchow Center is the Research Center for Experimental Biomedicine at the Würzburg University. A Center of Excellence, the institution receives special funds from the German Research Foundation (DFG). The center's specialized field is the target protein research, proteins which are essential for cellular function and therefore decisive for physical health.

[www.rudolf-virchow-zentrum.de](http://www.rudolf-virchow-zentrum.de)



*Besides doing research, the Rudolf Virchow Center offers young people a first look into scientific work.*

### The Center for Infection Research pursues interdisciplinary research

The Center for Interdisciplinary Research at the Würzburg University, addresses the interdisciplinary and cross-faculty research of infectious diseases. The center's work groups examine the basic mechanisms of these diseases which are caused by a broad spectrum of bacterial, viral, mycological and parasitic pathogens.

[www.zinf.uni-wuerzburg.de](http://www.zinf.uni-wuerzburg.de)



*The Center for Infection Research examines the basic mechanisms of infectious diseases. The picture shows a human cell invaded by bacteria.*

### Dense health care network

There are nine urban and regional hospitals that assure comprehensive medical health care for the entire population. In addition, the city offers three, the region one and a half physicians per 1,000 inhabitants.







## Health Care

### ■ CareFusion Germany 234 GmbH

The Höchberg-based company is one of the leaders in cardiological and respiratory diagnostics. Located at the gates of Würzburg, the enterprise's 310 employees develop, produce and sell medical diagnostic systems.  
[www.carefusion.com](http://www.carefusion.com)



*The portfolio of CareFusion includes this cardio pulmonary diagnostics workstation for the determination of lung capacity and the detection of restrictive and obstructive ventilatory disorders.*

### ■ Institut Virion\Serion GmbH

For over thirty years, the company has been developing and producing in vitro diagnostics for infectious diseases. The test systems are vital for the laboratory examination and identification of diseases caused by pathogens such as bacteria, viruses, fungi or parasites and are utilized worldwide. The innovative company is headquartered in the Science Park east of Würzburg.  
[www.virion-serion.de](http://www.virion-serion.de)



*The test systems made by Virion\Serion are used worldwide for the identification of infectious diseases.*

### ■ Kneipp Group

True to Sebastian Kneipp's philosophy, the Kneipp group base their traditional, effective products on nature's treasures. The roundabout 300 employees of the Würzburg-based company develop and produce high-quality health products from plant-derived and mineral raw materials. The company supplies herbal remedies, food supplements as well as bath additives and body care products.  
[www.kneipp.de](http://www.kneipp.de)



*From Würzburg, the medical and body care products are distributed world-wide.*





#### ■ Patrys GmbH

Patrys focuses on the development and commercialization of human monoclonal antibodies for cancer therapy. Since the human organism itself produces the very best anticancer reagents, these antibodies are, with the help of hybridoma technology, captured directly from the cancer patients. Besides their R&D center in Würzburg, the biotech group has offices in Melbourne/Australia, their place of origin, and New York/USA.  
[www.patrys.com](http://www.patrys.com)



*Global player Patrys concentrates on the research and development of human antibodies for cancer treatment.*

#### ■ Rapid Biomedical GmbH

Headquartered in the Rimpar industrial park, Rapid Biomedical produces and sells RF coils in all magnetic field strengths and dimensions for Magnetic Resonance Imaging (MRI) worldwide. The products are tailored to the customers' specific requirements for medicine and experimental research. The global player started as a Würzburg University spin-off in 1998 and currently employs 40 people.  
[www.rapidbiomed.de](http://www.rapidbiomed.de)



*Rapid Biomedical specializes in the development and production of RF coils for almost any application.*

#### ■ vasopharm GmbH

The biopharmaceutical company specializes in the development of innovative therapeutics for the treatment of cerebrovascular diseases. Their revolutionary new product VAS203, for example, is meant to prevent inflammatory processes of the brain and a life threatening increase in intracranial pressure of traumatic brain injury patients.  
[www.vasopharm.de](http://www.vasopharm.de)



*Probably soon employed against an increase in intracranial pressure in traumatic brain injury patients: test compound VAS 201 by vasopharm.*







# Information Society

Information and communication technologies remain – also or especially in difficult economic times – a significant productivity driver of the German economy.

Currently, 185 IT companies are entered with the Commercial Register of the City and District of Würzburg (11/2010). They mainly deal in software development and services, some in the production of hardware. Another 750 small IT businesses have found their niches in consultation, training, programming and web-site maintenance and update. To provide the market with enough specialists for promising future subjects such as Cloud Computing, Web 2.0, Social Media or Data Security, the Julius-Maximilians

University and the University of applied Sciences Würzburg-Schweinfurt offer study programs oriented towards the pulse of the time. A large number of the university and college lecturers are internationally renowned in the world of information technology. Special expertise can be found in the wide range of business informatics where research carried out in Würzburg greatly influences the major trends in IT development. Spin-offs founded on this know-how do successful business on the world market.

## Fact:

A new building of the University of applied Sciences Würzburg-Schweinfurt near the university campus in Würzburg adds the space needed for the nearly 1,000 students in IT, business informatics and design.

## Bechtle GmbH

Bechtle is present in Germany, Austria and Switzerland. With its 60 IT systemhouses, the group is one of the leading IT and e-commerce providers in Europe. Nearly 4,500 employees offer a wide range of products covering IT infrastructures and operation to over 56,000 customers. The IT expert was founded in Würzburg in 1993.

[www.bechtle.com/wuerzburg](http://www.bechtle.com/wuerzburg)



Bechtle IT Systemhouse on the Friedrich-Bergius-Ring, the industrial park east of Würzburg.

## HandyGames

Founded in 2000, HandyGames is currently one of the international market leaders for mobile entertainment. The team of the prospering company headquartered in Giebelstadt produces high-quality games and applications for mobile phones, smartphones and mobile terminals. Close cooperations with leading equipment manufacturers, network providers and consumer brands propel the strong growth of the company.

[www.handy-games.com](http://www.handy-games.com)



With its innovative programs, HandyGames provides mobile game fun for iPhone & Co.





