



# STEEL AND METAL INDUSTRY

in the Berlin-Brandenburg Capital Region

THE GERMAN CAPITAL REGION  
MORE VALUE FOR YOUR INVESTMENT

## Growth industry with attractive sales potential

Germany and its capital region are not only a very strong sales market but also the perfect starting basis for successful access to neighboring growth markets in Middle and East Europe and for profiting from them. The continuing strong demand by important consumer classes and markets produces a growth in sales, which lies significantly above the industrial average.

As a key industry, the metal industry has strong linkages to central market fields of expertise, as for example to the automotive, engineering, plant engineering and construction, and electro industries. Furthermore, the industry is an important supplier for automotive as well as for aviation and rail vehicle producers, which are very important in this region.

The steel industry in the capital region is represented by three international large-scale companies that are successfully distributing their innovative products all over the world.



Ortrander Eisenhütte: Induction furnace with state-of-the-art particle suction device

## Networking and infrastructure

Two closely cooperating company-networks represent excellent platforms for successful networking. "M+E-Netzwerk" and "profil-metall" bundle the industry's expertise in the region, enhance cooperation between companies, research institutes, and stakeholders, support the expansion of the market access and the increase of the market communication and do lobby work. Breaking down market access barriers, establishing supply and value chains, and developing successful strategies for the maintenance of qualified employees are topics in the focus of the networks' activities. Furthermore, the investors get comprehensive support during the set up of their companies.



Finishing of toothed wheels for wind-turbine gears on state-of-the-art tooth flank grinding machines, Zahnradwerk Pritzwalk GmbH in Pritzwalk

