



FORUM

THE NEWSPAPER FOR CUSTOMERS, STAFF AND FRIENDS OF THE WIRTGEN GROUP | NO. 39 / JUNE 2010



DEAR CUSTOMERS, DEAR STAFF AND FRIENDS,

Despite the numerous economic challenges confronting not only road construction companies, but also the mining and processing industry, our customers are displaying a certain optimism and confidence. Indeed, the „Road and Mineral Technologies“ sectors have experienced a pleasing recovery in the first six months of this year. The backlog of orders has picked up again considerably at all headquarters and there is a consistent upturn in sales by the individual divisions, with the result that last year's slump can gradually be made good again.

bauma: a stimulus and major event

In the first half of the year, our preparations for the ultimate event in the construction machinery industry – bauma 2010 in Munich – were borne along by the strategy of sustainably positioning our Group in the long term. Full of expectations, the Wirtgen Group's worldwide team feverishly awaited the event, for the opportunity to present the company's products and services, its highly motivated employees and cutting-edge construction technologies, only comes round every three years.

Great hopes were attached to this year's event, hopes that it would have a stimulating effect in the midst of an economic recession. In keeping with our corporate policy and its long-term focus, our stand was not only designed to ensure continuity, but also successfully incorporated Kleemann into our outdoor presentation.

Close to our customers

For seven days, we were able to experience closeness to our customers, listen to them, advise them, arouse their enthusiasm and demonstrate our appreciation of them. Our meetings and the time which we spent with our guests at the exhibition were characterized by common goals and a spirit of partnership.

Our innovative strength was reflected in ten world premieres. A total of 75 machines represented our com-

plete and comprehensive range. Hundreds of individual improvements detailed our practical approach. We also sought to present our expertise in applications technology, with the result that visitors were able to delve into the special features of each technology in the respective brand areas. The range of services offered by Wirtgen Group Customer Services was deemed so important as to deserve a pavilion all of its own – and our customers gladly made use of it.

Success based on customer orientation

The thoroughly positive echo heard from our visitors at bauma has convinced us to maintain our central idea of remaining „Close to our customers“ and to instil it with fresh life every single day. This authentic confirmation of our corporate philosophy with its unique added value for the customer has ensured that we will never – not even for just one minute – cease in our efforts to increase our customer orientation in every single activity.

Because we wish to share with you the positive mood which we and our visitors experienced in our pavilion, we have devoted this entire issue of FORUM to this year's bauma.

Our thanks are due to everyone who visited us in Munich and expressed their interest. We are also deeply obliged to all the members of our staff who worked so hard to make our presence at the exhibition such a success.

Our sincerest best wishes,

Jürgen Wirtgen

Stefan Wirtgen

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Europe, but with a wealth of ideas and organizational talent, an ad-hoc „Wirtgen Group Task Force“ ensured that many guests from around the world were nevertheless able to visit bauma. Many foreign visitors arrived in Munich later than planned, but still in time for the exhibition. Customers were grateful

for the flexible and unquestioning support of the Wirtgen Group: after all, our service goes beyond the job site!

 The team headed by managing director Kay Petersen has been working with a new SP 150 slipform paver from Wirtgen for several weeks. „We build concrete crash barriers and other monolithic concrete profiles. The SP 150 is ideal for the job. It is easily transported from one site to the next – complete with the fitted formwork. These advantages are much appreciated, for even small projects can be handled cost-efficiently as a result.“ Visiting the Wirtgen Group at bauma was a must for him, for there “you can talk to people about the applications technology of the slipform pavers. Wirtgen has a great deal of expertise and we appreciate the outstanding applications technology support provided by people like Martin Datzert.”

 Karl Englhard, construction contractor and at the age of 72 senior boss of the company in Ammerthal, Bavaria, is proud of his new acquisition: “We bought the first Super 3000-2 today and are looking forward to its arrival. Its immense capacity is truly unique. Even when the logistics are difficult, it will allow us to produce high-quality asphalt pavements without having to stop the paver.”