#### ■ IBIS Prof. Thome AG

IBIS Prof. Thome links research activities with international consulting projects. The interaction of both fields allows the company to conceive, develop and implement digital methods and tools for the introduction and continuous improvement of corporate solutions. To the regional companies, IBIS is the official reseller and experienced implementation partner for SAP Business ByDesign.  
[www.ibis-thome.de](http://www.ibis-thome.de)



*IBIS Prof. Thome, the specialist for business informatics.*

#### ■ Kindermann GmbH

From family business to global player: founded in 1861, the products made by Kindermann in Ochsenfurt have become known all over the world. The company offers extensive solutions ranging from projector or video conference equipment to complete conference room environments with media furniture.  
[www.kindermann.com](http://www.kindermann.com)



*The product portfolio of Ochsenfurt-based Kindermann provides system solutions for high-class conference and media areas.*

#### ■ NAVIGON AG

With their own portable navigation systems and through their cooperations with well-known manufacturers of consumer electronics, NAVIGON stands for high-quality GPS navigation on pocket PCs, portable navigation devices (PND) and mobile phones. The company also provides professional navigation solutions such as driver assist components for the automobile industry.  
[www.navigon.com](http://www.navigon.com)



*NAVIGON is one of the leading suppliers of navigation systems worldwide.*

#### ■ SALT Solutions GmbH

SALT Solutions specializes in IT solutions and system integrations for logistics, retail and production. The software house designs, develops and integrates systems for goods and material flow control. With their innovative solutions, for example their wireless RFID technology, SALT solutions are very well positioned for the future. Thanks to the smooth movement of goods and production processes, their customers become extremely competitive.  
[www.salt-solutions.de](http://www.salt-solutions.de)



*Complex commissioning control is just one of the many software solutions made by SALT Solutions.*





## Media Stronghold

In terms of media, Würzburg is extraordinarily well positioned. More than 240 companies in and around Würzburg offer their services as publishing houses, radio stations, online providers or agencies. In the print sector, there are well-established print houses, book and magazine publishers. Radio broadcasting is provided by the Bayerischer Rundfunk, Radio Gong and Charivari. The local TV station and Studio Mainfranken as part of the Bayerischer Rundfunk guarantee that the pictures get moving. The services of the many large and small media providers and agencies range from consulting and assistance to software development and design jobs.



The new building of the Würzburg-Schweinfurt technical college located in the Sanderheinrichsleitenweg in Würzburg accommodates the Design faculty.

### Fact:

At the Würzburg Media Academy, media companies Main-Post, Krick, Stürtz and Vogel Business Media have their trainees, interns and volunteers participate in a variety of professional realities – a cooperation unmatched throughout Germany.

### Study programs on the pulse of the times

For all those who plan to work in the media world, Würzburg offers the most up-to-date study programs. At the beginning of the 2010/2011 winter semester, for example, the University introduced a Media Communication study program. The Würzburg-Schweinfurt technical college, in turn, offers the only Master's degree in "Specialist Journalism with emphasis on technology" in all Germany. The college also provides Bachelor programs in Media Management and Communication Design.





#### ■ flyeralarm GmbH

High-quality, fast and at fair prices – the motto of flyeralarm. The Würzburg-based company with 1,000 employees is one of the leading online printshops in Europe. From simple flyer to high-class hardcover book – the online shop offers more than 850 different products, many of them with overnight and 24-hour delivery service.

[www.flyeralarm.de](http://www.flyeralarm.de)

#### ■ Haufe-Lexware GmbH & Co. KG

The Haufe-Lexware branch office in Würzburg publishes and markets business and trade journals as well as the internet portals of the Haufe media group. The publishing house provides business-to-business and special interest information of high value for specialists and executives in medium-sized companies.

[www.haufe.de](http://www.haufe.de)

#### ■ Krick Unternehmensfamilie

Krick offers local information services in printed form, on the internet or on mobile terminals. The Lexika publishing house provides expert information on career options and study programs. The customer-tailored solutions of iWelt around communication and information technologies with emphasis on software development and internet service provision round off the portfolio of the group.

[www.krick.com](http://www.krick.com)



*The service center and headquarters of flyeralarm in Würzburg.*



*The Haufe media group is one of the leading German media and software houses for law, business and tax.*



*The Krick group based in Eibelsstadt with its 450 employees does business all over Germany.*





# Media Stronghold

## ■ Mediengruppe Main-Post GmbH

The Main-Post Media Group is the largest newspaper publisher in the Mainfranken business region. The group publishes five daily newspapers, one weekly paper, consumer magazines and other printed products. Over a million users per month make use of the group's online offers. Other business units are the customer service center, print and prepress services, and their offers regarding postal services and unaddressed direct mailing.

[www.mainpost.de](http://www.mainpost.de)



*At Main-Post, sophisticated news desks provide printed and digital media with the latest news and information.*

## ■ Stürtz GmbH

For 180 years, Stürtz in Würzburg has been the leading provider of the most state-of-the-art media solutions. Today, the company portfolio comprises printing, bookbinding and logistics services for newspapers, books and periodicals as well as electronic media such as innovative publishing and business process outsourcing strategies for publishing houses and industry.

[www.stuertz.de](http://www.stuertz.de)



*Every year, Stürtz GmbH realizes far more than 400 magazines and journals and over eight million books.*

## ■ TV touring Fernsehgesellschaft mbH & Co und TV touring media

Some 297,000 people watch the award-winning programs of private regional television station TV touring regularly. Their news program "TV touring aktuell" is broadcast daily at six in the evening, followed by different special interest programs. TV touring can be received via analog and digital cable, digital satellite and web TV or accessed online via their media library. Business unit TV touring media serves as the film production and advertising agency.

[www.tvtouring.de](http://www.tvtouring.de)



*Private regional station TV touring produce their programs in studios in Würzburg and Schweinfurt.*





#### ■ Vogel Business Media

With some 100 trade journals and 60 web portals as well as many international activities, Vogel Business Media is one of the leading German business-to-business publishers. Their print and online media provide detailed information on industry, automobiles, IT, law, economy and taxes. Shops and retailers are offered customized communication solutions.

