

# Thuringia Focus



The furniture dealer XXXLutz is heavily investing in the new e-commerce center in Thuringia. Photo: XXXLutz

## Major investment at “Erfurter Kreuz”

**Austrian furniture dealer XXXLutz is planning to invest a sum of around €70 million in the construction of a new e-commerce center in the “Erfurter Kreuz” industrial complex near Arnstadt as the basis for massively expanding its online business.**

On the approx. 25 hectare site purchased by the company from the State Development Corporation of Thuringia (LEG Thüringen) last August, it is planned to build a state-of-the-art distribution warehouse along with several office and seminar rooms, ensuring that XXXLutz’s online customers can be speedily and reliably supplied. The project will initially result in the creation of 100 new jobs at the site, eventually rising to a total workforce of 400 people by 2022. This will make the new central location one of the XXXL Group’s biggest hubs. On the basis of the current plans, the company aims to have the first phase of construction successfully completed by spring 2018. “We are delighted with this site, which is ideally sui-

ted for our needs. The crucial criteria for our decision were the location right in the heart of Germany, the excellent transport infrastructure and the tie-up to the major logistics partners. On top of these factors were the short-term implementability, plus the outstanding support provided by the representatives of the state of Thuringia, who backed the project and have given us their proactive assistance right from the start,” says Helmuth Götz, a board member and spokesman of the XXXL Group.

The arrival of XXXLutz means that except for a small residual area of approx. 3.5 hectares, the total space of 132 hectares developed in the first phase of construction of the Erfurter Kreuz industrial complex has now been completely sold. “Activities are already in progress on expanding the site. Once this work is completed, a further 80 hectares of modern industrial space will be available and should prove easily marketable,” predicts LEG CEO Andreas Krey. (*gro*)

## **i** Investment News

**Weimar** – The Legefild business park has seen the laying of the foundation stone for the new building of **Antennentechnik Bad Blankenburg GmbH**. The move to Weimar was necessary because of the lack of expansion area at the old site. At the new 1.9-hectare site, with its excellent autobahn access, a sum of €4.1 million is being invested in a production building along with a two-story edifice for administration, R&D and staff facilities. The production building is being erected by the Thuringian Industry Leasing (ThIV) and leased to Antennentechnik, leaving the company with more financial resources available for R&D, marketing and other investment. It is also planned to expand the workforce. The product range comprises multiband antennas for trucks, buses and special-purpose vehicles. Besides the new mobile telephony generation, a future division will be devoted to the technology and software behind the antennas. Customers include the Daimler truck division, MAN, Scania and John Deere. (*maa*)

**Langewiesen** – A new, bigger headquarters building, but still located near to Ilmenau University of Technology (TUI) – these were important criteria for **senTech Elektronik GmbH**’s new building. Created in 1999 as a spin-off from TUI, the company develops solutions and complex systems for measuring temperatures in inaccessible places using radio transmission. It also develops microprocessor modules, and is playing a pioneering role since 2008 in the field of radio sensor networks. For example, every new vehicle undergoing preproduction testing throughout the world is equipped with senTech sensors for measuring the brake disk temperatures. (*maa*)

**i** *Investment News*

**Marksuhl** – The company **Hirschvogel** in Thuringia had two good reasons to celebrate this year: On 1 July, it celebrated its 25th anniversary, and secondly, it took a new press line into operation. The company, which works as an automotive supplier for BMW and Daimler, among others, is also planning huge further growth at its site, as Plant Manager Detlef Lumm reports. The plant in Thuringia is the development and competence center for the group in the field of aluminum, and has a workforce of 700 people generating sales worth €154 million. The expansion investment will amount to €17 million and result in the creation of 40 new jobs. (*maa*)

**Thal** – The company **Gesipa Blindniettechnik** is doubling its production and stocking capacity. The groundbreaking ceremony took place at the end of September in the presence of the Thuringian economics minister. The total floor area will ultimately amount to 15,000 m<sup>2</sup>, accompanied by investment to the tune of approx. €15 million and resulting, in the course of the next few years, by the present workforce of 115 people being increased by around 80 new ones. The already impressive volume of 2.5 million blind rivets produced daily – for use primarily as fixing and joining elements in the automotive industry – will increase in future still further. The automotive supplier is able to benefit at its Thuringian site from a motivated workforce, excellent infrastructure and good cooperation with the official bodies. (*maa*)

**i** *Dates*

› **January 28 – February 2, 2017**  
**Photonics West,**  
San Francisco, USA

› **January 30 – February 2, 2017**  
**Arab Health,**  
Dubai, UAE

## Big in Japan: Strong demand for optical know-how from Thuringia



Investors conference in Hamamatsu. Photo: GTAI

As part of a series of events for the internationalization of selected clusters in the east of Germany, a Thuringian delegation from the optics and photonics industry traveled to Japan at the end of August. Organized by GTAI (Germany Trade & Invest), Optonet e.V. and LEG Thüringen, and headed by Iris Gleicke, Parliamentary State Secretary at the Federal Ministry for Economic Affairs and Energy and Commissioner of the German Federal Government for the New Federal States, the destinations were Tokyo and Hamamatsu.

