

alpha planet

The alpha getriebebau GmbH Newsletter
www.alphagetriebe.de
September 2007

WITTENSTEIN on fairs:
EMO, Hanover
17.-22.09., Hall 25,
Stand C16 and D17
Motek, Stuttgart
24.-27.09., Hall 9, Stand 9121
Motor Sport World Expo, Cologne
06.-08.11., Hall 7, Stand 4037
SPS/IPC/Drives, Nuremberg
27.-29.11., Hall 4, Stand 251

alpha planet
Newsletter –
short & concise

WITTENSTEIN corporate development

A track record of success

The WITTENSTEIN group has been holding a summer party every year for the last ten years – and in most cases they are associated with new milestones. With an export rate of 60 per cent WITTENSTEIN has established 20 subsidiaries and numerous sales agencies around the world in recent years. Successes the company is literally continuing to build on.



Dear reader,

the subject of “energy” seems to be on everyone’s lips right now, either in the context of climate change or in relation to rising energy prices, as a factor affecting location decisions or as a major issue in global politics. It is no coincidence that the key topic at this year’s Hanover Fair was “energy efficiency”. Ensuring a sustainable future for our children is an integral part of the WITTENSTEIN AG company philosophy. In fact, we believe that in the field of mechatronic drive technology it is the job of a reliable partner to offer highly innovative and intelligent energy-saving solutions to our customers.

“WITTENSTEIN or its trading partners now operate from locations in more than 40 countries around the globe,” reports company spokesman Karl-Heinz Schwarz. “The latest member to join the family is the Romanian subsidiary WITTENSTEINtransilvania, which will soon begin producing for the eastern European market in the Romanian city of Sibiu (or Hermannstadt). The first employees have already been recruited and are currently preparing for their new tasks.”

One hall after another

The sixth production shop – with 2700 square metres of additional production space – was ready right on cue for this year’s summer party. The new hall 6 provides the company with a central hub for all future deliveries to Harthausen, and because assembly workplaces and storage bins are situated in close proximity to



one another employees can now work much more efficiently. The opening of the new production facilities has officially brought the architectonic master plan for the main company site to a close. Building work has been going on since 1996 at the Harthausen industrial estate which was especially created for WITTENSTEIN AG with one new administrative building shooting out of the ground followed by the next production shop year after year.

The next construction projects

As if that was not enough, the group’s new training centre, the WITTENSTEIN talent arena, is scheduled for completion early next year. Work is planned to begin on the construction of the WITTENSTEIN production arena – which will also stand in Harthausen – in 2008.

Development as job motor

The company is not only increasing the number of buildings it has, WITTENSTEIN has also articulated its ongoing success by taking on 130 new employees during one fiscal year.

Current company figures

WITTENSTEIN group Worldwide consolidated	Fiscal year 2006/2007	Variance	Fiscal year 2005/2006	Variance	Fiscal year 2004/2005
Sales revenues in millions of euros	148	10,6%	133	14,8%	116
Export rate (% of sales)	58%	-3,8%	60%	3,1%	58%
Employees, Germany 31.03.	921	9,4%	842	7,8%	781
Employees, worldwide 31.03.	1.101	11,4%	988	8,8%	908
Trainee ratio	11,9%	4,4%	11,4%	-0,3%	11,4%
Subsidiaries worldwide	24	4,3%	23	4,5%	22

Regards,

Dr. Christoph Schumacher
Head of Marketing & Communications
WITTENSTEIN AG

High-tech production in an idyllic mountain valley

Although it was only founded a few years ago, the company is already firmly established: WITTENSTEIN AG Schweiz has achieved its excellent market status thanks to expert technical consulting, consistently high quality, reliable deliveries and short delivery times. The company provides support and advice to customers all over Switzerland.

WITTENSTEIN AG Schweiz was established in Grüşch/Prättigau in 2000. Grüşch - a well-known and popular area for family holidays and winter sports - is situated in the canton of Grisons, not far from the regional capital of Chur in the Alpine Rhine valley.

An inspirational setting

It would be very difficult to come up with a better choice of location: The WITTENSTEIN subsidiary is based in the creative setting of INNOZET Grüşch, a highly attractive centre of startup companies, and is in close proximity to TRUMPF - a leading manufacturer in the fields of sheet metal-working systems, high-performance lasers and power tools.

Ambitious team

The team based in Grüşch serves the entire Swiss market with products from alpha, WMC and WCM. The team regards its goal - of doubling sales within the next five years - as a sporting challenge.

New focus, new opportunities

In 2005 the Swiss team decided to shift its focus towards the development and production of sensors. Clean room production had already been launched. Since then, we have kept up our vigorous efforts to consolidate know-how and build up capacity. In addition to the manufacture of sensors for WITTENSTEIN aerospace & simulation's AVCATT products, considerable attention



The idyllic setting of the Swiss company headquarters

is currently being devoted to bringing modular sensor systems for torque and force measurement to maturity in connection with gearheads and actuators from the WITTENSTEIN Group.