[www.vogel.de](http://www.vogel.de)

#### ■ Vogel Druck und Medienservice GmbH

Vogel Print and Media Services belong to the leading web offset companies in Germany and see themselves as a system supplier of comprehensive media services. Their portfolio includes address management, e-paper, inkjet personalizations, direct mailing and much more. As part of the Bertelsmann-arvato group, the company can make use of a broad network of additional communication and media providers.

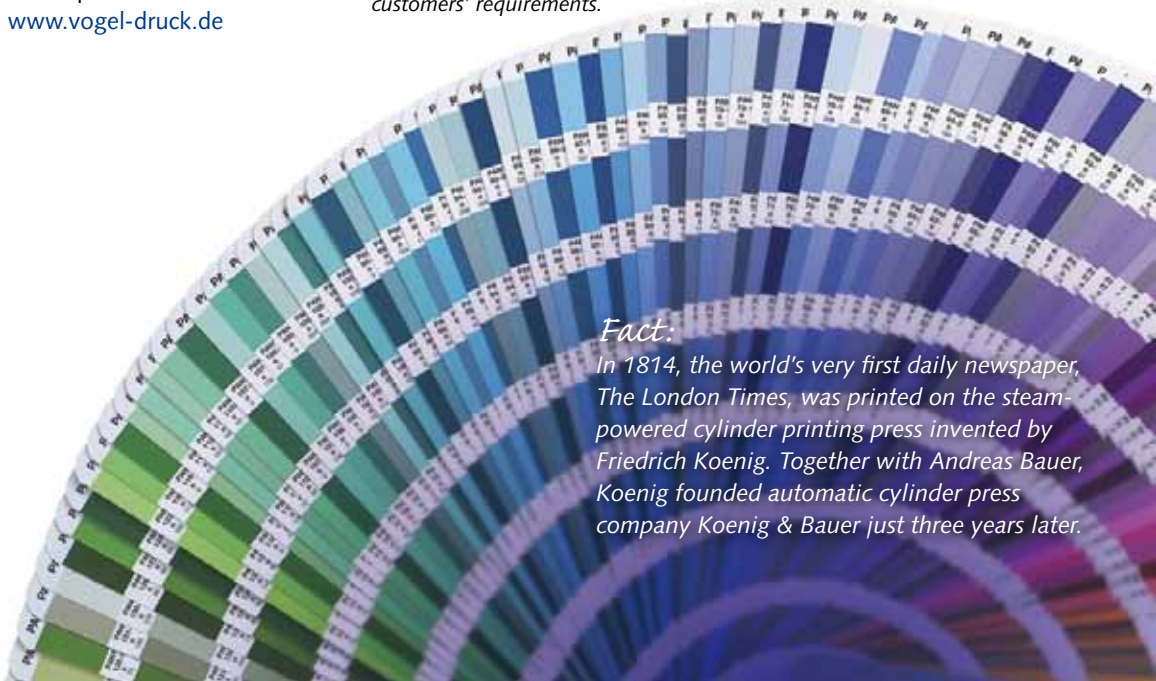
[www.vogel-druck.de](http://www.vogel-druck.de)



*The basis to the services offered by Vogel Druck und Medienservice are their state-of-the-art technologies, environmentally friendly management, innovative spirit and employees who focus on their customers' requirements.*



*The Vogel Business Media portfolio offers much more than only print products.*



#### *Fact:*

*In 1814, the world's very first daily newspaper, The London Times, was printed on the steam-powered cylinder printing press invented by Friedrich Koenig. Together with Andreas Bauer, Koenig founded automatic cylinder press company Koenig & Bauer just three years later.*





# Trading Platform

**W**ürzburg offers space for good business. Since 1998, the city's sales area has been increasing by two percent every year. Chain stores and owner-run shops make a healthy mix, just like large-scale retailer companies and the rather small specialty shops do.

## A true consumer magnet

There certainly is no lack of shoppers. The nearly 300,000 inhabitants of city and district are an abundant customer base. The Würzburg region is also home to a multitude of well-established companies, whose services and trade relations reach far beyond regional borders.

## High turnover in the retail industry

On average, every German spends about 4,700 euros per year in retail shops. With 5,200 euros, Würzburg tops this figure by far. The total annual retail turnover amounts to 1.2 billion euros in the main commercial centers of Würzburg.

### ■ Ebert+Jacobi GmbH & Co. KG

On the pharmaceutical wholesale market, Ebert+Jacobi is the link between pharmaceutical industry and the drugstore around the corner. From six sites, the family-run enterprise supplies 2,800 drugstores located in the south of Germany - reliably and always on time.

[www.ebert-jacobi.de](http://www.ebert-jacobi.de)



At their headquarters in Würzburg, the 290 Ebert+Jacobi employees and state-of-the-art technology guarantee punctual delivery to their customers – on average three times a day.

### ■ EDEKA Handelsgesellschaft Nordbayern-Sachsen-Thüringen mbH

Freshness and availability are the central issues of the largest food retailer in Germany: the EDEKA headquarters in Rottendorf/Würzburg manage their logistic tasks for northern Bavaria, Saxony and Thuringia with several warehouses.

[www.edeka.de/nordbayern](http://www.edeka.de/nordbayern)



The EDEKA operator for Bavaria, Saxony and Thuringia has an annual trading volume of about four billion euros.

### ■ Frankonia Handels GmbH & Co. KG

Frankonia is the German market-leader in the hunting and shooting sport business. The company is headquartered in Rottendorf/Würzburg and belongs to the international network of the Otto group. With its extraordinary sales mix of hunting equipment, functional clothing and classic-elegant fashion, the well-established company has adopted a specialist concept with high growth rates.

[www.frankonia.de](http://www.frankonia.de)



Besides their 20 over-the-counter sales points, Frankonia distribute their goods through e-commerce and mail order. In addition, the wholeseller ships to customers in about 100 countries.





