



## Thuringia Telegram

Thuringia has retained its lead in patents. Per capita, more inventions are registered here than in any other Eastern German state. Over 120 patents are registered per 100,000 inhabitants. In November 2007, 14 inventions at the Technical University of Ilmenau even won medals at the Jena inventors' fair in Nuremberg.

Thuringia has picked up the pace in renewable energies, pushing to the fore nationwide. According to the State Statistical Office, Thuringia covers over ten percent of its primary energy needs with biofuels, hydroelectric energy, wind power and solar energy.

The undisputed leaders in industrial revenues in Thuringia are the city of Eisenach, Wartburg County and the regions of Gotha and Sömmerda. An Opel site, Eisenach benefited heavily from the current upswing in the automotive industry.



Laying the foundation stone for a high-tech solar factory (lt. to rt.): Udo Ungeheuer, Chairman of the Management Board of SCHOTT AG, Dieter Althaus, Minister President of Thuringia, and Peter-Alexander Wacker, President and CEO of Wacker Chemie AG.

## Schott and Wacker Investing in Jena

There's a new member of the solar family in Thuringia: Schott AG (Mainz) and Wacker Chemie AG (Munich) have just laid the foundations for a new company in Jena. Named WACKER SCHOTT Solar GmbH, the joint venture will produce silicon wafers. Customers can integrate the wafers into solar modules like those installed on home rooftops.

The joint venture plans to expand its output in stages. The first stage of series production should begin in April 2008 with 140 jobs. In the final stage, the partners expect to have a solar wafer production capacity of one gigawatt per year and 600 people working at the Jena site. Schott and Wacker will be investing EUR 300 million in total. By 2012, they intend to have reached

their goal of becoming one of the world's five biggest producers of silicon wafers.

Schott will be purchasing a large chunk of the new joint venture's output; the Mainz-based company recently invested heavily in its solar power business. And Wacker Chemie AG is by its own account the world's second largest supplier of polysilicon – in short, WACKER SCHOTT Solar GmbH's parent companies are a match made in heaven. The investment in Jena is but one of a series of solar power projects in Thuringia. Both Schott and ersol Solar Energy AG (Erfurt), a solar cell manufacturer, recently completed separate factories for thin film solar modules. Ersol also massively expanded its production

capacities for silicon wafer-based solar cells. In addition, Sunways AG (Arnstadt), another solar cell maker, recently announced plans to triple its capacity, creating 80 new jobs. The future is bright for Thuringia's solar power industry.

**The German Idea Factory.**

THE FREE STATE OF THURINGIA





Production at KRAUS & WIMMER GmbH & Co. KG, headquartered in Passau.

## Supplier Sets up Business in Gotha

Besides the local presence, there were plenty of reasons why KRAUS & WIMMER, a Bavarian component manufacturer, recently located in Thuringia. "We have a deep pool of highly qualified workers and an ideal infrastructure here," said Johann Wolfgang Kraus, Managing Partner of KRAUS & WIMMER GmbH & Co. KG (Passau). "Plus, the service provided by the State Development Corporation of Thuringia, the Gotha city government and all the other partners was

more professional than anything we had experienced in a long time!" Given all these advantages, KRAUS & WIMMER decided to build its new vehicle component manufacturing facility in Gotha. The medium-sized company is investing EUR 5.2 million in a new factory building with some 1,500 square meters of production space. The new plant in Western Thuringia is slated to open for business in fall 2008, creating 30 to 40 skilled jobs. KRAUS & WIMMER employs 150 skilled workers and engineers at three locations. Its specialty is producing components and special-

purpose machinery. Growth has been rapid in recent years: KRAUS & WIMMER has tripled revenues since 2002. To keep expanding, the firm decided to open up a new production facility close to its client base. Gotha was chosen in large part because it is home to a major customer, ZF Zahnradfabrik. Indeed, Western Thuringia represents a vibrant cluster of automotive suppliers based around the General Motors (Opel) plant in Eisenach. "For us, this investment is a long-term commitment to the region," explained Johann Wolfgang Kraus. And there's nothing to prevent fur-

ther expansion, especially in Thuringia: The 15,500 square meter site near the A4 highway was deliberately chosen so the facility could expand as needed.

## Good Climate for Business



Thuringia showcases its talents in the Garden of Ideas in Washington D.C. on October 3, 2007.

Thuringia showcased the region's solar energy capabilities with a "Garden of Ideas" at the Day of German Unity reception in Washington, D.C. on October 3, 2007. Thuringia was joined by other Eastern German regions

in presenting projects from this cutting-edge industry in the U.S. capital. The tagline for the German embassy's efforts: "Good Climate for Business. Good Business for the Climate." Indeed, the global importance of this industry is illustrated by how strongly Thuringia's solar sector

is benefiting from a great business climate in its region. Thuringian companies already account for one-tenth of all European photovoltaic sales. To broaden this potential, Thuringia's business and political leaders are forging alliances with companies and researchers on every continent. Shortly after the presentation in Washington D.C., Thuringia expanded its network at a two-day solar symposium in Berlin, which brought together major players from Thuringia, California and Israel. Ten Californian entrepreneurs later traveled to Thuringia to meet with local companies such as ersol Solar Energy AG and PV Crystalox Solar AG. All entrepreneurs and researchers can count on support from

Thuringia's state government, which reaffirmed its commitment to the industry in late 2007 by launching a "Thuringian Solar Initiative". A center of excellence for training workers will be established in Erfurt, the state capital, while an endowed chair for solar research will be set up at the Technical University of Ilmenau. The state has also made SolarCenter Erfurt a central coordinator of solar research in Thuringia and is stepping up its programs to promote regenerative energy technologies.