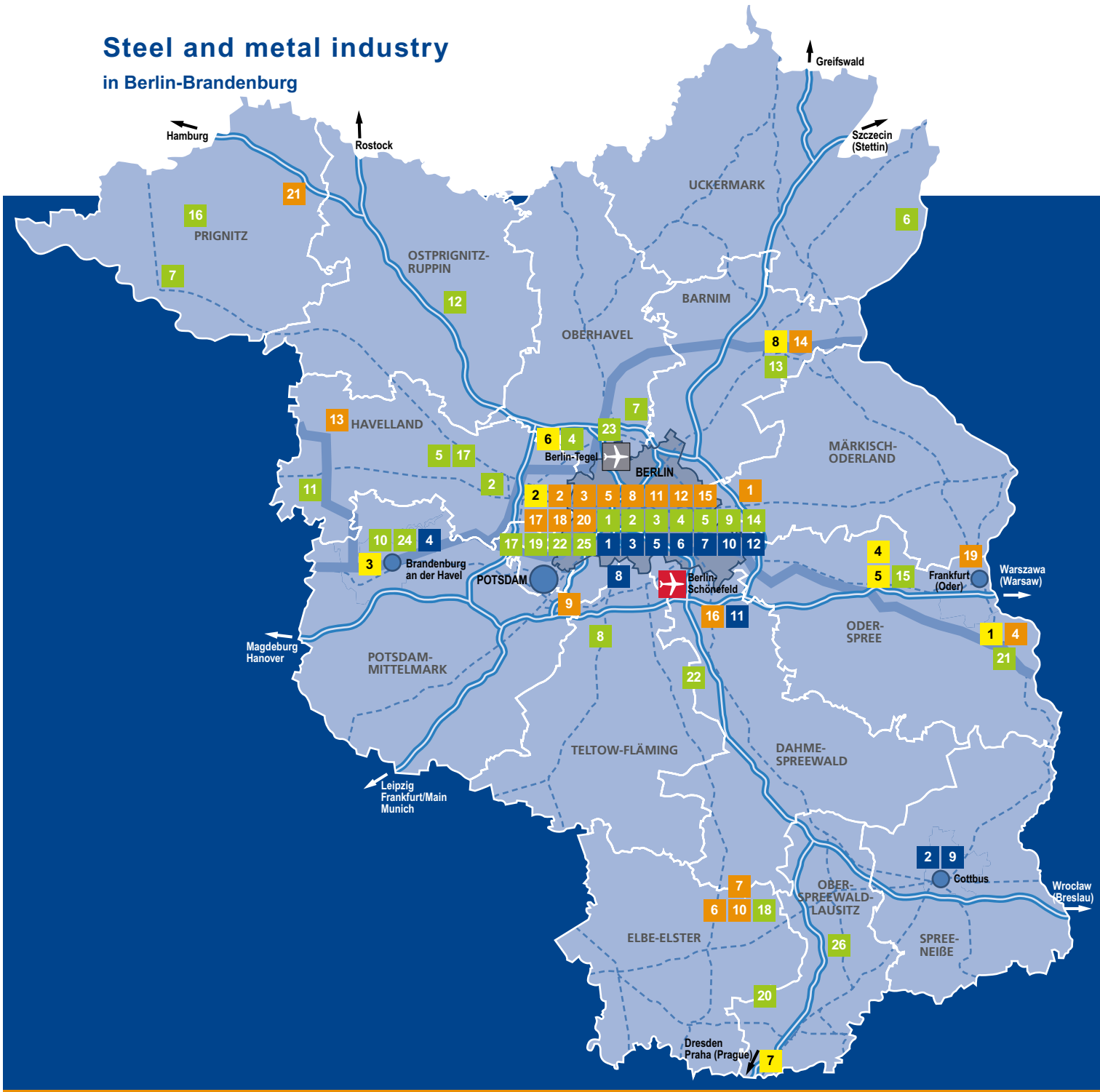
## Potential for innovation

Berlin-Brandenburg offers a large innovation landscape and currently the highest research density in Europe. Almost 72,000 students are matriculated in mathematical and natural science courses. The German capital region has well-known nationally and internationally cross-linked research and development institutes at its disposal. These are highly dedicated to fields like the development of new materials, renewable energies, and innovative processing technologies. In 2011, the FORUM Research and Users' Center for Joining and Coating Technology at the Technische Universität Berlin started enabling companies to develop new technological solutions. Efficient networks, different cooperation possibilities and an innovation-friendly ambience turn Berlin and Brandenburg into leading locations for science and research from which investors can profit in every way.



Kjellberg Finsterwalde Elektroden und Maschinen GmbH develops technology for the HiFocus-plasma cutter in Finsterwalde

# Steel and metal industry in Berlin-Brandenburg



- Metal production
- Technological processing
- Final producers
- Universities and Technical Universities of Applied Sciences

- Berlin-Tegel International Airport until 2012
- Berlin Brandenburg Airport (BER), from June 2012

- Motorway
- Major railway line
- Waterway

# The network for your success

Selected businesses in the steel and metal industry  
and research institutions in the Berlin-Brandenburg capital region

## Selected companies

### METAL PRODUCTION

- 1** ArcelorMittal Eisenhüttenstadt GmbH (AMEH) · [www.arcelormittal-ehst.com](http://www.arcelormittal-ehst.com)
- 2** AWB Aluminiumwerk Berlin GmbH · [www.awb-alu.com](http://www.awb-alu.com)
- 3** BES Brandenburger Elektrostahlwerke GmbH · [www.rivagroup.com](http://www.rivagroup.com)
- 4** Duktal Guss Fürstenwalde GmbH · [www.duktal-guss.de](http://www.duktal-guss.de)
- 5** Hawle Armaturen GmbH · [www.hawle.de](http://www.hawle.de)
- 6** H.E.S. Hennigsdorfer Elektrostahlwerke GmbH · [www.rivagroup.com](http://www.rivagroup.com)
- 7** Ortrander Eisenhütte GmbH · [www.ortrander.de](http://www.ortrander.de)
- 8** Walzwerk Finow GmbH · [www.finowwww.de](http://www.finowwww.de)