#### ■ IKEA Würzburg

IKEA offers stylish yet functional furniture at prices so favorable that almost everybody can afford them. IKEA Würzburg present their products on a sales area of 20,500 square meters. Besides their interior design expertise, the furniture house focuses on sustainability and the protection of our environment. The building, for example, uses high-tech equipment geared to save the environment.

[www.ikea.de/wuerzburg](http://www.ikea.de/wuerzburg)



*The IKEA flags have been flying high above Würzburg and right along the B19 interstate road since 2009.*

#### ■ memo AG

memo with headquarters in Greußenheim is a mail - order house for ecologically and socially compatible products for offices, schools, household and promotional purposes. The more than 10,000 articles including their own memo brand show that sustainable products compare well against the prices and qualities of conventional products. memo has already been awarded several prizes for their commitment and dedication to people, environment and climate.

[www.memo.de](http://www.memo.de)



*The mail-order house selects the product lines in strict compliance with ecological, social, economic and quality criteria.*

#### ■ s.Oliver

From the first retail shop in 1969 to the leading fashion company of today – that is the story of success of s.Oliver Bernd Freier. In just a few decades, the group has developed into a fashion designer and producer of lifestyle products for the whole family, known and appreciated all over Europe. s.Oliver currently runs over 1,000 shops, 240 stores and almost 50 megastores.

[www.soliver.com](http://www.soliver.com)



*With the new flagship store opened in 2009 at Würzburg's upper market, s.Oliver proved his commitment to his Lower Franconian origins.*

#### ■ Technikdirekt.de

Technikdirekt is the internet shop of the Duttenhofer group and belongs to the best-selling shippers of consumer electronics in Europe. More than 20,000 items can be ordered directly from stock at Technikdirekt and are consigned within just a few days all over Europe. Of course, it is also possible to pick the ordered product up at the Technikdirekt pick-up center in the Mainfranken park.

[www.technikdirekt.de](http://www.technikdirekt.de)



*Technikdirekt dispatch point for all Europe.*





# Environmental Partners

**T**he experts agree that environmental technology in all its facets will be THE growth market of the years to come. When it comes to the protection of our climate and resources, human kind will have to learn to generate power and heat with minimum emissions and to keep their consumption as low and economical as possible. The development of sustainable energy options is the market of the future, a market which is represented by innovative companies in and around Würzburg. Regional specialists in green technologies offer solutions ranging from regenerative energy over electric mobility to innovative water management. They will certainly participate in the green boom and reach far beyond regional and national borders.

## ■ a+f GmbH

a+f is a subsidiary of the Gilde-meister group. With their SunCarrier and SkyCarrier systems, the company specializes in the industrial installation of solar power plants. Following the course of the sun, their uniaxial tracking systems are always in perfect position. The permanently ideal angle of light incidence guarantees a surplus of up to 35 percent compared to other solutions available on the market. [www.af.net](http://www.af.net)



The smallest SunCarrier model, the 160 with up to six rows of solar panels, outputs up to 30 kWp.

## ■ Babcock Noell GmbH

Babcock Noell plans and builds innovative exhaust gas purifying systems for power plants. The company also produces safety components for nuclear power plants and is specialized in dismantling them. The development of superconducting magnets for research and nuclear fusion is another of their fields of activities. [www.babcocknoell.de](http://www.babcocknoell.de)



The Babcock Noell product portfolio includes highly sophisticated exhaust gas purifying systems.

## ■ E.ON Bayern AG

Regional E.ON Bayern is the largest network provider in Germany. Their core business is the planning, construction and operation of power and gas supply lines which extend on around 150,000 kilometers in Bavaria alone. With some 1,300 employees in Lower Franconia, E.ON is a significant factor for the regional labor market and economy. Würzburg accommodates E.ON's regional headquarters for Lower Franconia. [www.eon-bayern.com](http://www.eon-bayern.com)



Bavaria live – E.ON Bayern is the leading provider and investor in regenerative energies in the Free State of Bavaria.





#### ■ Jurchen Technology GmbH

Headquartered in Helmstadt since May 2008, Jurchen Technology produces and sells system components for photovoltaic power plants. The company develops and manufactures a variety of fastening and cable systems. Their products are highly compatible to all standard solar modules and roof solutions and can be easily tailored to the customers' requirements.

[www.jurchen-technology.com](http://www.jurchen-technology.com)



*Fastening and cable systems are key products made by Jurchen Technology.*

#### ■ Smiles AG

With the CityEl, Smiles (formerly Citycom) has been one of the first electric car producers on the European market. The German market leader from Aub is also general importer for Indian brand Reva, Italian Tazzari Zero and commercial Beepo-E vehicles. The Lower Franconian enterprise is currently developing a German-wide sales network with 100 to 120 partner companies.

[www.smiles-world.de](http://www.smiles-world.de)

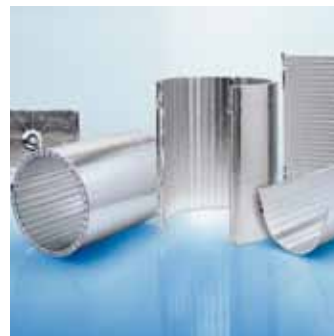


*The highly efficient electric cars made by Smiles need just two euros worth of power on one hundred kilometers.*

#### ■ va-Q-tec AG

With energy-efficient vacuum insulation panels and customer-tailored solutions, award-winner va-Q-tec has redefined the meaning of heat insulation. With drastically reduced insulation thicknesses, their products require only about a tenth of the space needed by conventional insulation material but render the same performance. With their innovative products, the company has created new possibilities for thermal packaging, home appliances and buildings.

[www.va-q-tec.com](http://www.va-q-tec.com)



*va-Q-tec produces vacuum insulation panels with extremely high insulating effect.*

#### ■ Würzburger Versorgungs- und Verkehrs-GmbH

City-owned utility and transportation company WVV supplies and supports the entire region with energy, drinking water, public transportation, port and parking, waste disposal and recycling services. For more than thirty years, the expert all-round provider has been an important source of inspiration and consultant for the economy.

