VDMA NRW

Our service portfolio
for your progress

North Rhine-Westphalia
Outline

Mechanical Engineering in North Rhine-Westphalia

Together into the future

Our Organization
Mechanical engineering in NRW

- Over 1,600 companies
- Medium-sized company structures (70% of companies < 100 employees)
- 200,000 highly qualified employees
- Largest technology employer
- 44.2 billion Euro turnover (2019)
- Average export quota 70%

### Employment figures

<table>
<thead>
<tr>
<th>Year</th>
<th>Employees in thousand</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>185.5</td>
</tr>
<tr>
<td>2011</td>
<td>189.4</td>
</tr>
<tr>
<td>2012</td>
<td>194.0</td>
</tr>
<tr>
<td>2013</td>
<td>197.7</td>
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<tr>
<td>2014</td>
<td>199.5</td>
</tr>
<tr>
<td>2015</td>
<td>196.2</td>
</tr>
<tr>
<td>2016</td>
<td>194.3</td>
</tr>
<tr>
<td>2017</td>
<td>192.6</td>
</tr>
<tr>
<td>2018</td>
<td>197.1</td>
</tr>
<tr>
<td>2019</td>
<td>198.8</td>
</tr>
</tbody>
</table>

Source: IT.NRW, VDMA

### Sales trend

Sales in bn Euro*

<table>
<thead>
<tr>
<th>Year</th>
<th>National</th>
<th>International</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011</td>
<td>31.1</td>
<td>21.3</td>
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<tr>
<td>2012</td>
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<tr>
<td>2019</td>
<td>31.1</td>
<td>21.3</td>
</tr>
<tr>
<td>2020</td>
<td>31.1</td>
<td>21.3</td>
</tr>
</tbody>
</table>

*acc. to technical operation parts
**prognosis

Source: IT.NRW, VDMA
Shaping the future together

VDMA NRW
Produktion NRW

Business & Management

Law & Taxes

Standardization & Technology Policy

Markets & Economy

Occupation & Education

Energy, Climate & Environment

Research & Production

Social & Economic Policy
Qualifying for the future – Occupation & Education

Overview
- Securing a qualified next generation of skilled workers and engineers
- Improvement of training
- Improving the quality of school education
- Communicate „Fascination of Technology“

Themes
- Occupation
  - skills shortage
  - recruiting junior staff
  - working time models
  - work flexibilisation
  - bureaucracy reduction
  - labour law
  - work-life balance/ family friendliness
- Education
  - digitalization of educational institutions
  - qualification
  - adoption of teaching content and materials
  - improvement of teaching / academic success

Activities
- Working group meetings, exchanges of experience and workshops
- Participation in projects, programmes and initiatives of the state and VDMA
- Expansion of the network in the area of young talent and education
- Recruiting junior staff
  - Maschinenhaus
  - mechanical engineering experience
  - junior staff and training fairs
  - talent machine
- Public relations
## Overview

- Resource-, energy-efficient and environmentally friendly economic management
- Environmental compatibility
- Security of supply
- Climate protection goals
- Energy revolution

## Themes

- **Energy and resource efficiency**
  - energy savings
  - efficient office buildings and factories
  - energy policies
  - new Technologies
  - climate Protection Act and Plan
  - circular value creation

- **Environmental law**
  - substance law (REACH)
  - substances hazardous to water
  - immission control
  - packaging act

## Activities

- Exchanges of experience, information events and workshops
- Energy efficiency networks:
  - East Westphalia / Westphalia
  - Rhine / Ruhr
- Political talks, economic and energy dialogues
- Inform about guidelines
- Deliberations
### Overview
- Innovations are the basis for successful companies
- Companies active in networks have a higher innovation rate
- Transfer of knowledge
- Knowledge spillover
- Demand for tax incentives for research, in particular for SMEs

