



Dates

INTEC Leipzig/Germany
26 February - 1 March 2013

MECSPE Parma/Italy
21 - 23 March 2013

Metavak Hardenberg/
the Netherlands
9 - 11 April 2013

Metalloobrabotka Minsk/
Belarus
9 - 13 April 2013

CIMT Beijing/China
22 - 27 April 2013

Open House Gosheim/
Germany
24 - 27 April 2013

Intertech Dornbirn/Austria
15 - 17 May 2013

Metalloobrabotka Moscow/
Russia
27 - 31 May 2013

Machtool Poznan/Poland
4 - 7 June 2013

For other trade shows with
Hermle exhibits, please see
www.hermle.de

We look forward to seeing
you!

Our 2012 anniversary celebrants

40 years

Hussal Egon
Volz Wilhelm

25 years

Aicher Hildegard
Peyerl Gabriele

10 years

Derntl Rudolf
Digeser Wolfgang
Eble Stefanie
Gretz Anton
Gulde Thorsten
Gutrung Pascal
Hanßmann Tanja
Hölzel Carolin
Kammerer Simon
Kather Andre
Klipfel Thomas
Kruck Dominik
Maier Egon
Maier Tobias
Mattes Wilfried
Müller Markus
Muschke Sven
Patzak Daniel
Rapp Christoph
Schätzle Marc
Schwarzwälder Benjamin
Stern Tobias
Weiß Sabrina
Wener Martin
Wiltshko Claudia
Würtz Michael

Dear customers, interested persons, employees and friends of the company,

The end of the year 2012 is not quite yet upon us, but it seems appropriate now to look back on our achievements. Many people are in wonder of how the domestic economy and in particular the machine manufacturing business is doing so well, at the very time that the business press and economic gurus are constantly talking about a crisis of one sort or another. But for us and many others, especially many of our customers, the answer is simple: There's no point raising concerns! In other words, in the knowledge of our own strength and capacity for innovation, neither we nor others have allowed ourselves to be put off. We have followed the path ahead consistently.

As a result, in the first nine months of 2012 we were able to increase sales by 19% to around €212.5 million. Extrapolated to the entire financial year, we are approaching total sales of approximately €300 million. It is also both interesting and impressive to note that during the first three quarters our domestic business grew by around 8% to over €95 million, while foreign business increased by a very good 30%

to around €117 million. This is reflected in an export of 55%.

While our order books have stabilized in 2012, following on from the extremely high increases last year, they remain at high levels. In the first nine months we booked orders to the value of €242 million, just 4.5% down on the previous year. In our business, these are typically marginal fluctuations that our "breathing" company is able to offset without a problem. The basis for our breathing operations are our employees. We currently employ 926 people, which is an increase of 35 people on last year, thanks largely to strengthening of our service business. The loyalty of our employees to the company is evident too in the anniversary list shown here. Continual investment in the workforce at Hermle can be seen in the fact that since September 2012 we have had 94 young people engaged on apprenticeships, which means that trainees make up 13% of our workforce at Gosheim.

Our new products and expansion of the range of services and products we offer are also evidence of our strong investment in the future and Hermle AG's capacity for innovation. Examples include additional equipment such as

the PW 150 pallet changer for the C 22 U dynamic CNC high-performance machining center and the PW 3000 pallet changer for further automation of the C 50 and C 60 CNC high-performance machining centers. In addition, at the AMB 2012 we introduced the C 400 basic CNC machining center – a new series to broaden our range of products to offer customers in all markets the best machining and production solutions for their requirements. So we are looking forward to the challenges of the coming year, and, as usual, will meet them head on with full awareness of our own strengths!

It is a shame that politics is increasingly removed from the real economy there are enough voices of doom out there. Let us just hope that the Euro crisis will be handled sensibly.