Thuringia has already enjoyed a technology partnership with the city of Hamamatsu for many years now.

The outstanding know-how existing in Thuringia in the field of optics technology encounters a world-beating photonics sector in Japan, offering a high level of potential for cooperation between the two. In addition to two investor events, each with around 100 participants, cooperation forums with over 30 matches, various company visits also took place. (*maa*)

## Accelerating efforts to develop growth markets

Today, **Mexico** is one of Thuringia's most important trading partners in Latin America, with the export volume quadrupling during the last ten years. It is therefore only natural that in early October, a 30-man trade delegation headed by Thuringia's Economics Minister Wolfgang Tiefensee should have travelled to Monterrey, Mexico City and Querétaro. The visit resulted in the conclusion of further cooperation arrangements, especially relating to the much sought-after products in the fields of measurement and control equipment, pharmaceuticals, automobiles and machine tools.

A similar success was achieved by a visit at the end of September by 20 representatives of business and the science sector under the leadership of State Secretary for Economic Affairs Georg Maier to **India**. Practical results of the visit include the opening of the Thuringia International Office in Delhi as well as cooperation agreements with the Indian federal states of Maharashtra and Delhi. Additionally, the Thuringia-based companies GBneuhaus and Lehmann+Partner were able to conclude concrete cooperation agreements with their Indian partners. (*gro/maa*)

## German-Brazilian Economic Forum in Thuringia

This year, more than 500 representatives of the German and Brazilian business sectors found their way to Thuringia. Thanks not least to the innovativeness, cultural diversity and economic dynamism of the state of Thuringia with its location at the heart of Germany, Weimar presented itself as an ideal venue for this year's bilateral conference. Brazil is Thuringia's most important economic partner in Latin America, with almost 100

business enterprises from Thuringia engaged in activities there. On the fringes of the meeting, agreements were signed on expanding the cooperation between universities in Thuringia and the State of Santa Catarina. The State Development Corporation of Thuringia (LEG Thüringen) also organized an attractive program of accompanying events, with company visits and business matchings with interested firms from both countries. (*gro/maa*)

## Chasing criminals with the aid of a ten-print scanner

With the world's smallest ten-print scanner, Jenetric GmbH from Jena is causing quite a stir. The FBI-certified scanner is a useful tool in a wide range of applications.

It is small. Very small. Weighing just 113 grams and measuring only 11 by 12 centimeters, it is the smallest of its kind, but is



The ten-print scanner LIVETOUCH® quattro of Jenetric. Photo: JENETRIC GmbH

still able to do a great job. "We have reduced the size, weight and power consumption of the scanner to a minimum and are able to offer our customers a made-to-measure solution for the development of portable detection kits and mobile devices," states Roberto Wolfer, one of the founders and managing directors of the Jena-based biometrics company. The ten-print scanner can be easily fitted into mobile devices or special case solutions. As a result, the scanner not only facilitates the work of criminalists. The innovation from Jena also makes the performance of mobile border controls or the registration of voters much easier. (gro)

@ [www.jenetric.de](http://www.jenetric.de)

### **i** Technology News

At the end of September, the Thuringian ClusterManagement (ThCM) presented the first **Potential Study for the Thuringian Food Industry**, one of the state's biggest economic sectors. According to the study by AFC Consulting AG, the innovation potential of the industry, with its predominantly SME structure, lies above all in focusing on regionality. Thuringia is known not for low-cost high-volume products, but for its traditional, pleasure-oriented specialty foods, the study writes. Deliberately fostering the creation of regional brands would go down well with the customers and make it possible to counter the price pressure in the industry by offering high-quality regional products. (gro)

For its recently completed new headquarters building in the "Erfurter Kreuz" industrial complex near Arnstadt, **Born Senf und Feinkost GmbH** has received an award from the German Sustainable Building Council (DGNB). Together with Goldbeck, the company responsible for the planning and construction of the new building, Born has been awarded a Platinum Certificate by the DGNB for creating a new administration and logistics center that fulfills all the latest principles relating to sustainability and energy efficiency. "To my knowledge, this is the very first Platinum Certificate that has ever been awarded by the DGNB for an investment project in Thuringia," said Andreas Kiermeier, Goldbeck branch manager. The new building is CO<sub>2</sub>-neutral, a photovoltaic system supplies power via an integrated energy store to – among other things – four electric filling stations for supplying part of the BORN Senf vehicle fleet, and efficient heat pump technology and a green roof, paired with innovative solar protection inside the cavity between the glazing, ensure a pleasant, energy-saving indoor climate. (gro)

## High accolade for Lindig Fördertechnik



Great distinction for the supplier of forklift trucks and work platforms. Photo: Lindig Fördertechnik

Lindig Fördertechnik, a logistics company based in Krauthausen near Eisenach, Thuringia, has received the highly prized "Global Leadership Award" in recognition of its corporate management and staff handling approach.

