

KraussMaffei Berstorff increases its market presence in France

(Munich/Vaux-en-Bugey, January 27, 2012) After a year of successful cooperation with the agency O.C. Team, KraussMaffei Berstorff draws a positive balance and records a notable increase in incoming orders.

Successful expansion of the market position in France

KraussMaffei Berstorff has a very strong position in the French market, in particular in the profile market. "Thanks to our good reputation, we have been able to strengthen our market position with significant contracts in the area of cable duct and WPC production. Our French customers appreciate the high quality of our products and the technical competence of our sales staff," Andreas Kessler, Sales Manager at KraussMaffei Berstorff in Munich is pleased to say. With Olivier Crave (O.C. Team), KraussMaffei Berstorff has a competent partner in France for the marketing of premium-quality extrusion systems. "Oliver Crave, as a renowned specialist in Extrusion Technology, convinces us with his technical competence and extensive experience in sales. Customers in France appreciate him as a direct contact partner who speaks the local language. We look forward to continuing our cooperation", Kessler continues.

Promising cooperation with extrusion specialists

Olivier Crave manages O.C. Team, which is based in Vaux-en Bugey (near Lyon). After completing his studies in mechanical engineering at the UTC, he started his career at a competitor company in France, and then from 1995 worked as a Sales Representative for KraussMaffei Berstorff. He gained international experience as Sales Manager at KraussMaffei Corporation in the USA, before starting his own firm in 2008. In addition, since 2009 Olivier Crave has been Vice-President of the SPE (Society of Plastics Engineers), an association of plastics engineers based in North America and active around the world.

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About KraussMaffei Berstorff

Around the world, the KraussMaffei Berstorff product brand stands for advanced, future proof extrusion solutions. The company's product spectrum ranges from single extruders with application-specific tooling, to up- and downstream components and fully automated extrusion lines. This product range, plus a customer-specific choice of service modules, guarantees that KraussMaffei Berstorff is a robust system partner for customers such as the bulk chemicals, automotive, construction, packaging and pharmaceuticals industries. KraussMaffei Berstorff, part of the KraussMaffei Group since 2007, was created through a merger of KraussMaffei and Berstorff, an engineering specialist with a long tradition.

For more information: www.kraussmaffe.com

About KraussMaffei Group

The KraussMaffei Group is among the world's leading suppliers of machinery and systems for producing and processing plastics and rubber. Its products and services cover the whole spectrum of injection and reaction molding and extrusion technology, giving the company a unique position in the industry. The KraussMaffei Group is innovation-powered, supplying its products, processes and services as standard or custom solutions which deliver sustained added value along the customer's value-adding chain. The company markets it's offering under the KraussMaffei, KraussMaffei Berstorff and Netstal brands to customers in the automotive, packaging, medical, construction, electrical, electronics and home appliance industries. Continuing a long tradition of engineering excellence, the international KraussMaffei Group currently employs around 4,000 people. With a global network of more than 30 subsidiaries and more than 10 production plants, supported by aro

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