

## Festo strengthens its presence in Baden

New trading partnership supports companies in the South West

**The automation experts at Festo and the small but successful trading company Lotz Hydraulik+Pneumatik GmbH based in Emmendingen have recently started working together. Companies in the Baden region will now be able to enjoy an even better supply of high-quality products and invaluable expertise.**

Coronavirus has put many companies under pressure, especially small and medium-sized ones. This makes it all the more important for Festo as a partner to industry to individually support companies with technological solutions and consulting expertise through greater local customer service. As part of this, it is focusing on expanding its trading partner network throughout Germany. The automation experts from Esslingen have now entered into a partnership for the Baden region with Lotz Hydraulik + Pneumatik GmbH, Emmendingen. The regional company, soon to celebrate 30 years, employs a workforce of 25 people and has around 2,000 customers.

### Home of countless hidden champions

The Baden region, like all of Baden-Württemberg, is known for industrial development. It is home to both major companies with an international standing as well as countless hidden champions – smaller companies with one-of-a-kind expertise and outstanding products and services. The areas of the Southern Upper Rhine and High Rhine-Lake Constance region have some of the strongest economies in Germany. The Upper Rhine region alone has around 3,200 companies in the production sector registered with the Chamber of Commerce and Industry, with more than 2,200 involved in manufacturing.

### Products, customer solutions and expertise

Lotz Hydraulik + Pneumatik GmbH as Festo's new trading partner offers high-quality pneumatic and hydraulic components as well as customer-specific solutions. The company is also known for its customised consulting service provided by an experienced team of experts. Customers will also benefit from the broad-based logistics services that the partnership between Festo and Lotz will offer. These include a highly effective C-parts management system, Kanban all the way to the assembly line and fast counter sales for purchasing urgently required parts. Another plus is the speed with which Lotz employees can be on site at a customer's premises for personalised advice and problem-solving.

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## About Lotz:

LOTZ Hydraulik+Pneumatik is a small, independent family-owned company based in Emmendingen, located between the Black Forest and the Kaiserstuhl hills. With its workforce of around 25 people, LOTZ specialises in developing, manufacturing and maintaining hydraulic power units, buying and selling hydraulic and pneumatic components, and delivering appropriate service packages. Our customers range from the automotive supplier industry, public authorities and machine and plant manufacturers to small businesses and private individuals. Our proximity to customers and the very flexible approach of our employees ensure that enquiries and orders are always handled promptly in the interests of our customers, guaranteeing the technical availability of their plants.

## Press Images



### Contract signing at Lotz in Corona times

From left to right: Thomas Otto, Festo: Office Based Sales and Distributor Mgmt. Johannes Grothues, Festo: Office Based Sales and Distributor Mgmt. Oswald Mutter, Festo: Distributor Management. Andre Wiemeyer, Managing Director Lotz