### TECHNOLOGICAL PROCESSING

- 1** Berolina Metallspritztechnik Wesnigk GmbH · [www.metallspritztechnik.de](http://www.metallspritztechnik.de)
- 2** Brink GmbH · [www.brink-gmbh.com](http://www.brink-gmbh.com)
- 3** BZW Blechzentrum Weißensee GmbH · [www.bzw-berlin.de](http://www.bzw-berlin.de)
- 4** Ferrostaal Maintenance Eisenhüttenstadt GmbH · [www.dsd-ehs.com](http://www.dsd-ehs.com)
- 5** FLAMMOTEC GmbH & Co. KG · [www.flamm-ag.de](http://www.flamm-ag.de)
- 6** Formteil- und Schraubenwerk Finsterwalde GmbH · [www.august-friedberg.de](http://www.august-friedberg.de)
- 7** Galfa Industriegalvanik GmbH Finsterwalde · [www.galfa.de](http://www.galfa.de)
- 8** Geyer Umformtechnik GmbH · [www.geyer-gruppe.de](http://www.geyer-gruppe.de)
- 9** GMF Umformtechnik GmbH · [www.gmf-umformtechnik.de](http://www.gmf-umformtechnik.de)
- 10** Kjellberg Finsterwalde Elektroden und Maschinen GmbH · [www.kjellberg.de](http://www.kjellberg.de)
- 11** Max Cochius GmbH · [www.cochius.de](http://www.cochius.de)
- 12** PUK-WERKE KG Kunststoff-Stahlverarbeitung GmbH & Co. · [www.puk-werke.de](http://www.puk-werke.de)
- 13** Rexroth Maschinenbau GmbH · [www.rexroth-rhinow.de](http://www.rexroth-rhinow.de)
- 14** Rothe Erde GmbH · [www.rotheerde.de](http://www.rotheerde.de)
- 15** Schempp & Decker Präzisionsteile und Oberflächentechnik GmbH · [www.schempp-decker.de](http://www.schempp-decker.de)
- 16** SMB Sondermaschinenbau Wildau · [www.smbwildau.com](http://www.smbwildau.com)

- 17** ThyssenKrupp Schulte GmbH · [www.thyssenkrupp-schulte.de](http://www.thyssenkrupp-schulte.de)
- 18** Vielmetter Metallverarbeitungs GmbH · [www.vielmetter-berlin.de](http://www.vielmetter-berlin.de)
- 19** VOSS & Co. Werkzeug- und Vorrichtungsbau GmbH Frankfurt/Oder · [www.voss-co.de](http://www.voss-co.de)
- 20** Walter Automobiltechnik GmbH · [www.wat-berlin.de](http://www.wat-berlin.de)
- 21** Zahnradwerk Pritzwalk GmbH · [www.zahnradwerk.com](http://www.zahnradwerk.com)

### FINAL PRODUCERS

- 1** Ahlberg Metalltechnik GmbH · [www.ahlberg-metalltechnik.de](http://www.ahlberg-metalltechnik.de)
- 2** alu-druckguss GmbH & Co. Brandenburg KG Brieselang · [www.alu-druckguss.de](http://www.alu-druckguss.de)
- 3** ASSA ABLOY Sicherheitstechnik GmbH · [www.assaabloy.de](http://www.assaabloy.de)
- 4** Bombardier Transportation · [www.bombardier.com](http://www.bombardier.com)
- 5** BSH Bosch und Siemens Hausgeräte GmbH Berlin/Nauen · [www.bshg.com](http://www.bshg.com)
- 6** BUTTING GmbH & Co. KG · [www.butting.de](http://www.butting.de)
- 7** Francotyp-Postalia GmbH Birkenwerder · [www.francotyp.de](http://www.francotyp.de)
- 8** Franke Aquarotter GmbH · [www.franke.com](http://www.franke.com)
- 9** GERMANIA-WERK Schubert GmbH & Co. KG · [www.germania-werk.de](http://www.germania-werk.de)
- 10** Heidelberger Druckmaschinen AG Brandenburg a. d. H. · [www.heidelberg.com](http://www.heidelberg.com)
- 11** HZD Havelländische Zink-Druckguss GmbH & Co. KG · [www.hzd.eu](http://www.hzd.eu)
- 12** Huch GmbH Behälterbau · [www.huch.com](http://www.huch.com)
- 13** KIROW ARDELTE GmbH Niederlassung Eberswalde · [www.kranunion.de](http://www.kranunion.de)
- 14** KST Kraftwerks- und Spezialteile GmbH · [www.kst-berlin.de](http://www.kst-berlin.de)
- 15** Chemie- und Tankanlagenbau REUTHER GmbH (CTR) · [www.reuther-ctr.de](http://www.reuther-ctr.de)
- 16** Ryll-Tech Brennwertechnik GmbH Perleberg · [www.ryll-tech.de](http://www.ryll-tech.de)
- 17** Semperlux Aktiengesellschaft Berlin/Nauen · [www.selux.de](http://www.selux.de)
- 18** SIAG Anlagenbau Finsterwalde GmbH · [www.silag.de](http://www.silag.de)
- 19** Siemens AG · [www.siemens.de](http://www.siemens.de)
- 20** TAKRAF GmbH · [www.takraf.com](http://www.takraf.com)
- 21** Unitechnik Automatisierungs GmbH Eisenhüttenstadt · [www.unitechnik.com](http://www.unitechnik.com)

