



## Thüringen Telegram

■ The Thüringen economy generated around ten percent more revenue in the first half of 2006 than in the prior-year period. Both exports and domestic sales also increased by roughly the same amount. The number of people employed by companies in Thüringen rose slightly over the year before.

■ The University of Jena remains on the cutting edge – even on the internet. A comparison of the homepages of 21 German universities gave the Friedrich Schiller University in Jena a first-place ranking. The jury was full of praise for the page's clear color scheme and well-structured navigation.

■ Holzammer Kunststofftechnik is expanding its factory in Apolda. It is spending EUR 1.5 million on a new 2,000 m<sup>2</sup> facility. Holzammer manufactures plastic parts and components.



A TNT cargo aircraft is being loaded at Erfurt Airport: A new logistics center ensures faster deliveries.

## Logistics booming in Thüringen

Thüringen has added another chapter to its success story as an attractive logistics location: TNT Express and Erfurt Airport recently held a topping-out ceremony for a new hub situated right next to the airport runway. This will be the first logistics center in Germany to combine an air hub, a road hub and a branch office under one roof. Starting in January 2007, the depot will receive and sort consignments from all over Eastern Germany. So far, TNT has been operating out of a logistics center in Ichttershausen, Thüringen. In the future, inbound and outbound airborne shipments will be unloaded and loaded at Erfurt Airport. This project enhances the site by bringing together air and road cargo handling right at the airport. "Being located at Erfurt Airport will enable us to get parcels and other goods to our customers faster," said Cornelia Stöckmann, head of the Erfurt branch office, at

the ceremony. "Thüringen is located in the center of Germany – that's an advantage for companies in our industry."

Erfurt Airport is investing around three million euros in the building; TNT will be leasing the building complex from the airport. The warehouse will have 2,000 m<sup>2</sup> of useful area, almost three times the size of the current depot in Ichttershausen. TNT currently employs 63 people. "This new site will enable us to continue hiring new employees in the years to come," explained Cornelia Stöckmann. "Right now, we are growing at double-digit rates every year."

250 logistics companies with 8,500 employees are based in Thüringen. IKEA, for example, selected Erfurt as the site for the world's largest IKEA logistics center in 1997. The Fiege Group established one of its largest facilities in

Thüringen. Companies such as Metro subsidiary Motex, Panopa, Wincanton and Schenker have also set up shop in Thüringen. In addition to TNT, another fast-growing company is building a logistics center here: the Nagel Group. Everything considered, all the signs are pointing toward a lot more chapters in the success story unfolding in Germany's heartland.

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Proview creates new jobs in Thüringen.

## Proview sees opportunity in Central Thüringen

As flat panel displays take living rooms all over the world by storm, the manufacturers of these high-tech products are expanding. Thüringen is an attractive location for companies in this industry. Just consider Proview International Ltd.'s latest facility in Sömmerda: The Chinese company is investing EUR 250,000 and creating 100 jobs at its new home. The Sömmerda plant

will produce flat panel displays. "Our products ship to customers throughout Europe," said Martin Wouters, the director of Proview Germany GmbH. "Thüringen was an obvious choice with its available workforce and deep pool of know-how." The Sömmerda region in Central Thüringen is a major stronghold for IT production facilities. One of every two computers assembled in Europe comes from Sömmerda or

its environs. One of the manufacturers, Fujitsu Siemens, is also based in Asia and has established a strong foothold in Central Thüringen. Right next door, DaimlerChrysler operates a car engine factory. To pave the way for investors in and outside Germany, Thüringen is investing in the highways near Sömmerda: The A 71 leads from Schweinfurt, Bavaria, to Erfurt and continues further to Sömmerda. In the years to come, it will con-

nect Central Thüringen with the Halle/Leipzig region. The southbound A 4 has almost completely been widened to three lanes. These infrastructural improvements will shore up Thüringen's already excellent position – and make it easier for investors to succeed in the region.

## Promotional products from Arnstadt



Wafer-thin peppermint strips give JUNG's customers a flash of refreshment.

One day soon, creative products will be produced in Arnstadt. This city, located to the south of Thüringen's capital city of Erfurt, is home to a new factory for innovative promotional products. "In 2007, we will start producing a brand-new type of non-carbonated beverage that has never been made before," explained Jörg Dennig, managing partner of Jung Bonbonfabrik in Vaihingen/Enz in Southern Germany. He and Stefan Kühnbrey, his partner, are setting up a new business in Arnstadt: Foodvertising GmbH & Co. KG. The product portfolio will encompass beverages, promotional advent calendars and even special bags filled with gummy bears. All told, the two partners are investing EUR 5 million in the new facility. Around 30 people will work at the new site.

