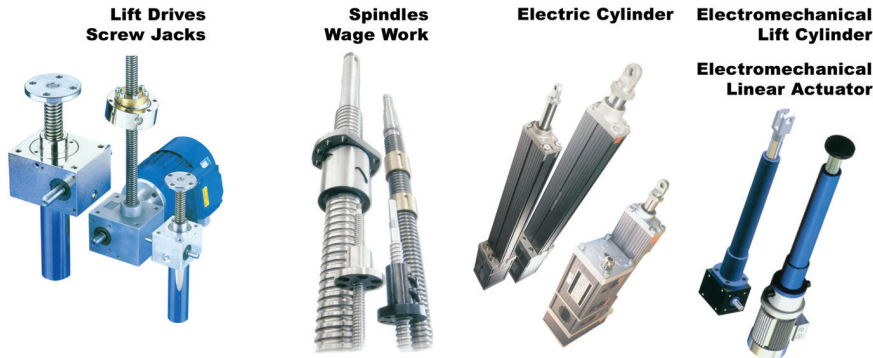


The Driving Force in Industrial Manufacturing

Efficiency, productivity and growth - these are the driving forces behind *Grob GmbH*, which operates from Sinsheim-Steinsfurt, in Germany. Equipped with a new business plan, this long-established drive systems manufacturer is ready for expansion.



A wealth of drive components constitutes the core of the product portfolio

Set up in 1945, Grob GmbH benefited from post-war era and developed from a mere subcontractor in charge of machining operations to a specialist screw jack manufacturer within just two decades. The distribution branch, known as E. & G. Grob Vertriebs GmbH, was set up in 1994 and acquired an excellent reputation in the international business arena as a supplier of Grob's high-performance components. After Mr. Gerhard Pfeil became the Managing Director in 2003, considerable restructuring measures were carried out. The managing director acquired the full shares of Grob GmbH Maschinenbau and E. & G. Grob Vertriebs GmbH, which were subsequently

merged under the name Grob GmbH.

GROB

"Taking over a family company meant I had to create a balance between the established structures and the changes necessary to tap the full potential", as Mr. Gerhard Pfeil explains in our interview. "Together with our dedicated employees, many of whom have been with the company for many years now, we were able to develop new product lines to strengthen our core competence. Another crucial factor in our expansion strategy was the creation of further business associa-

tions with industrial partners." Operating a number of divisions, which are lift drives, linear drives and drive components, the enterprise specialises in worm-wheel lift drives in conventional and in cubic casings, bevel-wheel lift drives, and has recently added the linear axes, actuators and electric cylinder product lines to its portfolio. *"Conventional and cubic worm-wheel lift drives are our most important product family. They are frequently used in engine engineering and they are also used in deluge technology applications, for example",* says the managing director.

Aiming at absolute customer satisfaction, the company has the capacity

and expertise to develop customer-specific products and special solutions. *"We are proud of our status as a one-stop-shop with a complete product portfolio and short delivery times",* as Mr. Pfeil elaborates the unique selling proposition. The company's drive for excellence is also reflected in the fact that it provides apprenticeships for young people and employs university students as well as freshly graduated technicians and engineers. Collaborations with the University of Cooperative Education in Mosbach as well as the Technical University in Darmstadt constitute crucial pillars for research and development activities. Moreover, the enterprise is continuously strengthening its consultancy capacities and attaches great significance to the transfer of information. An annual in-house magazine is dispatched among the clients, who are also kept up to date with the latest developments at the Grob Night - a training and workshop event organised for the distribution partners. Exhibitions such as the MOTTEK in Sinsheim as well as the Internet presence at www.grob-antriebstechnik.com are further important information and contact platforms.

Mr. Pfeil's business plan has already proved successful. The annual growth in 2006 has surpassed all expectations. Export shares

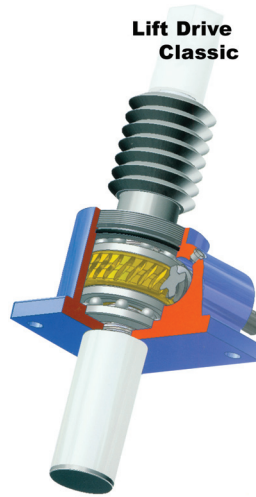
**Linear Units
Electric Lift Cylinder**



**Actuator
Linear Actuator**



**Lift Drive
Classic**



Grob GmbH supplies its products to industrial manufacturers from all industrial sectors where high-performance drive components, linear motion components and actuators are essential

have been considerably increased and currently reach 50%. "Less than half of this is carried out through sales partners. The rest is sold direct to over 2,000 customers around the world; roughly

one third of all sales activities target bulk customers who have a turnover of more than 10,000 Euros per annum. The rest of the company's customer base have a turnover of less than 10,000

Euros. We are active in a niche market in Germany. In addition, we collaborate with sales partners around the world who distribute in their respective regions. Through this we are in close proximity to our customers, which is an important factor for our products", says Mr. Pfeil. The enterprise collaborates closely with 500 to 600 active clients every year.

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Grob GmbH Antriebstechnik
Eberhard-Layher-Strasse 5
74889 Sinsheim-Steinsfurt
Germany
www.grob-antriebstechnik.com