 Tadej Markic, construction inspector for state roads in Slovenia, visited the technology pavilions to find out everything possible about the new capabilities of the road building machines. „I discovered lots of interesting new technologies and clever solutions in the Wirtgen Group. With these, we will be able to push ahead with road construction projects.“

 “We want to see the innovations.” That and nothing less was the reason for the OOO Autobahn team’s visit to the Wirtgen Group stand in Munich. The company from Moscow engages in a whole variety of infrastructure projects. Only recently, they worked on construction of the racing track in Smolensk with pavers from Vögele and rollers from Hamm, but the Russians’ machine park also includes milling machines from Wirtgen and crushers from Kleemann. “Our team is here to find out the latest state of the art. For that, you have to visit the Wirtgen Group. We discovered lots of new things in the service pavilion, for example. The Wirtgen Group is so innovative that it is always worth a visit at the exhibition!”



Kay Petersen, VSB infra GmbH;
Martin Datzert, Wirtgen Windhagen, Germany




Leonard Englhard, Englhard Bau GmbH;
Harald Reufels, Vögele AG;
Hilde Englhard, Karl Englhard, Erna Englhard,
all from Englhard Bau GmbH;
Norbert Rosenbaum, Wirtgen Augsburg;
Friedhelm Pahlke, Vögele AG, Germany





Tadej Markic, Slovenian Highways Authority;
Marko Balkovec, Ro-tehnologija d.o.o, Slovenia




Sergei Kultigin; Viktor Trubeko, Alexei Mendelev,
Peter Efremov (all from the Russo-German joint
venture “Autobahn” GmbH, Russia);
Markus Strunk, Wirtgen GmbH, Germany

 “Our company, Bharat Construction with headquarters in Bombay, has been involved in cold milling for 15 years. My father personally bought his first cold milling machine from Reinhard Wirtgen in the 1990s. Since then, a close partnership has existed between our companies. The Wirtgen Group stand is the main reason for my visit to bauma 2010. This time I’m most interested in the fine milling drums. Here, I can see all of the options in detail, compare them and choose the perfect milling drums for our market and machine types. That’s no easy task, as fine milling is still unknown in India. We will be the first company to use this process in India, which is something we’re very proud of!”

 Sun Daresan from Larsen & Toubro, the biggest construction contractor in India with a workforce of 35,000 people, works with machines built by Wirtgen, Vögele and Hamm. „Our company builds roads, bridges and railways in India – big infrastructure projects are our business. We therefore need reliable partners like the Wirtgen Group with its first-class machines and services. As a customer, I feel at home with the Wirtgen Group, both in everyday business life and here at the exhibition.“

 Decision-makers in large road-construction companies travelled to bauma from northern China. “We have come to the Wirtgen Group to find out more about the latest trends and new technologies. As loyal customers, we have been using German construction machines for many years. This time, we were particularly fascinated by the new machines from Wirtgen, Vögele and Hamm, as well as the InlinePave process.”

 Peter Blackburn knows all about cutting technology, both in asphalt and in open-cast mining. He has his own milling company in Perth, Australia, and operates several Surface Miners in that country. “We organize demonstrations and show potential customers how efficient Wirtgen’s Surface Miners are. But first, we establish the essential parameters in the mines, such as the optimum point attack tools or the right feed rate for the material.” At bauma, he enlarged his company’s machine park by purchasing a W 120 F with Flexible Cutter System. Although he had to travel a long way, the journey was uncomplicated, for he and his wife arrived in Europe before air traffic was halted by the cloud of volcanic ash.



Jasjyot Singh Suri, Bharat Construction
Company; Abhijit Padhye, Wirtgen India, India



Sun Daresan, Larsen & Toubro;
Ramesh Palagiri, Wirtgen India, India



David Zhao, Wirtgen China; Henry Ding, Wirtgen
China; Wang Xiao Wei, Shenyang Wuzhou Road
Maintenance Company; Mrs Zheng, Shenyang
Expressway Construction Group; Wang Wei,
Shenyang Municipal Group; Liu Jianmei,
Shenyang Expressway Construction Group; Xue
Qingwei, Shenyang Wuzhou Road Maintenance
Company; Andreas Klingels, Wirtgen China;
Zhong Bo, Shenyang Baltai Machinery Company;
Yu Shaoying, Shenyang Wuzhou Road
Maintenance Company, China



Peter Blackburn and Donna Blackburn,
WA Surface Mining, Australia