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alpha stage and lifting technology

Stage production is a real hit!

alpha has been developing, producing and marketing innovative overhead stage machinery with its Dutch partner Trekwerk since 2002. The systems were launched on the European market this year.

The aim of the cooperative venture with Trekwerk is to meet technical and artistic wishes and requirements. 15 projects involving a total of 1100 EPM 500/300 and ECD 100 drive units were initially performed with great success in Holland. This was followed, at the beginning of 2007, by the expansion of the offer to cover the whole of Europe.

Dramatic technology

A project is currently underway

at the re-opened municipal theatre in Helsingborg, Sweden. 38 scenery hoists are in place to move backdrops (EPM 500) and ten special effect stage lifts for moving people vertically (EPM 300).

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alpha innovation

Robokeeper wins "2-1"!



Photo: with the support of 4attention

TPM stands for superior power density and maximum dynamic response. Goalie "Robokeeper" demonstrates the unbeatable professional performance that rotary actuators offer robotics.

Thanks to Robokeeper the TPM+ motor-gearhead combination is moving into the events business. The robot goalkeeper was jointly developed with the Fraunhofer-Institut.

Player under contract

The 1.96 metre tall Robokeeper has none of the airs and graces of his star colleagues and never gives anything less than his all in the game. Robokeeper dives into the far corner of the goal in just 0.3 seconds and stops and holds balls coming at him at speeds of up to 100km/h. He has already demonstrated his speed at numerous football matches, sports fairs and

events. His greatest triumph to date has been his inclusion on the BVB Dortmund squad. Robokeeper travels with the premier league team to all their away matches.

Internal award

The WITTENSTEIN team is enthusiastic: The new application won the "Application Award" at the WITTENSTEIN and alpha Sales Meeting 2007.

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alpha – the gearhead millionaire

A million always sounds good and is a figure that usually spells good news. For example: winning a million on the pools, writing a million-selling blockbuster, or closing a business deal worth millions. Dr. Michael Fiedler, Managing Director of alpha getriebebau GmbH, and his team are also enjoying just a little bit of that millionaire feeling because alpha getriebebau GmbH has just recently sold its one millionth gearhead: an SP+.



The millionth gearhead – the object of so much pride – has already gone into operation in the machining centre of a well known mechanical engineering firm.

Pure detective work

One million alpha gearheads in operation worldwide. Yet how on earth can we be so precise? There was a lot more than simple guesswork involved. The quantities sold have been counted and recorded since 1984. Every gearhead has a serial number that sets it apart from all others. This number was originally jotted down on a piece of paper and later entered in a (since defunct) software program. The printed listings of all serial numbers are archived in folders in assembly. In 1999 we gradually began documenting our gearheads in an electronic serial number log in BaaN. Customised gearheads that cannot be automatically identified are listed separately. The sum of all these sources gives us our one millionth alpha gearhead.

Remarkable rates of growth
It is no coincidence that our millionth gearhead should turn out to be an SP+: Sales of all

planetary gearheads have doubled over the last five years. One thousand times one thousand alpha gearheads – both an incentive and a challenge for our employees. The figures underline just how dramatic the pace of development has been: in the current fiscal year, we expect to mount as many gearheads as in the entire decade from 1990/1991 to 1999/2000!

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alpha products

Stepping up the pace of innovation: the new alpha rack-and-pinion system

In addition to broadening alpha getriebebau's already impressive performance spectrum, the new linear drives mark a conscious step towards becoming a one-stop supplier of electromechanical drive systems.

These new units combine proven alpha gearheads with a rack and pinion. They round off the modular system which now offers innovative development potential for a broad spectrum of applications.

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WITTENSTEIN electronics GmbH established.

The WITTENSTEIN Group has broadened its core competences: WITTENSTEIN's youngest subsidiary develops, produces and markets electronic and software components for drive technologies.



The managing director of the newly formed WITTENSTEIN electronics GmbH is Dr. Thomas Kalker (49), who was formerly in charge of the central development department for electrical engineering.

Fit to meet even the toughest demands

The new subsidiary has been working on products and services for complex mechatronic

systems since April 2007. Its miniaturised software and electronic components work reliably in even the most extreme environmental conditions.

Unmistakable successes

Dr. Thomas Kalker holds a master's degree in Electrical Engineering and has considerable experience in the field of servo drives. He has already set himself firm targets: "We plan to unveil our products to a general audience at the SPS/IPC/Drives 2007 show in Nuremberg at the end of the year."