[www.wvv.de](http://www.wvv.de)



*The gas and steam turbine system in the WVV thermal power station serves as prime example for energy efficiency and climate protection.*





# Culinary Delights

**T**he favorable geographical and climatic conditions in Mainfranken allow the cultivation of many specialty crops. Besides sugar beets, fruit, asparagus and other vegetables, wine growing plays a key role.

## Franconian wine: culture and key business

About 1,200 companies in and around Würzburg grow and produce the precious beverage – among them the city's three big traditional wine estates: the "Stiftung Bürgerspital zum Heiligen Geist" wine-growing estate, the "Juliuspital" vineyards and the "Staatlicher Hofkeller" state court wine cellars. About 350 full-time employees and 2,300 seasonal helpers generate an annual turnover of more or less 33 million euros.

## Regional value creation from A to Z

When it comes to food production, the region is the best example for a comprehensive supply chain: from research and development at the Bavarian Institute for Viniculture and Horticulture <sup>1)</sup> over winegrowing on the fertile local soil and excellent processing of the grapes at the regional specialist companies to the final marketing and distribution of the quality wines to the consumer.

### Fact:

To fight the widely spread wine adulteration, the Würzburg city council made the famous "Bocksbeutel" wines into a brand – in the year 1726! Still today, only wines from Franconia with QbA quality label (quality wine from specific growing areas) can be filled and sold in these uniquely bulbous-shaped bottles. The minimum must weight for Bocksbeutel wines is 72° oechsle. In addition, the wine needs to reach a minimum rating of 2.0 points at the official quality control sampling.

### More on the internet

Bayerische Landesanstalt für Weinbau und Gartenbau<sup>1)</sup>:

[www.lwg.bayern.de](http://www.lwg.bayern.de)

Fränkischer Weinbauverband:

[www.frankenwein-aktuell.de](http://www.frankenwein-aktuell.de)

Staatlicher Hofkeller Würzburg:

[www.hofkeller.de](http://www.hofkeller.de)

Stiftung Bürgerspital zum Heiligen Geist:

[www.buergerspital.de](http://www.buergerspital.de)

Stiftung Juliuspital:

[www.juliuspital.de](http://www.juliuspital.de)

## ■ Bayla

### Früchteverwertung GmbH

Bayla processes mostly regional fruit. The most important leg of the family-run company is the customer fruit and wine pressing service. An up-to-date product line with trendy and specialty beverages supplements the traditional assortment.

[www.bayla.de](http://www.bayla.de)



Well-established, traditional Bayla offers a wide range of 100% pure juices, fruit juices, nectars and exotic juices.





#### ■ Danone

The Danone group is the largest food enterprise worldwide. The concern employs 80,000 people and does business in more than 120 countries. The largest Danone plant in Germany is located in Ochsenfurt where well-known brands like Activia or Dany are produced. The protection of our environment and conservation of our resources are important ingredients of their corporate philosophy. In the Ochsenfurt plant, for example, many processes for carbon dioxide reduction in production, packing and logistics have been developed and implemented.

[www.danone.de](http://www.danone.de)



*Danone plays a leading role on the domestic and international fresh milk market.*

#### ■ Götz-Brot KG

For 120 years or five generations, the Götz bakery has been the leading provider of baked goods in the entire Mainfranken and surrounding regions. In 2004, the company moved into their new headquarters in Waldbüttelbrunn where the combination of traditional craftsmanship and state-of-the-art machinery continues to assure excellent quality. Their products are sold in more than sixty own "Kiliansbäck" shops.

[www.kiliansbaeck.de](http://www.kiliansbaeck.de)



*Besides their state-of-the-art production machinery, the Götz-Brot headquarters stand out for the very first drive-in bakery of our region.*

#### ■ Südzucker AG

The pan-European Südzucker group produces over four million tons of sugar every year. 240,000 tons of the total come from the plant in Ochsenfurt where 250 employees take care of the daily administrative and productive business. From the Rhön mountains in the north to the Ansbach region in the south, from Bamberg in the east to the Spessart mountains in the west, more than 4,300 farmers grow sugar beets for the Lower Franconian food producer.

[www.suedzucker.de](http://www.suedzucker.de)



*The sugar production in the Ochsenfurt Südzucker plant is an important income to many farmers in the region.*

#### ■ Würzburger Hofbräu GmbH

Top quality and genuine pleasure for beer lovers – this is what the Würzburger Hofbräu, the oldest beer brewer still in existence in Würzburg, has been promising its customers since 1643. With around 100 employees, the company with its rich tradition brews and markets the best-selling beer of Lower Franconia.

[www.wuerzburger-hofbraeu.de](http://www.wuerzburger-hofbraeu.de)



*Würzburger Hofbräu was founded by Main Franconian Prince-Bishop Johann Philipp von Schönborn in 1643 and his crown can still be found in the brewerstar on the company logo.*





## Workbench

**M**echanical and plant engineering belong to the key industries in and around Würzburg, a region strongly characterized by mostly medium-sized companies. Many of them are well-known beyond regional borders and have made themselves a name in the printing, car supply, ship building or playground systems industry.

### ■ Bavaria Yachtbau GmbH

Slim production and efficient series manufacturing processes for an output of up to 3,000 sailing yachts and motor boats per year – that is the philosophy of Bavaria in Giebelstadt. The rigorous implementation of state-of-the-art production techniques has rewarded the company with continuous growth over the past years. Bavaria employs 600 people and produces on a total area of 64,000 m².

[www.bavariayachtbau.de](http://www.bavariayachtbau.de)

### ■ Brose Fahrzeugteile GmbH & Co. KG

Würzburg headquarters the motor division of the Brose group's largest production plant for electric motors. Some 1,700 employees take care of the development and manufacture of HVAC blowers, cooling fan modules, seatbelt retractor motors, electric power steering motors, electronic braking systems and drive train actuators.

[www.brose.com](http://www.brose.com)

#### Fact:

Some of the miniature ball bearings made by Gebrüder Reinfurt in Würzburg turn at 400,000 revolutions per minute in dental drills. Other high-precision products from the Rimpar-based company are running as drive components in NASA's rovers Spirit and Opportunity currently exploring the environment on Mars.



