



New markets, new strategies

Franke en route to opening new markets in China and North America.

The global search for new customers and applications is currently Franke's main focus on the international stage. China and the USA are two of the most significant markets in this globalisation process, through which the firm intends to expand its cooperation with established and reliable partners.



Modern communication and transport methods are bringing sales and procurement markets ever closer together. This trend is known as globalisation and also equates to major opportunities for Franke alongside various risks. The enormous volume of the Chinese market economy could bring a wealth of new customers for our Wire Race Bearings and Aluminium Linear Systems. Likewise, the American market promises big business.

The prerequisite to acquiring customers and providing good service in China and the USA is a reliable local presence in the form of close partnership with established firms. We are well represented in China thanks to collaboration with trading partner B.D.I. and the Rothe-Erde subsidiary XREB. A partnership with Groz-Beckert provides access to the important textile industry as well. While B.D.I. handles the broader work and has incorporated our products into its catalogue of high-quality machine components, XREB looks after CT customers from the medical technology industry. Equipped with its own production sites, XREB is in a position to manufacture high-quality CT bearings itself, the heart of which – the Wire Race

Bearings – are supplied by Franke from Germany. It is only through a close, trusting collaboration between the two partners, Franke and XREB, that premium bearings can be produced for the major Chinese medical technology manufacturers. Reciprocal visits, training and audits all ensure the smooth flow of business and continually re-affirm just how diverse the societies and cultures of our two peoples truly are. The American market too is now the focus of increased attention. To date we have been concentrating our activities on successful support of customers from the medical and security technology industries. Thanks to our partner firm ROTEK, which is part of the Thyssen-Krupp Group and has production sites for large antifriction bearings, we have successfully acquired customers for CT bearings, solar trackers and bearings for security technology. The next stage in the market development was the development of a Franke Expert Center and the appointment of a new colleague. Matthew Eddy will work out of an office at ROTEK and will focus exclusively on seeking new customers and applications for us in the USA.

Dear Readers,

welcome to the Christmas edition of our staff magazine ALL AROUND Franke.

2013 is drawing to a close. Looking back brings to mind many moments that have been very special for us. Some have been difficult, but there are also many wonderful ones. These are the experiences that make our lives richer from year to year.

"The end of the year is neither an end nor a beginning, but rather a continuation of the wisdom that experience has taught us."

Harold Glenn, American author
(*1900 – 1978).

We take our experiences of the past year with us into the new and look forward to all the new things that await us.

The whole ALL AROUND editorial team wish you and your families a Merry Christmas, peaceful holidays and a healthy and happy New Year.

Yours sincerely

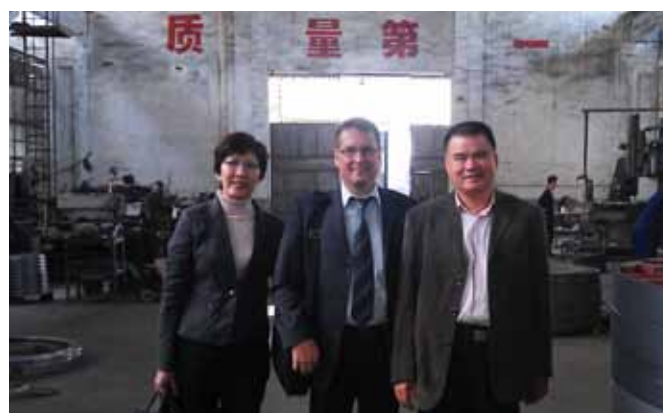
p.p. Gerhard Reininger
Public Relations



Matthew Eddy will be responsible for winning new customers in the United States.



XREB assembly hall in China for CT bearings.



Stephan Kuhn (centre) on a visit to knitting machine manufacturers in China.



Our partner firm ROTEK in the USA even possesses a roller mill for producing race rings for large antifriction bearings.

A successful year of trade fairs draws to a close

We also took part in several trade fairs in the autumn.



The balance sheet looks very positive: We made new contacts and increased recognition of the Franke brand at all the events. There are already twelve trade fairs on the calendar for next year – the first is in Hamburg in January.

Following the spring trade fairs announced in the last issue of ALL AROUND, we also presented our stand at further significant industry shows in the autumn: we were on show at the MOTEK in Stuttgart, the KOMAF in Korea, the FMB in Bad Salzuflen, the ELMIA in Sweden, the BELEX in Turkey and at AIM at the University of Aalen.

Many visitors to the stands were encountering this technology for the first time and there was a lot of interest. The principle of wire race bearings is by no means known to everyone and a lot of explanation is still required to show designers and developers

around the world the potential behind Erich Franke's invention. Taking part in fairs is a fruitful strategy in this respect.