Sincerely yours,



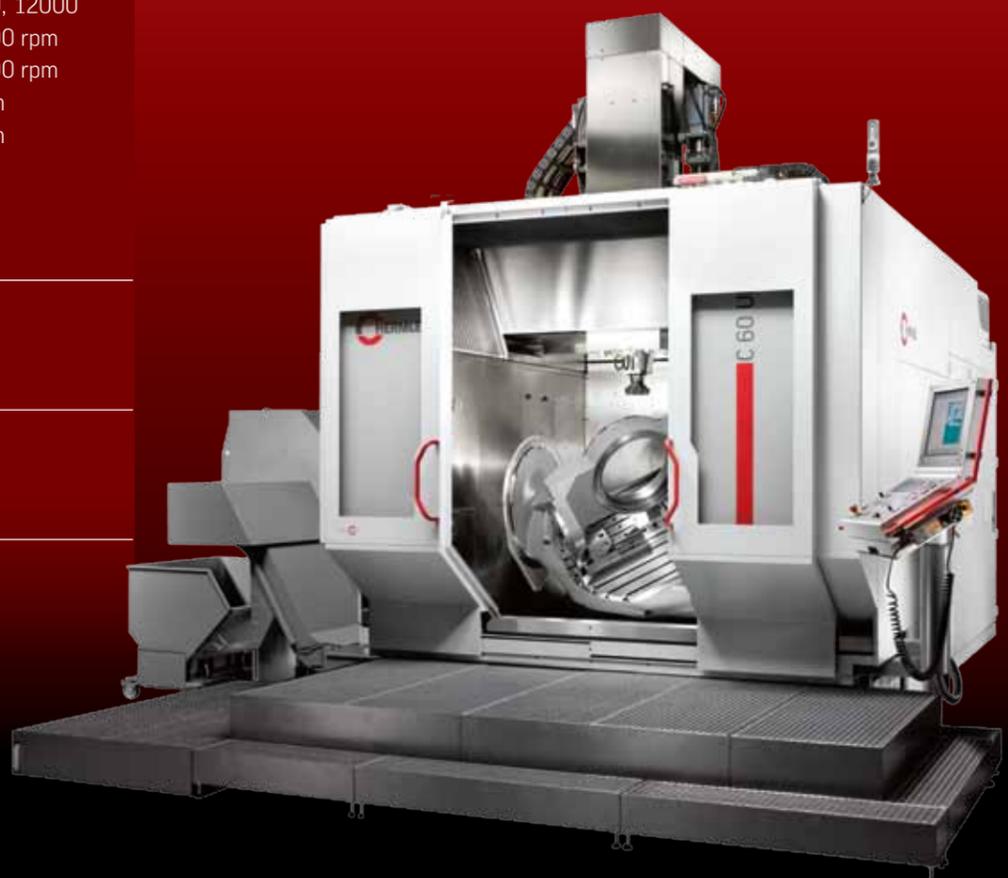
Dietmar Hermle

Pallet changer

+ C 60 / C 60 U MT / C 50 / C 50 U MT

UNIQUE MACHINE CONCEPT

The C 50 / C 60 provide users in all industries with the advantages of mega machining centers that can machine workpieces of up to 2000 or 2500 kg in five axes. High-tech spindles with high torque or speed ensure dynamics in a new dimension. In line with requests for even more possible applications, these massive-performance machines are also available in milling-turning variants.



TECHNICAL DETAILS C 60 / C 60 U MT C 50 / C 50 U MT

- 5-axis/5-sided machining in one clamping operation
- Extremely wide swivel range of the A axis for complex machining processes
- Optimum crane loading thanks to wide door openings
- High running, positioning and long-term accuracy
- Automatic tool change by the pick-up method
- Small space requirement thanks to compact construction format relative to the support surface
- Machine transported complete and no foundation required

Working area	C 50 / C 50 U MT	C 60 / C 60 U MT
Traverse path X-Y-Z	1000-1100-750 mm	1200-1300-900 mm
Rapid linear traverses X-Y-Z	60-60-55 m/min	50 m/min
Linear acceleration X-Y-Z	6 m/s ²	6 m/s ²

Main spindle drive	C 50 / C 50 U MT	C 60 / C 60 U MT
Speed	9000, 12000, 18000 rpm	9000, 10000, 12000, 15000, 18000 rpm
Speed (U MT)	12000, 18000 rpm	12000, 18000 rpm
Torque	up to 380 Nm	up to 476 Nm
Torque (U MT)	up to 356 Nm	up to 356 Nm
Power	up to 60 kW	up to 56 kW
Power (U MT)	up to 56 kW	up to 56 kW