- 22** Viessmann Werke GmbH & Co. KG Berlin/Mittenwalde · [www.viessmann.de](http://www.viessmann.de)
- 23** Wall AG Produktionswerk Velten · [www.wall.de](http://www.wall.de)
- 24** ZF-Getriebe GmbH Werk Brandenburg · [www.zf-group.de](http://www.zf-group.de)
- 25** ZF Lenksysteme GmbH · [www.zf-lenksysteme.com](http://www.zf-lenksysteme.com)
- 26** Züblin Stahlbau GmbH · [www.zueblin-stahlbau.de](http://www.zueblin-stahlbau.de)

## Institutes for Science and Research

- 1** Beuth Technical University Berlin · [www.beuth-hochschule.de](http://www.beuth-hochschule.de)
- 2** Brandenburg Technical University Cottbus · [www.tu-cottbus.de](http://www.tu-cottbus.de)
- 3** Federal Institute for Materials Research and Testing · [www.bam.de](http://www.bam.de)
- 4** University of Applied Sciences Brandenburg · [www.fh-brandenburg.de](http://www.fh-brandenburg.de)
- 5** FORUM Research and Users' Centre for Joining and Coating Technology at the Technical University Berlin · [www.fbt.tu-berlin.de](http://www.fbt.tu-berlin.de)
- 6** Fraunhofer Institute for Production Systems and Design Technology (IPK) Berlin · [www.ipk.fraunhofer.de](http://www.ipk.fraunhofer.de)
- 7** Institute of Technology and Economics Berlin · [www.htw-berlin.de](http://www.htw-berlin.de)
- 8** The Institute of Thin Film and Microsensoric Technology e. V. Teltow · [www.idm-teltow.de](http://www.idm-teltow.de)
- 9** Panta Rhei GmbH – Research Institute for Lightweight Construction Materials Cottbus · [www.tu-cottbus.de/einrichtungen/de/pantarhei/](http://www.tu-cottbus.de/einrichtungen/de/pantarhei/)
- 10** SLV Schweißtechnische Lehr- und Versuchsanstalt Berlin-Brandenburg/GSI mbH · [www.gsi-slv.de](http://www.gsi-slv.de)
- 11** Technical University of Applied Sciences Wildau · [www.th-wildau.de](http://www.th-wildau.de)
- 12** Technical University Berlin · [www.tu-berlin.de](http://www.tu-berlin.de)

## Networks

Branchentransferstelle Stahl Metall Elektro  
[www.bts-sme.de](http://www.bts-sme.de)

Innovationsnetzwerk Berliner Metall- und Elektroindustrie · [www.innonetz-berlin.de](http://www.innonetz-berlin.de)

M+E-Netzwerk · [www.me-netzwerk.de](http://www.me-netzwerk.de)

profil-metall · [www.profil-metall.de](http://www.profil-metall.de)

## Dedicated experts in the region

The latest investment decisions prove that Germany's capital region convinces especially due to the availability of its potential of experts. Employees are qualified and trained according to the demands. The region offers a variety of continuing education opportunities and innovative industrial trainings, as for example in mechatronics. Many initiatives and cooperation agreements sustainably strengthen the basis of experts, and contribute to a successful recruitment of motivated and committed employees. This is shown by further institutions for training and education, employees' pools, trainee programmes, and industry and company presentations at schools.