### Themes
- Research funding
  - design of European, national and regional funding programmes
  - application
- Innovation/Production
  - methods: Scrum, Open Innovation, Design Thinking, TRIZ
  - future trends
  - development of new business fields
  - strengthening innovation behaviour and knowledge transfer

### Activities
- Working group meetings, exchanges of experience, information events and workshops
- Individual advice on funding programmes
- Mediation of cooperation partners
- Information on R&D facilities
- Technology transfer
# Voice of mechanical engineering – Social & Economic Policy

## Overview
- Lobby
- Strengthening of medium-sized businesses and NRW as a mechanical engineering location
- Securing future viability, competitiveness, innovation, jobs and prosperity
- Design of framework conditions

## Themes
- Preservation of value chains
- Economic policies
- Bureaucracy reduction
- Infrastructure: Traffic, Broadband, 5G
- Free trade
- Tax policy
- Digitalisation

## Activities
- Political discussions of the board of directors
- Press work
- Corporate Social Responsibility
- State politics:
  - Core demands for state elections
  - Industrial policy guidelines
  - Discussions with ministers, federal and state parliaments and members of the European Parliament
  - Business dialogues
  - Participation in various working groups
  - Participation in draft laws
# Insight – Standardization & Technology Policy

## Overview
- Information on new processes, technologies and guidelines
- Strengths of cross-industry technology networks
- Creation of reliable foundations for technical and economic cooperation at national, European and international level
- Reduce barriers to trade

## Themes
- **Production**
  - efficient + effective production
  - global production networks
  - additive manufacturing
- **Construction**
  - lean development
  - lightweight construction
- **Lean**
  - VDMA Lean Evaluation Instrument
  - promotion of the Lean Idea
- **Guidelines**
  - technical regulation non-EU countries

## Activities
- Working group meetings, exchanges of experience, information events and workshops
- Guides and instructions
- Information about updates and policy application
- Review of legal contexts and fundamentals
- Processing of concrete inquiries regarding national and international goods traffic
The world is the market – Markets & Economy

Overview

- Free trade - protectionism
- EU issues
- Changing markets: BRIC, EU, ASEAN, NAFTA,...
- Foreign market cultivation and development

Themes

- Foreign markets
- Campaigns
  - TTIP, CETA
  - Thank you free trade!
- Reporting obligations EU/Posting of Workers Directive
- Customs, export control and financing
- Business cycle reporting and monitoring

Activities

- Working group meetings, exchanges of experience, information events and workshops
- Cooperation with NRW.International and NRW.Invest
- Advertising for NRW at events abroad
- Trade fairs, statistics, studies and key figures
- Information
# Mechanical engineering up to date – Law & Taxes

## Overview
- Enable legal certainty
- Inheritance Tax Reform/ Business Succession
- Changes in tax legislation
- Facilitate applications

## Themes
- **Legal**
  - liability law
  - product liability law
  - DSGVO
  - environmental law
  - contract law
- **Taxes**
  - inheritance tax
  - tax code
  - sales tax
  - Income tax
  - payroll tax
  - balance sheet tax law
  - International tax law
  - posting of workers
  - trade tax

## Activities
- Regular working group meetings, exchange of experience and information events
- Lobbying
- Information provision
### Overview
- Strengthening of the industrial location
- Safeguarding the future
- Strengthening the ability of companies to act
- Adaptation to changing framework conditions
- Convert digitization
- Addressing future issues

### Themes
- Digitization/Industry 4.0
- Business development
- Start-ups
- Business Software/IT
- Quality management
- Finance and Controlling
- Strategic Planning
- Purchasing/Logistics Management
- Service and customer service
- Marketing, Sales, PM

### Activities
- Working group meetings, exchanges of experience, information events and workshops
- Study "Growth engine mechanical engineering NRW – success factors 2030"
- Deliberations
- Best practices
- Cooperation offers
ProduktionNRW – a VDMA NRW project

**Overview**

ProduktionNRW is the competence network of mechanical engineering and production technology in North Rhine-Westphalia and is carried out by the VDMA NRW.