Tool changer (pick-up)	C 50 / C 50 U MT	C 60 / C 60 U MT
Magazine pockets	60/42 pieces	70/50 pieces
Chip-to-chip time	approx. 7 s	approx. 9.5 s

Control unit	C 50 / C 50 U MT	C 60 / C 60 U MT
Heidenhain	iTNC 530	iTNC 530
Siemens	S 840 D	S 840 D SL

Control unit (U MT)	C 50 / C 50 U MT	C 60 / C 60 U MT
Heidenhain	TNC 640	TNC 640
Siemens	S 840 D	S 840 D SL

PW 3000

for automatic loading and unloading up to 3000 kg

MORE ROOM FOR MANEUVER – AUTOMATICALLY

The PW 3000 pallet changer, comprising three modules, is used to automate the C 50 / C60 and C 50 U MT / C 60 U MT systems.

The base module consists of the travel, lifting and rotary axes, as well as a safety enclosure with hinged doors, and ensures that the pallets containing the work pieces are brought in and out smoothly. The set-up station module with a rotating door enables the pallets to be set up in parallel to production time. The set-up station module with a rotating door enables the pallets to be set up in parallel to production time. In addition, the one or two-layer rack module can accommodate up to 8 pallets.

Particularly practical: The PW 3000 pallet changer can also be extended and linked to two machining centers.

Technical details PW 3000

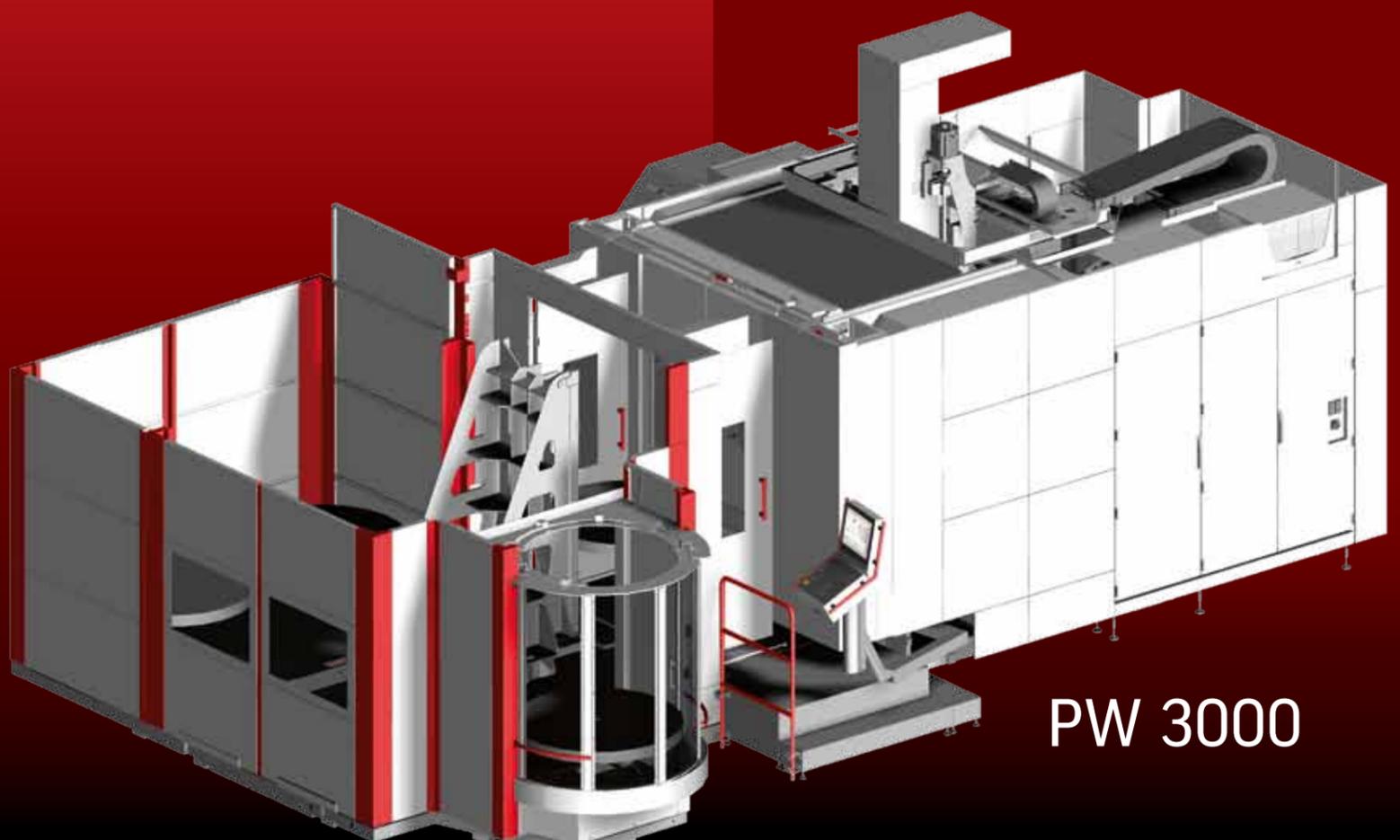
- Fast and simple installation
- No floor anchors required
- Free access to working area for setup mode, manual interventions or calibration and cleaning tasks
- Large-volume pallet storage for production-oriented and custom setup
- Can be expanded to form a complete manufacturing system by linking up to C 60 machining centers