Modern production facilities and timeless design are the basis to further growth at Bavaria Yachtbau.



The plant in Würzburg is the largest Brose production site for electric motors.





#### ■ eibe Produktion + Vertrieb GmbH & Co. KG

eibe in Röttingen has been developing and producing playground equipment and kindergarten furniture since 1975. The system supplier and employer of 300 people achieves a global turnover of around 37 million euros per year. The company's holistic furniture design and playground concepts cover all ages – from toddler to senior.

[www.eibe.net](http://www.eibe.net)



*Supplier of complete playground and furniture systems: eibe develops, consults, plans, produces, delivers, assembles and provides life-long product service.*

#### ■ Gebr. Reinfurt GmbH & CO. KG (GRW)

The nearly 500 Reinfurt employees develop and manufacture highly precise miniature and small ball bearings from 1-mm bore holes to outer diameters of up to 40 mm. Their products are used where high precision – often at extreme ambient conditions – is an absolute must, for example in aerospace technology, navigation technology, dental and medical engineering, measuring equipment technology, microelectronics and in mechanical engineering applications.

[www.grw.de](http://www.grw.de)



*GRW specializes in the manufacture of miniature deep groove ball bearings made from through hardened rolling bearing and stainless steel.*

#### ■ Hunger Hydraulics Group

The Hunger Hydraulics Group is one of the leaders in the hydraulic engineering market. The corporation provides problem solutions in the hydraulic and automotive field that require intensive consulting services. The products range from large and special cylinders and surface coatings to seals and bearing elements, hydraulic power packs, spherical plain bearings and rod ends, rotary actuators, honing stones and tools for the repair of hydraulic cylinders. In the automotive field, Hunger focuses on fifth-wheel and trailer couplings. About one third of the group's 400 employees in fourteen different countries work at the Würzburg site.

[www.hunger-group.com](http://www.hunger-group.com)



*The products of Hunger Hydraulics, for example their plain and spherical plain bearings and bushes, focus on high precision.*







## Workbench

### ■ ITW

#### **Automotive Products GmbH**

ITW Body, Interior & Fuel Components and ITW Motion are part of the Illinois Tool Works group in Chicago/USA with more than 60,000 employees worldwide. Both companies are part and component suppliers to international automotive brands. While ITW Body, Interior & Fuel Components specializes in fuel and body components, ITW Motion manufactures silicone and air dampers.

[www.itwmotion.com](http://www.itwmotion.com)

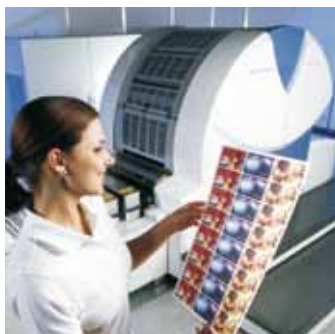


*ITW Body, Interior & Fuel Components and ITW Motion produce components for the automobile industry.*

### ■ KBA-MetroPrint AG

KBA-MetroPrint develops, designs, manufactures and markets special printing presses for the application of UV colors on plastic cards, CDs and DVDs, plastic and paper sheets and similar. Their high product quality combined with a wide range of services make the Koenig & Bauer subsidiary a highly valued partner on the international industrial parquet.

[www.kba-metroprint.com](http://www.kba-metroprint.com)



*All around the globe, chip and telephone cards, DCs and DVDs, plastic and paper sheets are printed with machines made by Veitshöchheim-based KBA-MetroPrint.*

### ■ Kinkele GmbH & Co. KG

Top craftsmanship at competitive prices – that is the successful concept of mechanical engineering industry supplier Kinkele. The company produces for Siemens, Daimler Chrysler, Voith, Kuka and many other renowned machine builders. With 400 highly qualified skilled workers and engineers, Kinkele in Ochsenfurt has been growing steadily for years.

[www.kinkele.de](http://www.kinkele.de)



*Kinkele offers products and services to international clients in the mechanical engineering industry.*