ProduktionNRW sees itself as a platform for networking, informing and marketing companies, institutions and networks among themselves and along the value chain. Substantial parts of the services provided by ProduktionNRW are funded by the European Regional Development Fund (ERDF).

**Themes**

- **Digitalization**: ProduktionNRW as promoter of digitization of industry and customers
- **Mechanical engineering as innovation driver**: ProduktionNRW as scout for corporate, process and product innovations
- **Globalization and internationalization**: ProduktionNRW as supporter of the stronger internationalization and globalization of companies and the international perception of the sector
- **Framework conditions and resource potentials**: ProduktionNRW as opinion leader for good framework conditions and resource potentials in mechanical and plant engineering and production technology

**Activities**

- Events, exchanges of experience
- Advice on current topics
- Advice on subsidies
- Exhibitions & Communication
- Statistics & Studies
- Transfer of innovation
- Consolidation of cooperation partners
- Lead Market Competitions
Working groups, information events, workshops and events for the exchange of experience 2019

>>> 112 events
>>> 2,445 participants
Executive Board

» Dr. Karl-Peter Becker, geschäftsführender Gesellschafter, Arnz FLOTT GmbH, Remscheid
» Dr. Erich Bröker, Vorstand, Jagenberg AG, Krefeld
» Petra Bültmann-Steffin, Geschäftsführerin, Bültmann GmbH, Neuenrade
» Jan-Udo Kreyenborg, geschäftsführender Gesellschafter Kreyenborg Verwaltungs-GmbH, Münster
» Manfred Lehner, Geschäftsführer, BEKO Technologies GmbH, Neuss
» Dr. Ulf Leinhäuser, Geschäftsführer, Claas Industrietechnik GmbH, Paderborn
» Wolf D. Meier-Scheuven, geschäftsführender Gesellschafter Boge Kompressoren Otto Boge GmbH & Co. KG, Bielefeld
» Christof Mikat, Geschäftsführer, TML Technik GmbH, Monheim
» Harald Rackel, Geschäftsführer, EMG Automation GmbH, Wenden
» Benjamin Reiners, geschäftsführender Gesellschafter, Reiners + Fürst GmbH & Co. KG, Mönchengladbach
» Michael Rennerich, Vorstand, Janz Tec AG, Paderborn
» Bernd Supe-Dienes, geschäftsführender Gesellschafter Dienes Werke für Maschinenteile GmbH & Co. KG, Overath (Vorsitzender)
» Hans-Dieter Tenhaef, Geschäftsführer, MIT Moderne Industrie Technik GmbH & Co. KG, Vlotho
» Ludger Wissing, Geschäftsführer, Pfreundt GmbH, Südlohn
» Nicola Warning, Geschäftsführerin, KTR Systems GmbH, Rheine
Membership development in the NRW regional association
Your local contacts

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Management
VDMA NRW
ProduktionNRW

Silke Auerbach-Sturm
Project administration

Brigitte Fürstenauf
Project work
Arnsberg district

Ina Grothof
Communications, trade shows

Phillip Kübber
Service/customer service, marketing, sales, Environment, energy and resource efficiency

Klaus Möllemann
Corp. financing, Lobbying, NRW statistics, Cologne and Munster district

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R&D, colleges, universities, standardization, IT, Industrie 4.0

Annette Peterleit
Team assistance, internet, newsletter

Irmgard Reinke
Mgmt Assistance committee work networks

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Arjan Schmits
Business Development Belgium, Netherlands, Luxembourg

Hans Seelen
Export control, machinery directive, Dusseldorf and Detmold district

Peter Stoverink
HR, work 4.0, young talents, legal, taxes, purchasing, corporate governance, foreign trade, export financing

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For suggestions, queries and ideas we are at your disposal

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