Technical data

Transport weight	3000 kg incl. pallet
Pallet dimensions	1000 x 1000 / Ø 1200 mm
Workpiece dimensions	Ø1400 x 980 mm / Ø 1400 x 930 mm (MT variant)
Storage	two layers of 5 pallets two layers of 9 pallets
Link together	2 machining centers

C 50

C 60



PW 3000

STRONG AND PRECISE

C 400 basic – 5-axis machining of the latest generation



UNIQUE SPACE CONCEPT

The C 400 basic is a compact yet powerful package based on proven 5-axis technology (three tool axes and two axes in the NC swivelling rotary table). The generously dimensioned working space is simply unique in relation to the size of the machine and support surface.

In particular, the large collision circle between the cheeks of the NC swivelling rotary table offers enormous benefits, since it allows workpieces of up to 1000 mm in length or 1000 mm in diameter to be machined, with all axes operating together perfectly and a high machining capacity. The perfect circumstances for the best results with high-quality surfaces.

Technical data C 400 basic

- Optimum dropping of chips thanks to requirements-based work place design (including for dry machining)
- Free accessibility for all auxiliary units on the back of the machine
- All drive and guide units are outside the dirty area
- Digital drives with low-maintenance central lubrication
- Frequency-based recovery of the braking energy into the mains
- Oil-mist extraction, swarf conveyor and/or internal coolant supply
- Machine transported complete and no foundation required

Working area

Traverse path X-Y-Z	850-700-500 mm
Rapid traverses linear X-Y-Z	35 m/min
Linear acceleration X-Y-Z	6 m/s ²

Main spindle drive

Speed	15000/18000 rpm
Torque	up to 180 Nm
Power	up to 20 kW

Tool changer (pick-up)

Magazine pockets	38 pieces
Chip-to-chip time	approx. 6.0 s

Control unit

Heidenhain iTNC 530





Robot-supported custom flexible parts production

In its made-to-order production of specialist medical technology components and kits, Innovations Medical relies on daily production of parts. It is able to meet this requirement thanks to two CNC 5-axis high performance machining centers, which are fed by a robot system from the workpiece/pallet magazine.



A RECIPE FOR SUCCESS: INNOVATION FROM TRADITION

When it comes to precision mechanical manufacturing, Innovations Medical lives up to the tradition of the medical technology crafts that abound in the region around Tuttlingen and the Heuberg. Nevertheless, innovative products and constant expansion of the company's product range have contributed to around 8000 individual articles being listed under surgical instruments and around 9000 more in the other business areas of implants and sterile containers. Since it possesses the expertise and quality capabilities in house, Innovations Medical manufactures most of these items itself, in industrial single-piece and batch manufacturing processes with around 65 qualified employees working at two sites in Tuttlingen and another in Steg in Switzerland.