### ■ Koenig & Bauer AG

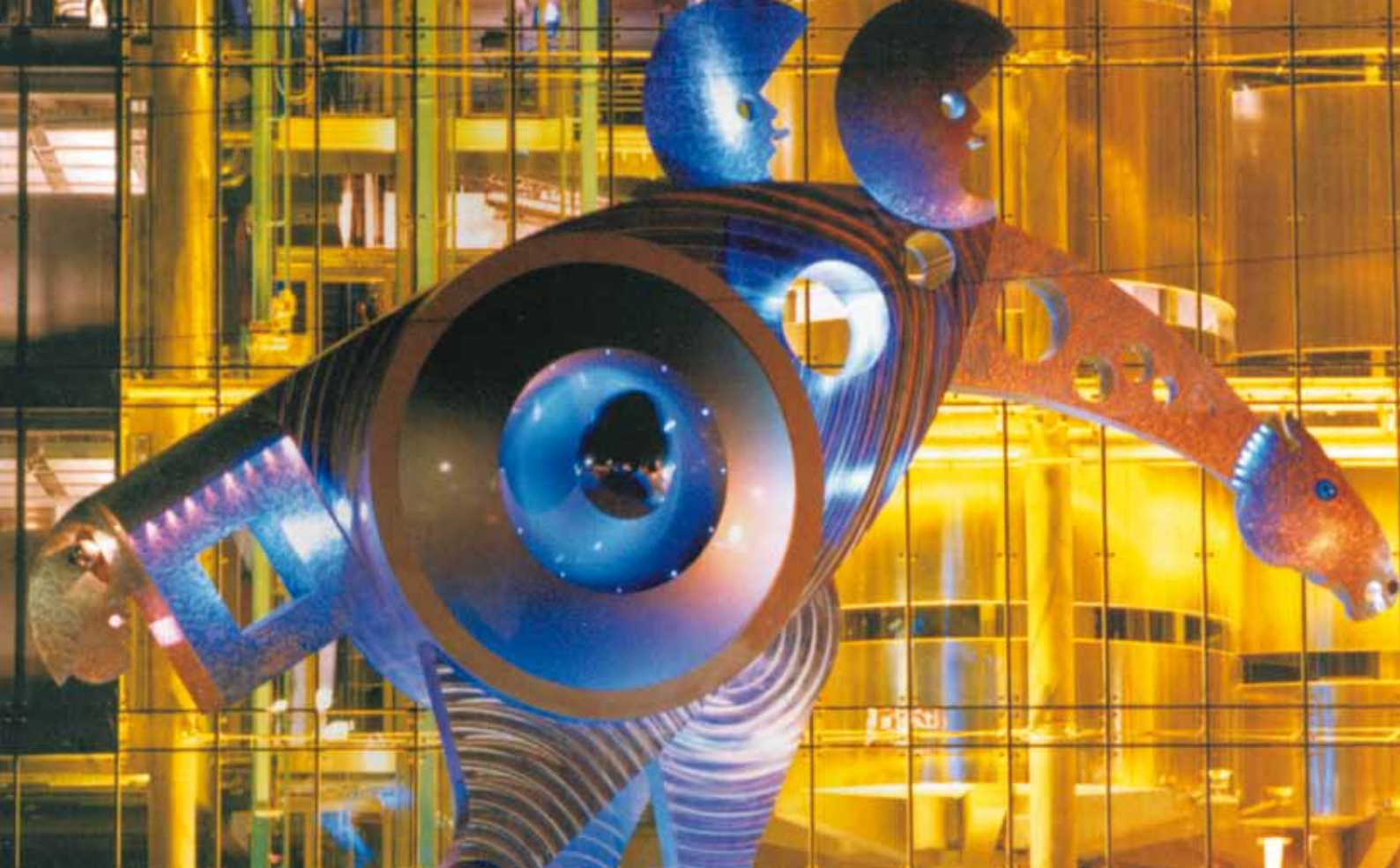
Koenig & Bauer AG (KBA) is the second largest printing press producer worldwide. About one third of the corporation's 6,000 employees works at the site in Würzburg. KBA benefits from the longest experience ever in this type of industry: the company was founded as early as 1817 and is therefore the oldest printing press producer worldwide. Today, the group offers an extremely wide range of products and is the forerunner in many markets and technologies. The absolute non plus ultra KBA item: printing presses for the world's central banks.

[www.kba.com](http://www.kba.com)



*A global player with a long tradition: Koenig & Bauer in Würzburg.*





## ■ Noell

### Mobile Systems GmbH

When containers need to be moved on international container ports, it will most likely be done with machines from Würzburg. With 400 employees, Noell produces straddle carriers for container transport in harbors. Thanks to its quality, innovative power, availability and service, the company has taken over the market and technology leadership in this booming segment. With an export quota of 80 percent, Noell is well armed for the future – as part of the international TEREX group, the company is backed by strong partners.

[www.terexcranes.com](http://www.terexcranes.com)



Straddle carrier made by Noell Mobile Systems are used as transport vehicles in container ports.

## ■ SSI Schaefer Noell GmbH

SSI Schäfer Noell headquartered in the Klingholz industrial park near Giebelstadt complements the Schäfer group's product portfolio as their specialist for complex logistics systems. As general contractor, the company has already implemented 300 logistics systems worldwide. SSI Schäfer Noell offers everything from system planning and consulting to the realization of turnkey plants, from the extension and upgrading of logistics systems to customer-tailored after sales services.

[www.ssi-schaefer.de](http://www.ssi-schaefer.de)



For efficient logistic processes, SSI Schäfer Noell develops and builds fully automatic racking systems.



### Fact:

An international research project wants to collect information on the inner structure of stars and earth-like planets through a worldwide network of observatories. One of the high-powered telescopes needed for the project comes from Kinkel in Ochsenfurt, the supplier of mechanical engineering companies worldwide.





## Development Lab

**T**ogether, the universities and external research institutes such as the Fraunhofer Institute for Silicate Research ISC or the south German plastics center form a symbiotic network. New materials for intelligent sensors or new processes in surface technology, plastic engineering and processing are the basis for innovative products with core competency in the region. To accelerate technology transfer, research institutes and innovative companies in Lower Franconia teamed up and in 2002 founded the Würzburg research association for functional materials.

### A center for nanotechnology

Another core competency which has developed in Würzburg is in the field of nanotechnology. The University offers an independent nanostructure technology study program and closely cooperates with the Bavarian nanoinitiative, and the Fraunhofer ISC is also the main office of the Fraunhofer Allianz Nanotechnologie, an association which bundles the Fraunhofer activities in the nanotechnology sector.

### ■ BASF Coatings GmbH

Among the worldwide BASF Coatings subsidiaries, the one in Würzburg is the technology center for automotive base-coats. Around 300 employees are busy developing new materials and systems. State-of-the-art production and application techniques are the basis to their technological market leadership. An investment of 21 million euros in 2009 has secured and strengthened the position of the BASF site in Würzburg for the future.

[www.basf-coatings.de](http://www.basf-coatings.de)

### ■ Intedis GmbH

Intedis is an independent expert for electric and electronic architecture consisting of electronic components, cable harness and tooling. This joint venture of automobile suppliers Hella and Leoni supports leading car makers and other industries worldwide as trusted engineering and consulting partner.

[www.intedis.com](http://www.intedis.com)

### Fact:

In the 1930's, Max Mengerhausen developed a modular steel tube system for space frame structures. Central elements are spherical connection elements, the so-called MERO joints. Since the construction elements are pre-fabricated and the joints fast to connect, the MERO space frame structure is easy to transport and to assemble on site. Since 1948, the company's main office is in Würzburg.



The Würzburg plant of BASF Coatings.



The Intedis specialists offer reliable evaluation and consultation on functions, electronics and wiring systems of complete electric and electronic systems – for example for the automotive industry.