The investors cited the outstanding connections to the A 4 and A 71 highways as one of the main reasons for their move to Thüringen. "The new highway from Erfurt to Bavaria has slashed travel times from Southern Germany to Thüringen," explained the entrepreneurs. "In our business, speed is the secret to success – that's why Thüringen is such an ideal growth environment for us." The investors acquired land on a historic industrial site that LEG Thüringen had recently outfitted with a modern infrastructure. "The complete siting process was entirely hassle-free," recalled the two entrepreneurs. "We made an initial inquiry, and only a few months later, we had already started construction." Jung Bonbonfabrik is a family-owned company with over 175

years of history and tradition. Employing 202 people, it is the European market leader for sweet promotional products. Jörg Dennig and Stefan Kühnbrey are the managing partners of Jung Bonbonfabrik and Foodvertising.

# Bringing distant markets closer



*Company visit in Detroit: Thüringen's Minister President Dieter Althaus visited the U.S. with a business delegation.*

Bringing distant markets closer to Thüringen's companies – that's what LEG Thüringen does. Now, the business development corporation has put together an online information portal to help entrepreneurs tap into foreign markets and find local partners: At [www.standort-thueringen.de](http://www.standort-thueringen.de), companies can find all the facts and figures they need on key export markets. "In the first half of 2006 alone, Thüringen's exports increased by more than ten percent year-to-year," said Andreas Krey, Chairman of LEG Thüringen. "Given Thüringen's enormous potential for foreign trade, we feel justified in expanding our international networking activities."

In addition to its long-standing siting service, LEG, in early 2004, was put in charge

of the official contacts between foreign representatives, Thüringen's entrepreneurs and local policymakers. LEG now provides guidance and assistance for the Thüringen state government's foreign trade activities. It cultivates business relationships with Thüringen's official partner regions outside Germany. It helps Thüringen's businesses establish foreign trading partnerships. It also arranges international trips taken by Thüringen's political leaders, business representatives and entrepreneurs. "These trips kill several birds with one stone," said Arnulf Wulff, Vice President Investment Promotion and International Relations at LEG. "We enable our companies to network with possible partners, showcase the capabilities of Thüringen's economy to the international community, and meet decision-makers in key countries." In early 2004, Minister President Dieter Althaus and Economics Minister Jürgen Reinholz headed up

a business delegation that visited the U.S. and cultivated ties primarily with automotive suppliers in the Detroit region. When both politicians visited Russia with entrepreneurs from Thüringen, Russian officials and business representatives reciprocated in late 2005: They sent a delegation headed by Boris S. Alyoshin, head of the Russian Federal Industry Agency.

The biggest business delegation with more than 50 entrepreneurs traveled to China in the spring of 2006. How did it fare? Almost all the participants assessed their involvement in China as "positive and rich in potential" after the trip. Results were not long in coming, either: Medical calipers made in Suhl are now being sold in Beijing, cardiac diagnostic devices from Jena are helping patients in Chinese hospitals, and dockside cranes in Shanghai will rotate on

cardan shafts manufactured in Stadtilm. As these examples show, Thüringen has gained a solid foothold in foreign markets, and has the potential to build on its achievements overseas.



*Short break in negotiations under the "Tsar's Cannon": Entrepreneurs from Thüringen in Moscow.*

# New rooms for the International School

- Site selection and consultancy
- Investment grants and financial advice, tailor-made packages
- Regulatory facilitation
- Project management
- Land and buildings remediation

■ Investment grants and financial advice, tailor-made packages

Investment grants are an important factor in the decision-making process of finding a new business location. The LEG advises on the opportunities for direct financial support from the European Union, and the German government/Free State of Thüringen. It also provides information on the possibilities for indirect support: tapping into the local human resources market, promoting innovations and locating sales grants. On the basis of your financial and business situation, the LEG can prepare a package specifically tailored to your needs. It can also assist you in making applications under business support schemes and establish contacts with the banks providing the funding.



*At the thuringia international school - weimar, students from different countries discover the world together.*

This year, „back to school“ meant not only new class schedules, but also an entirely new environment. Students and teachers at the thuringia international school-weimar (THIS) moved into a new building near downtown Weimar. Now, the school – which offers English-language classes for the children of foreign investors and their employees – can reap the benefits of more modern facilities. “We can now teach and learn our subjects in a cheerful, stimulating environment,” said Nora Evers, the school’s principal, on the day of the move. The school’s former site in Western Weimar was less than ideal – classes were taught in an old, dilapidated building whose location on the edge of town made it hard to reach. This was a clear disadvantage for a school that receives visitors from all over the world. Its new home on Belvederer Allee is a stone’s throw from the legendary Ilm Park, where Johann Wolfgang von Goethe composed timeless poetry while strolling through the park grounds.

153 students are enrolled at THIS, which awards every type of German

high school diploma; classes are taught by 26 teachers. Every third child is from a non-German family. The move was completed in only a few months thanks to an outpouring of support – parents helped set up the rooms, while local companies made donations to the cause. The new school year brought some more glad tidings: LEG – the State Development Corporation of Thüringen has started its LEG scholarship program. It will pay the tuition fees for one worthy student at THIS for two years. For LEG, a business development corporation who attracts investors to Thüringen, this scholarship represents a key “investment in tomorrow’s minds” and a way to strengthen one of Thüringen’s true locational advantages.



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