We made new contacts and increased recognition of the Franke brand at all the events.

Planning has already begun for 2014. Our calendar currently includes twelve trade fairs, and the first is taking place in Hamburg in January.

Franke sport in the firm's own fitness room

Holistic fitness course under the tutelage of trainer Ulrich Rost

All Franke colleagues were invited to take part in the Franke sport programme "Fitness Mix". The course was run by experienced trainer Ulrich Rost. It included a diverse range of exercises from head to toe with general cardiovascular and muscle training, targeted tummy and back strengthening, varied fitness fun and beneficial stretching and relaxation movements. According to those who took part, everyone got their money's worth regardless of fitness level!

If you rest, you rust. The Franke Sports Programme is here to help.



Franke anniversary 2013

Countless colleagues celebrates the firm's anniversary

Nine of our longest-serving colleagues were honoured at a celebration on 7th November this year. Three were celebrating 10 years at Franke, while two have been with the firm for 20 years and a further two for 25 years. Heike Faustmann and Udo Jarmer have even clocked up 30 years with our firm.

Once the certificates and gifts had been presented, the attendees and the team leaders ended the evening with a meal together in a delightful, congenial atmosphere.



From left: Thomas Stumpf (20 years at Franke), Udo Jarmer (30), Daniel Faulhaber (10), Franz Holzner (25), Heike Faustmann (30), Maria Petkovic (20), Sergej Metzler (10), Klaus Niedermaier (25). Not pictured: Angelika Kratzel (10).

Franke football team at the IG-Metall tournament

Dedication in the Franke jersey.

Twenty teams took part on 21st June 2013 at the 6th football tournament of IG-Metall-Jugend Aalen and Schwäbisch Gmünd at the DJK Stadium in Aalen. A team of Franke apprentices and former BA students also took part in the tournament. The Franke team put up a good fight and ultimately earned a decent place.



The Franke team pose in the DJK Stadium in Aalen just before kick-off of the hard fought tournament.

Linear guide team in Plant III

Assembling the linear guide cassettes involves a lot of manual work.

Thanks to the team's careful work, the Franke cassettes and roller shoes are used all over the world.

Franke Aluminium Linear Systems comprise profiled guide rails with press-fitted drive rods and the associated cassettes. The cassettes are assembled partially by hand and partially using the company's own semi-automatic machines.

Our colleagues in Plant III have been producing our Aluminium Linear Systems for many years now. Around 40 kilometres of rail and 70,000 cassettes leave our site each year. Team supervisor Oliver Eiberger has his hands full coordinating the different teams and ensuring that customers' orders are processed smoothly. One group of the guide production team are responsible for assembling and adjusting the cassettes. This still requires focussed manual work to position the rollers in the housing and the fit the cassette plates. Sylvia Betzler, Marcel Frumolt and Maria Kögel working closely together. Here they are working on the manufacture of size 25 cassettes.



The guide team: (from left) Sylvia Betzler, Marcel Frumolt, Maria Kögel.

This is the most popular size of cassette and also the easiest to assemble. The small size 12 cassettes require a slightly more sensitive touch and the big size 45s really take a lot of effort. That's no problem for our colleagues on the assembly table: they can handle both requirements thanks to their years of experience.

APPRENTICES AT FRANKE

New apprentices in production, technology and management

The new apprentices have now completed their first few weeks at Franke. Svetlana Bakalo is our first apprentice in the Technical department. She will be a product designer, which corresponds to the former job title of "engineering draftsman". Lars Lamm, Patriz Wagner and Marvin Dorsch have already completed a year at the IHK and are now also part of our team. We are excited to see these new faces at Franke and wish them all every success and enjoyment in their work.



Lars Luis Lamm: metallurgy specialist – assembly technology, Svetlana Bakalo: technical product designer, Pia Gschwinder: industrial manager, Patriz Wagner: industrial mechanic, Marvin Dorsch: cutting machine operator turning lathe systems, Lukas Hammer: BA student mechanical engineering

Apprentice day out to Deckel-Maho

The day-out on 4th September started with a coach to the Allgäu. The first stop was a visit to Deckel-Maho in Pfronten. Following the company presentation and a tour of the site, the visitors enjoyed a fortifying lunch. They needed it too: they then moved on to Immenstadt to the Bärenfalle forest rope course, Bavaria's biggest and one of the most extreme in the whole of Germany. From the simpler climbing elements at ground level to the inaccessible, complex climbing positions at a height of 15 metres, the forest course offers every emotion and level of difficulty you could want from climbing.