## Powerful Nodes in a Global Network



Talks at the cooperation marketplace in Sibiu (Romania), fall 2007.

Thuringia recently hung out its shingle in Moscow. As it had in Dubai, UAE; Shaanxi, China; and Hanoi, Vietnam. In all these cities, LEG – the State Development Corporation of Thuringia – maintains international offices to help Thuringia's companies break into local markets. Last year's opening of the Moscow office was just the next logical step: Thuringia has massively expanded relations with the Russian Federation in the past three years. Since 2004, LEG has been handling various aspects of promoting foreign trade. It arranges delegation trips to foreign countries so Thuringia's companies have better export opportunities. It sets up local cooperation

marketplaces with Russian, American and Chinese companies. Thanks to all these measures, small and medium-sized Thuringian businesses with limited financial resources can still find foreign partners for joint projects. "Our main target markets are Eastern Europe, North America and Asia, including China and Vietnam," explained Andreas Krey, Chairman of LEG. "In recent years, we've built a strong network and tapped new markets on various continents." High-profile politicians frequently accompany the delegations to "open doors" and help them achieve their goals. For example, Minister President Dieter Althaus and Economics Minister Jürgen Reinholz have traveled with delegations to markets such as the U.S. in 2004 and 2007, Russia in 2005 and 2006, China in 2006 and Romania and Bulgaria in 2007.

These trips have acted as a springboard for countless activities over the years. Take Russia: In 2005, a Thuringian business delegation visited the Russian Federation. A few months later, a high-level delegation from Moscow reciprocated, led by Boris Aleshin, Director of the Russian Federal Industry Agency. Then followed a flurry of visits in both directions, involving industries such as carmaking and medical equipment. Countless talks were held, ideas shared, designs developed. The effort was well spent. For example, Weimar-based Glatt Ingenieurtechnik GmbH won a Russian government contract to build a federal blood plasma extraction center, while Jena-Optronik GmbH is supplying components and equipment for Chinese space exploration. Based on these much improved contacts, LEG resolved to set up an office in Moscow in 2007. Now, a company from Southern Thuringia is running the office for LEG. It contacts Russian companies and organizations, helps Thuringian

businesses enter the market and provides local support and insight. Similar services are provided by the satellite offices in Dubai, Shaanxi and Hanoi. "Our foreign offices are powerful nodes in our worldwide network," summed up Andreas Krey.



LEG's international office in Moscow is located in a building near the historic city center.

## Benefits for High-Tech Companies

A new type of business development expertise will benefit local entrepreneurs as well as German and international investors who want to do business in Thuringia: The State Development Corporation of Thuringia (LEG) has added technology management to its portfolio of location services.

LEG has long maintained a diverse offering for businesses. It developed industrial sites and provided a full-service package for direct investors – from the initial project idea to the opening of the new factory and beyond. Soon, LEG will also manage Thuringia's technology clusters and nurture technological potential in key industries such as optics, mechanical engineering, carmaking or medical equipment.

Starting on January 1, 2008, the LEG team will be staffed by not only location experts and site developers, but also industry specialists to assist and advise high-technology companies. That means one thing for all companies. No matter what they need, they can get competent support from a one-stop agency: LEG.

*For more information or to talk with a team member, call +49 3 61/5 60 34 70.*

# Throngs at the Racetrack



*Excitement on ice: the upcoming Luge World Championships in Oberhof.*

The anthem is called "Adrenalin"; the mascot is named "Flake"; and an entire region can hardly wait until the race is on – literally. Oberhof, the winter sports mecca in Thuringia, is hosting the Luge World Championships between January 21 and 27 in the Thuringian Forest. The mascot for this major event is a tiny snowman perched on a luge, and it adorns countless signs, flags, posters and banners in and around Oberhof. Thuringia's vibrant community of luge fans was one of the reasons why the International Luge Federation decided to hold the World Championships in Oberhof for the third time. This city is a mainstay of the luge world – in 2006, the Thuringian organizers were named the "Season's Best World Championship Organizers". At the World Cup Finals, around 6,000 people watched the races on the artificial luge and bobsled track – no similar competition has ever attracted that many spectators! Equally large throngs are expected

for the 2008 Luge World Championships, especially since the organizers expanded the infrastructure. The track was extended fourteen meters; the runout was widened; new start track facilities were built. As such, the starters – including world-class German athletes Silke Kraushaar and David Möller – will have everything they need for an exciting competition. Hosting the Luge World Championships is only one highlight of many in the Thuringian winter sports calendar. In 2004, Oberhof had played host to the Biathlon World Championships. Local athletes regularly return from major events like World Cups, European Championships and Olympic Games with a sizeable number of medals.

*To order tickets to the 2008 Luge World Championships or to reserve accommodations during the event, call Thuringia's Tourist Information Bureau at +49 3 61/3 74 20.*

## Thuringia in Europe



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Landesentwicklungsgesellschaft  
Thüringen mbH (LEG Thüringen)  
Mainzerhofstraße 12  
D-99084 Erfurt/Germany  
**Phone** +49(0)3 61/5603-450  
**Fax** +49(0)3 61/5603-328  
**E-mail** invest@leg-thueringen.de  
**Internet** www.invest-in-thuringia.de