NO ALTERNATIVES: INTELLIGENT TECHNOLOGY RATHER THAN COSTLY INVENTORIES

Innovations Medical and its predecessor companies took an early decision to implement highly automated parts production, and were among the first to use robot technology in these processes. Based on a high-quality and constantly expanded machine pool, including series F and UWF Hermle milling machines and universal milling machines, the company has developed masses of expertise in milling and automation, and has acquired 3 and 4-axis machining centers from a number of manufacturers. Designed for the company's piece-by-piece manufacturing processes, these machines became a bottleneck, however, as the number of product variants rose and manufacturing batches increased in size to today's 20 to 1000 units. "With the objective of providing individual parts and components or entire assemblies more quickly and flexibly, for immediate or next-day assembly and shipment, our requirements in terms of flexibility, performance and feasibility of parts production changed completely," explains Winfried Kreidler, Managing Director of Innovations Medical.

STATE-OF-THE-ART: SWITCHING TO 5-AXIS MANUFACTURING AND ROBOT AUTOMATION

"We gave up our solution for flexible single-unit production and looked instead for an appropriate 5-axis machining center. During a live demonstration of the equipment we were convinced by the performance and quality of the C series and the robotic automation, which was by then much more mature than before," says Mr Kreidler, justifying his decision to work with Hermle. An order was placed for a highly automated, flexible production system, comprising two C 22 U 5-axis CNC high performance machining centers and one RS 2 robot system for workpiece/pallet management with one magazine.

FUTURE-PROOF: REQUIREMENTS ARE REALIZED EFFICIENTLY

Parts that once were machined in 3 or 4 axes before then being reclamped for finishing can now remain in place on the C 22 U until they have been completed. As a result, throughput times can be reduced in some cases from two months to three weeks. Unit for unit, we are significantly quicker, and more accurate thanks to the single clamping. "Overnight we can produce 50 kits for a product, which are then assembled the next day. That is only possible as the parts are reproducible and leave the machines with exactly the right fit. The option of loading individual workpieces for automatic production and then to assemble these later or another day is simply marvellous. Summary: We made absolutely the right decision, and have discovered a truly expert partner for our solutions in Hermle," states Winfried Kreidler, with satisfaction from his investment.

www.innovations-medical.de



Flexible manufacturing system at Innovations Medical, comprising C 22 U 5-axis CNC high performance machining centers (right and hidden left) and the RS 2 robot and magazine system (left) for workpiece and pallet management



RS 2 setup station at Innovations Medical in Tuttlingen, with Winfried Kreidler, Managing Director (right), Jochen Kreidler, Head of Production (center) and Tony Tech, System Operator and CNC Programmer (left)



The working area of the C 22 U machining center with the 30000 rpm spindle and special workpiece clamping fixture for an aluminium sterile container lid, which is milled from a solid piece completely free of NC swivelling rotary table



Robot feeding and removal of a finished, milled sterile container lid for return to storage in multiple workpiece clamp

stryker®



Workpiece magazine of the RS 05 with six matrix pallets to hold flat, long implant blanks



Production system C 30 U CNC 5-axis high-performance machining center with RS 05 for automatic 5-axis complete machining including work piece handling



Gerhard Hänggi, Director of Manufacturing (left), and Markus Lindt, Head of Implant Production (right) at a product overview held by Stryker Osteosynthesis in Selzach, Switzerland

EFFICIENT PRODUCTION

6 **writ large**

Robot-supported workpiece handling ensures up to 8000 hours of useful production time on CNC high-performance machining centers

As a pioneer of medical technology for orthopaedics, Stryker has developed over more than 80 years to become a global group with its own development and production sites in the USA, Puerto Rico, Ireland, China, Germany, France and Switzerland. Consistently adapting to meet market requirements, each site has specific qualifications above and beyond the standard range. For example, the Swiss subsidiary Stryker Osteosynthesis in Selzach is specialized in development and production of implants, plates and external fixings, including associated instruments. Despite rather small series production, the technology is relatively highly automated.