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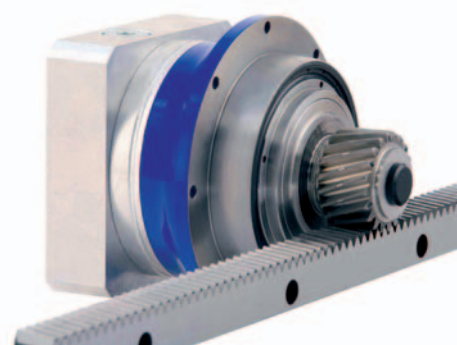
The product benefits offered by the new rack systems:

- Precision: Linear positioning accuracy of 30 µm even without a linear measuring system
- Dynamics: Acceleration up to 4 g and travel speeds of more than 300 m/min
- High efficiency: Enormous potential savings in terms of the total cost of ownership

The individual components needed for an application are carefully selected by alpha's cymex® sizing software. The functionality and performance characteristics of the designed solution are guaranteed by alpha.

The three system classes:

- "Precision System" for exacting dynamics and precision requirements
- "Smart System" for greater freedom of scope mounting
- "Economy System" for standard linear tasks



Trade show dates

EMO

September 17–22, 2007
Hanover
Hall 25, Stand C16 and D17
Exhibitor: WMC und alpha

Motek

September 24–27, 2007
Stuttgart
Hall 9, Stand 9121
Exhibitor: WMC, alpha and WCM

Motor Sport World Expo

November 6–8, 2007
Cologne
Hall 7, Stand 4037
Exhibitor: WITTENSTEIN bastian

SPS/IPC/Drives

November 27–29, 2007
Nuremberg
Hall 4, Stand 251
Exhibitor: WMC, alpha, WCM and WITTENSTEIN electronics

WITTENSTEIN award

Innovation award for InnoScore

WITTENSTEIN played a key role in the conceptual design of the “InnoScore” self-assessment tool.



The “InnoScore” (www.innoscore.de) internet portal helps companies to assess and come to a more realistic appraisal of their innovation capability. The portal recently picked up the 2007 innovation prize which is awarded by Initiative Mittelstand. InnoScore was developed under the lead management of the Fraunhofer IAO as part of the

“InnoKMU” project (research and development project on innovation in small and medium-sized enterprises).

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WITTENSTEIN and alpha Sales Meeting 2007

Sales professionals from around the world meet in Harthausen

A global team: For three days, 150 sales engineers representing WITTENSTEIN subsidiaries and agents in 32 countries enjoyed the opportunity of gleaning brand new product and corporate information first-hand, and of developing new visions and perspectives collectively, at the “VII International WITTENSTEIN and alpha Sales Meeting 2007”.

Massed sales expertise from all over the world convenes every second year at the company headquarters to consolidate and expand a key process: international cooperation.

A sea of multi-coloured flags

A rainbow of flags fluttering almost a whole week long underlined the WITTENSTEIN Group’s incontrovertible international presence: the USA, Mexico, France, Italy, Brazil, Japan, Korea, Argentina, Singapore, Australia, Malaysia, the UK, Israel, Thailand, India, Taiwan, Austria, China, Belgium, Finland, Canada, the Czech Republic, Romania, Poland, Norway, Switzerland, Croatia, Greece, Sweden, Turkey, Russia, Denmark, Portugal, Spain.

Further growth in the pipeline

Karl-Heinz Schwarz, Board Spokesman of WITTENSTEIN AG and Dr. Michael Fiedler, Managing Director of alpha getriebbau GmbH, opened the Sales Meeting with a look back over the last two years – and a look ahead to the next two. The shared objective is sustained, two-digit growth. “To compensate for Germany’s competitive disadvantages as a production location, we are sharpening our focus on knowledge base drive technologies”, Karl-Heinz Schwarz commented. Catchwords such as differentiation through speed, product design or energy efficiency played a prominent part in many of the presentations and conversations. Other topics attracting consi-

derable interest included the newly established WITTENSTEIN electronics GmbH, the strengthening of the family brand and the latest product developments.

An all-round experience

The guests also took the opportunity presented by the 2007 Sales Meeting to take a good look around and find out more about what they are working for. The packed timetable included a tour of the production facilities as well as a visit to our in-house exhibition. The accompanying programme of events – including the welcome dinner and barbecue evening with live music – also met with an enthusiastic reception.

Motivation and inspiration

For the attending sales engineers the sales meeting not only enabled them to profit from a wealth of up-to-date technical and product information, it also offered a forum for guests to get to know each other and exchange views and experiences; the delegates in our worldwide sales network returned home refreshed and more motivated than ever.

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Group photo in the WITTENSTEIN World Garden: the delegates at the “VII International WITTENSTEIN and alpha Sales Meeting 2007” in Harthausen.