#### ■ MERO-TSK International

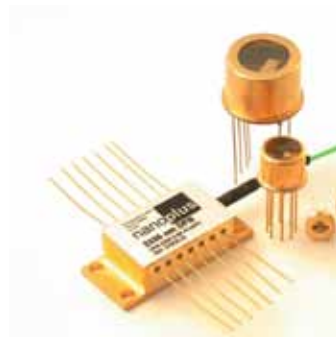
The MERO-TSK International product portfolio comprises building systems, floor systems, airport engineering and fair and exhibition systems. New techniques allow the realization of stadiums, train stations, hangars and many other special projects which time and again stun a worldwide audience  
[www.mero.de](http://www.mero.de)



*The building elements made by MERO-TSK International make architecture around the globe a sensation – for example the soccer stadium in Al Ain in the United Arab Emirates.*

#### ■ nanoplus Nanosystems and Technologies GmbH

nanoplus Nanosystems and Technologies in Gerbrunn is one of the leading international manufacturers of semiconductor laser diodes for gas sensors. Thanks to their high spectral power density, the laser diodes are perfect for use in metrology, process and emission control and atomic clocks.  
[www.nanoplus.com](http://www.nanoplus.com)



*nanoplus manufactures semiconductor laser diodes for high-precision metrology in gas detection.*

#### ■ TOP Oberflächen GmbH

TOP Oberflächen – TOP surfaces – specializes in the coating of plastic materials with nano lacquer. Especially the optical goods industry needs these high-tech products for the finish of magnifying glasses and lenses.  
[www.top-oberflaechen.de](http://www.top-oberflaechen.de)



*In their lacquer synthesis plant, TOP Oberflächen produces scratch-proof coats.*

#### ■ Wölfel Beratende Ingenieure

Wölfel Beratende Ingenieure in Höchberg specializes in structural mechanics with special focus on dynamics. The consulting enterprise works out solutions to vibration problems in many fields. Their highly qualified experts carry out R&D projects and offer measuring and engineering services for a variety of tasks, from the analysis of seating comfort to the monitoring of rotor blades on wind turbines.  
[www.woelfel.de](http://www.woelfel.de)



*The services provided by Wölfel Beratende Ingenieure include seating comfort optimization by way of numerical simulations.*





# Goods Hub

**T**he logistics sector belongs to the most rapidly growing industries in Germany. According to the German Bank Research (Frankfurt/Main), the German logistics companies can count on a nominal growth of four percent per year up until the year 2020.

## Germany = logistics country

There are many factors which turn Germany into an ideal logistics location: the country's size and prosperity boosts the domestic demand for goods. Its central position within Europe favors its role as traffic juncture and the polycentric economic structure requires transport services. The high degree of industrialization and open trade cause additional flows of goods. Last but not least the dense network and quality of its traffic infrastructure which make Germany unique in comparison to other European nations.

## More than just from A to B

Würzburg and its region offer all these advantages – and much more besides. In addition to regional and national supply tasks, the traffic logistic linkage to international procurement and sales markets becomes more and more important. Therefore, the local logistics market does not limit itself to carrying out transport jobs but provides a multitude of complementary services.

### ■ Geis-Group

Franconian Geis group provides the complete service package: from Europe-wide road services to worldwide air and sea services to complex contract logistics. Besides their site in Kürnach, the Bad Neustadt based enterprise does business from another 86 locations within Europe.

[www.geis-group.com](http://www.geis-group.com)

### ■ Kraftverkehr Nagel GmbH & Co. KG

At the Würzburg subsidiary of food logistics company Nagel, 140 employees handle group freight services, direct transport and warehouse services. Conveniently situated near the German A3 and A7 freeways, the company provides a sorting and warehouse area of about 6,000 square meters and different temperature zones for the different types of food.

[www.nagel-group.com](http://www.nagel-group.com)



In the last years, logistics provider Geis has become one of the fastest growing companies in Bavaria.



More than 9,800 employees at 90 sites make the Nagel group a significant service provider for food logistics in Europe.





#### ■ Schlecker

Drugstore discounter SCHLECKER is the market leader among Germany's drugstore chains. The SCHLECKER markets can be found in many towns with 2,000 inhabitants and more in and around Würzburg. The corporation also owns a state-of-the-art logistics center near the A7 freeway.

[www.schlecker.com](http://www.schlecker.com)

#### ■ TNT Express GmbH

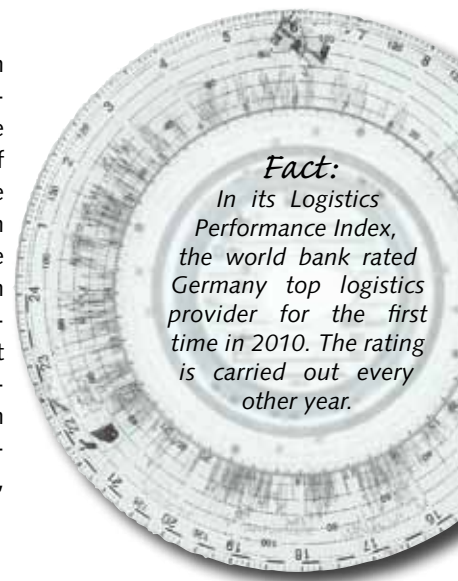
TNT Express is one of the leading providers of express services for businesses and employs 4,000 people at 31 sites in Germany. Managed by Jan-Oliver Schneider, the location in Lower Franconia with its 89 employees and 50 drivers handle more than 570,000 consignments a year.

[www.tnt.de](http://www.tnt.de)

#### ■ VS Logistics

VS Logistics has been based in Würzburg since 1932. The medium-sized company operates on more than 150,000 square meters of its own warehouse space. The site in Würzburg specializes in hazardous materials storage prescribed in the ordinance on industrial accidents (12th ordinance on the protection against harmful effects on the environment). A network of their own vehicles and transport partnerships assures customer-tailored, Europe-wide distribution.

[www.vs-logistics.com](http://www.vs-logistics.com)



SCHLECKER is one of the twenty-five largest trading companies in Europe.



With the customer and yet international – the Würzburg TNT Express site is part of a worldwide network for courier and express services.



VS Logistics offers scheduled transport services with lifting platforms for general cargo, partial and complete loads and much more.





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