MANAGEMENT



Dear colleagues,

Many thanks for all your hard work over the last year. To-

gether we have succeeded in bringing a financially difficult year to a close in a reasonable position. Thanks to your cooperation and your flexibility, we have managed to win new customers and steer the firm successfully through this period. The course is set for 2014. We are well prepared for the work to come due to additional investment in buildings and machinery. Our corporate goals are defined and we are looking forward to a good 2014. If we all continue to work together as a team then we will achieve success together.

We wish you and your families happy holidays and a great & healthy New Year.

Daniel Groz and Sascha Eberhard,
Managing Directors

WORKS COUNCIL



Dear colleagues,

Thank you for all your hard work over the last year! Some of you have had to switch workstations and take on new activities because of the irregular

workload in the different production areas. This worked really well and was a significant factor in us sustaining a reasonable position throughout the year.

Anyone who attended the last works meeting would have seen that our product and service quality has declined. Let's all pull together to reverse this trend over the coming year. Not just because this will result in happier customers, but also because it will make you happier – everyone playing their individual part.

I wish you all a Merry Christmas and a Happy New Year.

Peter Wetzel,
Works Council Chairman

APPRENTICES



Dear apprentices,

Once again, we have achieved a lot together over the past year. I have really enjoyed supporting you in your daily tasks and accompanying you on excursions.

After Ms Gaugler had to relinquish the role due to family reasons, we found a reliable substitute in Stefan Szymanski. Thank you Stefan for taking on this task!

The Apprentice Area in Plant II has now been commissioned. All the machines there will be available for training next year.

Until then I wish you all Happy Holidays, Merry Christmas and all the best in your training!

Klaus Mayer,
Trainer

Hiking in snow and ice

Eight colleagues went hiking on the Nebelhorn (Nebel = Fog). There certainly was fog!

By shanks's pony: The group have been enjoying mountain hikes together for over 20 years now and also know how to enjoy life following a challenging tour over hill and dale – with a good beer, for example.

They went on an exciting trip from 28th to 30th June before the high summer temperatures took hold. Eight colleagues undertook an adventurous walk in the snow and ice on the Nebelhorn, the 2,224-metre peak in the Allgäu Alps.

The unique nature of the Nebelhorn, which you notice as an observant walker, comes from its position on the border between the northern Limestone Alps and the forelying Flysch mountains: the summit is made up of the Hauptdolomit of the Limestone Alps, while the lower slopes are Flysch (formed by deposits of marine sediment, which mainly consist of clay and sandstone) There were still around four metres of snow at the Iglu Lodge on the Nebelhorn.

The cabin is equipped with 16 beds and lies a little below the Edmund-Probst-Haus at 1,932 metres. On the first day, the team conquered the steep climb from Oberstdorf to the cabin in a walking time of three hours. The second day saw them complete

the circular walk to the Edmund-Probst-Haus and to the Iglu Lodge in the Nebelhorn – it took two hours in the fog and sleet. The entire six-hour descent was the order of business on the third and last day. The descent into Oytal was a challenge for all. The path was steep and muddy with plenty of roots and waterfalls. The beer and atmosphere in the Oytalhaus were twice as welcome after this challenging section.

The path was a steep descent from the cabin over the Ziegersattel to Oytal and then a pleasant walk from the Oytalhaus back to Oberstdorf. The temperature on the mountain during this trip was an average of 2 °C, reaching 18 °C in the valley – a true summer retreat while the heat wave was pushing temperatures up in the rest of the country.

The group have been enjoying mountain hikes together for over 20 years now. A tour to the Hochbühl/Steibis is planned for the next adventure from 4th–6th July 2014.



The participants from left: Jens Hoyer, Reinhold Brenner, Frank Wosgien, Willy May, Wolfgang Nuding, Klaus Niedermaier, Wilfried Gludt. Behind the camera: Klaus Mayer.

ON A PERSONAL NOTE

Annual get-together of seniors on the 10th November at Franke

Great turnout at the Seniors' Reunion in 2013



The stories told by the former colleagues were the centre point of the evening.

The tradition of knowing the firm's own history and the stories of its former colleagues has a very special place in a strongly family-oriented firm such as Franke. That's why our former colleagues remain an essential part of Franke. Once a year, we invite them all to an evening party at the firm. This always includes a delightful gathering with a

great meal accompanied by lively conversations about the past, but also about the present and the future.

The guests also included former managing directors Egon Franke, Gerhard Groz and Michael Helbig.

Publisher:
Franke GmbH
Obere Bahnstraße 64
73431 Aalen, Germany
Tel. +49 7361 920-0
Fax +49 7361 920-120
info@franke-gmbh.de

Responsible:
Gerhard Reininger
Franke GmbH

In cooperation with:
becker GmbH, Heidenheim

www.franke-gmbh.com