At Lindig Fördertechnik, how to optimally manage and motivate the staff and foster their development is not just theory; it is actually lived and put into practice in the best possible way, every single working day. This is the firm conviction of the jury of this year's "Global Leadership Award", which is presented by the training company Crestcom. As one of the first companies from Thuringia, the supplier of forklift trucks and aerial work platforms was awarded the highly prized distinction at this year's event in Vancouver in recognition of its

innovative, people-focused corporate culture. The family-run business, which is now in the third generation, employs some 300 people at presently six locations, including Erfurt, Göttingen, Kassel and Eisenach. (gro)

@ [www.lindig.com](http://www.lindig.com)



Wolfgang Struensee, owner of the Crestcom training schools in Thuringia is receiving the award for Lindig Fördertechnik in Vancouver. Photo: Lindig Fördertechnik

## Small part. Big effect.

**Top technology from a small firm in Thuringia helped track cycle champion Kristina Vogel sprint to Olympic Gold in summer 2016.**

A lead of a mere four thousandth of a second was all that separated Erfurt cyclist Kristina Vogel from her British rival Rebecca James in the sprint finale in Rio, but was nevertheless big enough for the girl from Thuringia to win gold. In achieving this success, however, the world champion track cyclist and Olympic winner was able to rely not only on her strategic skills and muscles, but also on a cycle component made by the Australian firm of Kappstein GmbH. In 2011, LEG Thüringen succeeded in convincing the company of the benefits of setting up an operation in Gotha. The component in question – a “sprocket” weighing a mere 19 grams – takes care of optimum transmission of power between the wheel and chain and works virtually wear-free. Kristina Vogel and many other professional cyclists are-



Heading for gold with the “sprocket”: Kristina Vogel at the Olympic Games in Rio. Photo: picture alliance / Eibner-Pressefoto; Kappstein GmbH & Co. KG

thrilled by the precision of the Kappstein product. (gro)

## A dance between the classical and modern

**In October of each year, writers, publishers, artists, media professionals and bookworms all head for the same destination: the Frankfurt Book Fair. With an impressive shared stand, Thuringia’s publishing and media enterprises once again presented themselves jointly at this year’s event, the biggest book fair in the world.**

Under the motto “Thüringen – Tanz zwischen Klassik und Moderne” (“Thuringia – A dance between the classical and modern”), Thuringia’s presentation at the fair, which was organized and looked after for the sixth time by the State Development Corporation of Thuringia (LEG Thüringen) on behalf of the Thuringi-

an Ministry of Economic Affairs, brought together 16 Thuringia-based companies all under one roof. Alongside classical book publishers, such as Eckhaus Verlag from Weimar, the Thuringian exhibitors also included providers of digital services in everything to do with books, e.g the firm of Zeilenwert GmbH from Rudolstadt. The latter has grown into one of the leading independent providers of digital publishing services, and was able to achieve its next major milestone at the fair: After last year taking over Libreka, the biggest distributor of e-books in Germany, Zeilenwert this year concluded a collaboration agreement in Frankfurt with the Polish operator of the e-book portal Legimi. (gro)

## Jena to be home to German Optical Museum

To mark the 200th birthday of Carl Zeiss this year, it is planned to create a “German Optical Museum” in Jena in order to showcase the importance of Carl Zeiss and the history of optics. To this end, the existing Optical Museum in Jena will undergo a thoroughgoing transformation to become the “German Optical Museum”, establishing it as a leading museum on the national and international museum scene. “The exis-

ting museum already attracts many interested visitors from the whole world who come to experience the comprehensive collection. A new concept would enable us to position ourselves even more successfully at international level,” says Rolf Ferdinand Schmalbrock, Managing Director of the Ernst Abbe Foundation. A new foundation has been set up for the specific purpose of moving the project forward. (gro)

### **i** Dates

**Luther and the Bible**  
Award-winning permanent exhibition in the newly opened Luther house in Eisenach

› until December 30, 2016

**Prominence in plaster**  
Works of the sculptor Adolf von Donndorf, Weimar



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### Contact:

**Dr. Arnulf Wulff** – Senior Vice President  
Member of the Management Board  
Dept. Investment, International Business  
and Cluster Promotion

Mainzerhofstrasse 12,  
99084 Erfurt, Germany

**Phone:** +49 (0) 361 5603-450

**Fax:** +49 (0) 361 5603-328

**Email:** invest@leg-thueringen.de

**Internet:** www.invest-in-thuringia.de