## Highest quality on favourable conditions

Traditionally, the steel and metal industry is one of Germany's key industries. In the capital region, this industry is one of the richest sectors in employment and top selling as well. More than 52,000 employees in over 400 companies produce an annual turnover of around 9.5 billion euros. The core businesses of the mainly medium-sized metal companies are in the steel, metal, electro, and engineering areas. The grade



Cable tray system of PUK-WERKE KG in Berlin-Neukölln

of linkage of this industry as a key industry with further vital regional economic expertise is high.

As far as efficiency is concerned, East Germany (which includes the capital region) is doing well in comparison with the new EU member states in Central and East Europe. During the last ten years, labour costs increased continually in these countries, but productivity did not grow as fast as in East Germany. Furthermore, in East Germany, unit labour costs are 18.1 % lower for the manufacturing industry (without construction industry) and 14.2 % lower for the secondary industry than in West Germany (BMWi 2010). The good cost-benefit-ratio and the employees' high flexibility, for example regarding the arrangement of working hours, and an incisive quality consciousness are the basis for the continuing strong growth of the industry in the region.

## 10 attractive benefits for your investment



- Proximity to growth markets in Middle and East Europe
- Producers from different processing sectors on site
- Attractive regional market
- Available large-area investment locations
- Highly qualified and motivated experts
- Above-average labour productivity
- Flexible working hours and good cost-benefit-ratio
- Excellent traffic and telecommunication infrastructure
- Highest research density in Germany
- Fast and unbureaucratic licensing procedures



Inspection of transmission parts at the EBU STA 320 punching press of Ahlberg Metalltechnik GmbH in Berlin-Reinickendorf

# Berlin-Brandenburg capital region

## Location advantages, facts, services



Quadrige and Reichstag building



Sanssouci Palace in Potsdam



Excellent leisure facilities in the region

### ■ Where investment makes sense

Berlin-Brandenburg is the best funding location in Europe. Investment assistance comes in the form of direct subsidies. Funding programmes pool resources from the EU, the German federal government and the states of Berlin and Brandenburg. In the capital region, large companies receive up to 30 percent in investment subsidies, medium-sized companies up to 40 percent and small companies up to 50 percent.

### ■ High quality of life

The region offers the unique combination of Berlin's international metropolitan flair and Brandenburg's fascinating countryside and historical places of interest. A nightlife like no other, renowned large-scale events, about 375 museums, 200 performance venues and 500 palaces, churches and parks – all these add up to an irresistible location. The region also offers unlimited sporting and leisure activities such as golf, horse riding, water sports and flying. Living costs, transport and leisure activities are considerably cheaper than in other comparable metropolitan regions.

### ■ Making investment easy

The two business promotion agencies Berlin Partner GmbH and Brandenburg Economic Development Board GmbH (ZAB) provide extensive support with the establishment of your business: they're competent, quick, unbureaucratic, confidential and offer a free service.

- Location: facts and figures about the Berlin-Brandenburg business region
- Personnel: support with the recruitment and training of new employees
- Real estate: help with leasing or buying premises
- Financing: advice on funding assistance and financing methods
- Contact with: public authorities, banks, trade associations, corporate alliances

[www.capital-region.de](http://www.capital-region.de)

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

[www.brandenburg-invest.com/metal](http://www.brandenburg-invest.com/metal)

Your contact in Brandenburg:

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The logo for Berlin Partner, featuring a stylized red and white graphic of a building facade to the left of the text "Berlin Partner".

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