365 DAYS X 18-24 HOURS = 3.5 M FINISHED PARTS PER ANNUM

"Of our 410 employees, around 60 are active in development, 80 in quality assurance and 200 in production," says Gerhard Hänggi, Director of Manufacturing at Stryker Osteosynthesis. Depending on what is on the order books, production staff, working in a variety of shift models operating 115 CNC production machines, produce up to 3.5 million finished parts per year, even despite small batch production of between 10 and 500 units. "However, the number of variants is especially high, with more than several thousand active parts. As a result, we have deployed an inter-disciplinary 'island production' system with equally high degrees of productivity and flexibility." The machine concept for 5-axis complete and simultaneous machining - with 3 axes in the tool and 2 axes in the workpiece - was very quickly convincing. Machining tests and the resulting high quality, reproducible precision machining were just what we needed a good five years ago to opt for the Hermle C 20 solution.

PRODUCTIVITY THANKS TO FLEXIBILITY AND AUTOMATION

When the company was ready to acquire additional CNC 5-axis machining centers with integrated highly automated part feeding, Hermle once again gave a convincing presentation of its full range of services. Currently, Stryker now has a C 20 U (with externally automated workpiece handling), a C 30 U (for production and prototype manufacturing) and two C 30 U with

the RS 05 robot system for automated production. When combined with an NC-swivelling rotary table and the large working space (traverse paths X=650, Y=600 and Z=500 mm) and tool magazine and robotic automated workpiece handling, the C 30 U systems can be used anywhere. They also have a Renishaw touch probe and a tool breakage and measurement system from Blum. While previously it was necessary to use a separate machine for each individual process, today our machining centers with RS 05 can do all the tasks in one run", says Markus Lindt, summarizing the benefits.

THIS IS WHAT TRUE PARTNERSHIP LOOKS LIKE

Stryker has ambitious aims in respect of improving the quantity and especially quality of its production. "Now we have found the right systems for our requirements," reports their Head of Implant Production. "Anyone who, like us, wants to produce 7000 and more hours per year needs consistent automation and as good as no downtime at all. With the technologies and services from Hermle, we're on the right track in all respects. And thanks to our experience with robots, we also found the change to robot-supported loading of the machining centers to be quite easy. The fact that Hermle also considered our specific handling and magazine requirements in the construction of the systems, and that the entire team demonstrated exemplary speed of response, has just confirmed to us again that we have chosen the right partner."



AxSOS



AxSOS Tibia Targeting



Complete view of the flexible Hermle manufacturing system, comprising the C 42 U 5-axis CNC high performance machining center (rear left) the ZM 43 additional tool magazine (rear right) and the PW 850 pallet changer system

Danish niche politics...

The highly automated 5-axis milling on a Hermle C 42 U with pallet changer rounds off the technology needed at Denmark's AM Værktøj Odense A/S for economic production of complex shapes and large tools.



Glimpse of the PW 850 pallet changer system with two pallet pockets and the swivel/linear unit for pallet handling between the setup station, the two storage pockets and the working space of the C 42 U.



Generous working space of the compact C 42 U 5-axis CNC high performance machining center with NC swivelling rotary table and interchangeable pallet (630 x 630 mm) with special workpiece clamping system.



Team picture in front of a selection of complex 5-axis workpieces from the tools and mould-making and OEM parts spectrum: Torben Viby, Sales Manager (right), and Carsten G. Laursen, Production Manager (center), both from AM Værktøj Odense A/S, with Lars Lyngge, Director of Hermle Nordic (left)

"Toolmakers will always have work. But if all you do is fabricate tool parts, then you'll always have challenges!" that is the philosophy behind the success of Carsten G. Laursen, Production Manager and Torsten Viby, Sales Manager. Together with the company founder and managing director, Claus Jensen, the two co-owners complete a powerful leadership triangle at AM Værktøj Odense A/S. From 1970 to 2005, AM Værktøj focused primarily on the Danish market, becoming a known player there. With globalization and the trend towards large tools, the medium-sized tool manufacturing specialist which tends to work behind the scenes has been confronted with new requirements. Reason enough to re-equip for the future and reposition the company accordingly. As a result, from 2006 they have not only targeted the neighbouring Swedish and Norwegian markets, but at the same time have developed with corresponding technological investment into a specialist in large tools and larger, more complex OEM parts.

A TECHNOLOGY LEAP AT ALL LEVELS

"It quickly became apparent that at a global level, seen as a relatively small Danish mould-making and tool manufacturing business, we would only have opportunities if we offered our customers a full range of services from construction through production to spare parts for large tool systems, on the basis of our full expertise," explains Torben Viby. Starting with 3D construction using a CAM system and CNC full machining through CNC coordinate measurement systems, the company put together a technology package that was provisionally completed by the acquisition of a Hermle C 42 U machining center." This enabled AM Værktøj to fab-

ricate complex mould and tool components and OEM parts fully automatically, in "installable" quality, from one unit upwards.

5 AXES MEAN NEW CUSTOMERS

To exploit the advantages of the CNC high-performance machining center even further, and offset the lack of qualified expertise in the labour market, the managers went one step further and acquired the PW 850 pallet changer system to finish off the C 42 U. "Many large tools have a number of complex components and segments that are ideal for fully automated machining on the Hermle production systems. Normally we operate a single shift, but use the machining center with the pallets around the clock 24 hours a day. This frees up our experts for completion of other more demanding work, while we can continue to use the parts produced automatically, which are of highest quality and ready for installation," explains Production Manager Carsten R. Laursen. When I remember that we first planned to use two 4-axis machines with auxiliary axes, I am very happy that we followed the advice of our partner Lars Lyngge at Hermle Nordic. Thanks to complete 5-side machining and parallel working, we are much more productive and rational than before."

EFFICIENCY AND FLEXIBILITY IN SUPPLY

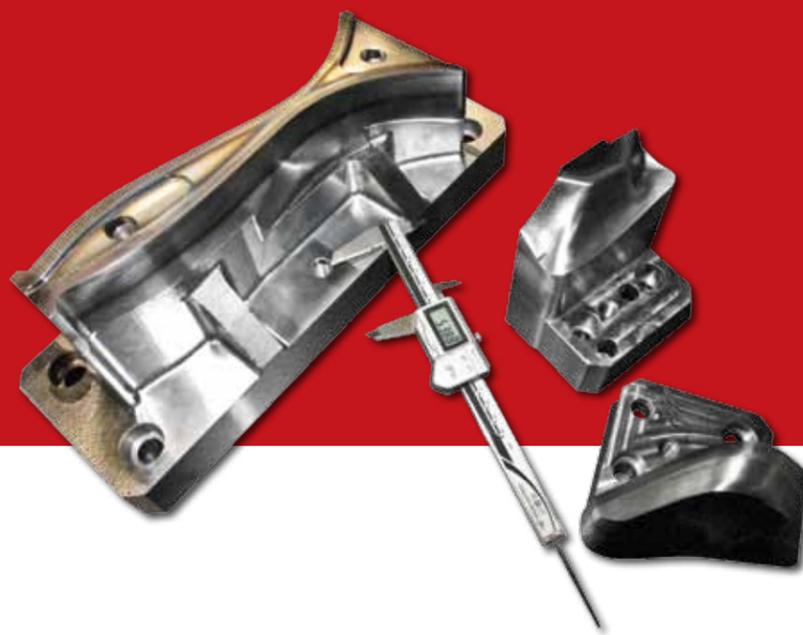
With the acquisition of the C 42 U 5-axis CNC high-performance machining center with the PW 850 pallet changer, AM Værktøj is now able to supply customers that they previously could simply not have entertained. Even better: "As our new and old customers see how we continue to develop in their interests, they con-

tinue to return to us, even with orders for tools or OEM parts from Asia, and have these manufactured in Denmark instead," says Sales Manager Torben Viby. There are sound reasons for doing so: Complete machining with one or just a few clampings saves work in terms of complex finishing and expensive reprocessing. Short throughput times and fast response to customer requirements and spare parts orders also contribute. The door is open to further growth.

HIGHEST PERFORMANCE SECURE AT ALL TIMES

Quality, machining accuracy, availability and known good services mean that the Hermle high-end solution is a true "performer". From 2006 to 2012, sales quadrupled, which meant that the workforce has grown from 12 to 43 specialists. Significantly, the worm has turned, as they say, with three constructors currently working in a branch in Thailand! The growth path is pointing upwards!

Users



Selection of typical up to 5-axis machined tool segment for transfer tools, fully manufactured by Otto Huss

Advantage for the user from the pragmatic package

When you examine the growth of tool builders Werkzeughau Otto Huss GmbH, you will see Hermle machining centers tracing a thin red line throughout. Following the acquisition of the company's first machines and investment in additional equipment, the past 15 years and more have continued to see expansion in technology matched by growth in capacity.



From right to left: Markus Lotterschmid, NC programmer, Patrick Vogt, machine operator, and Thomas Birkelbach, Managing Director of Werkzeughau Otto Huss GmbH. Extreme left: Andreas Härtter, Hermle sales representative

"Anyone who recognizes the opportunities and advantages of modern machining centers can do things with CNC systems that you cannot even begin to imagine," explains Thomas Birkelbach, Managing Director of Werkzeughau Otto Huss GmbH, outlining his experience of decades in the manufacturing of parts and complex tools. And to a large extent, the company's history reflects the development of technology in the fields of milling and complete 5-axis machining. It all started in 1987 with the switch towards contract manufacturing, production and special machining of tools and mould-making. The objective was to create the required capacity and also to invest in a future-proof CNC machining center. The balance was achieved: Today, the Machining Services division contributes around two thirds of the business activity, with the remaining third coming from the manufacturing of tools and spare parts.

SOUGHT, FOUND, FELL IN LOVE

"During an evaluation exercise, 15 years ago, we got in touch with Hermle and had them show us their unconventional concept in the C 800 V series. Given its mineral casting bed and three axes in the tool, we were sure that it would precisely meet all of the machining requirements we had at that point," says Thomas Birkelbach. Following the good experience gained there, a Hermle universal milling machine U 630 S followed on. In 2003 we moved into 5-axis technology, with the C 40 U, adding a further 5-axis system in the C 20 U in 2007.

TECHNICALLY FEASIBLE MAKES ECONOMIC SENSE

A subsequent investment project involving a C 42 U CNC 5-axis high-performance machining center and a B 300 V CNC machining center demonstrates that the company is in no way prepared to overstep the mark, despite its satisfaction and love of the 5-axis technology. As it began to register bottlenecks in preliminary work, Huss decided in 2012 to split the workload between 5-axis high-performance machining and highly efficient 3-axis prefabrication,

so that the machining centers were not occupied with uneconomical work. This freed up the required capacity in the tool and plate manufacturing areas, as well as in contract machining, while the business also benefits from more flexible use. "Due to our single-part and small-series production, we have to cater for high fluctuations in orders and capacity in our CNC machining area. For that reason, we don't have full staff coverage for complete two-shift operations, but instead start second and potentially third shifts with modified production structures comprising combined preliminary and full-range work, as well as multiple-machine operation," says Thomas Birkelbach, explaining the underlying concept.

CLEARLY INCREASED RANGE OF SERVICES

Whenever possible, 3-axis machining is used. Then, whenever necessary, work switches to a 5-axis machining center. Furthermore, multiple-machine operation means that one operator can look after critical machining operations on one 5-axis machining center, while the second is operated more-or-less autonomously, to manufacture spare parts or small series components. Ideally, the C 42 U permits both 5-sided and 5-axis full machining and simultaneous machining on large format workpieces. And with as few clampings as possible. This allows Huss to cope with the tendency for ever larger tools and increasingly complex tool components, offering their customers real added value.



Generous working space of the C 42 U with NC swiveling rotary table (800 x 630 mm). The tool component being clamped and worked on here is a "Bodywork part trimming knife" for a transfer tool.



A glance in "Hermle Corner I" with two of three C 800 V, C 20 V and B 300 CNC machining centers (from left to right)

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