

“New” LMT France to make guest appearance at DMG Roadshow

On 5 and 6 May, the DMG Roadshow will demonstrate how machine power can be increased directly by modern tools, clamping devices and controls at DMG France’s site in Les Ulis near Paris. For DMG’s cooperation partner LMT, the event marks the first step in the development of a unified LMT marketing organization in France.

During the DMG Roadshow at DMG France’s site in Les Ulis, near Paris, experts can find out about solutions for the entire manufacturing process: from tool presetting and tool systems for drilling, lathing, milling, gear cutting and thread cutting to machine development and programming. Experts from DMG, Paul Horn, LMT and other companies will provide information in technical lectures and practical demonstrations on a CTX beta 1250 TC from Gildemeister Drehmaschinen GmbH. – An event which has already caused a sensation in other countries such as Germany, Poland, the Czech Republic, Italy, Turkey and China and will be continued: Late April in Bielefeld will mark the start of the third DMG Roadshow overall with the model DMC 60 FD duoBLOCK, which will also make a guest appearance on 22 and 23 September in Les Ulis. LMT France Director Marc Pellegrinelli explains the success of the events this way: “In order to hold one’s own in the face of increasingly stiff competition, manufacturing must not only become more efficient and faster, but also lead to higher-quality products. The talks and live presentations impressively demonstrate to participants that tools play a key role in this. For this reason, we are pleased that we are able to continue our tried and true partnership with DMG.”

Marketing at LMT France expands competencies

Simultaneously, the DMG Roadshow in Paris affords LMT an opportunity to present to customers in France the changes in its marketing organization that go along with the new name: In future, the LMT Group's French marketing company will no longer do business as LMT Fette France, but as LMT France instead. Behind the name change stands the refinement of the LMT Group’s entire marketing organization in France – with one clear aim: Customers will have central contact persons for the Group’s entire

Leading Metalworking
Technologies

**BELIN
FETTE
KIENINGER
ONSRUD**

in alliance

**BILZ
BOEHLERIT**

portfolio of products and services, which includes not only solutions for machining modern engineering materials, but also cutting tool materials and services.

In the first step, LMT France is further intensifying its cooperation with the application engineers and marketing specialists at LMT Belin. The Group's French production company specializes in precision tools for machining plastics, light metal and composite materials that are used predominantly in the French automotive and aerospace industries. At first, the LMT France and LMT Belin marketing teams will operate in parallel, but with constant coordination. All administrative and logistical tasks in this connection will be handled by LMT Belin in Lavancia. For customers, this means: Now as ever, they will be supported by their familiar LMT contacts in France. From now on, however, that support will additionally encompass the LMT Group's entire product range. Moreover, closer integration of marketing and technicians will provide for quick response times and optimum solutions.

The entire LMT product range from a single source

"At the end of this development stands a uniform marketing organization under the name LMT Belin France that covers all LMT products competently. The DMG Roadshow demonstrates how the distribution teams from LMT France and LMT Belin can benefit from one another with their varying know-how. This is a prime example of how effective teamwork between industrial partners can be and how it benefits customers: lasting competitive advantages", according to LMT Director Dr. Michael Heinrich.

Your contact person at LMT

Mr. Volker Reinsch
Phone: +49(0) 41 51 12 498
Fax: +49 (0) 41 51 - 12 77 498
E-mail: vreinsch@lmt-tools.com
www.lmt-tools.com

Leading Metalworking
Technologies

**BELIN
FETTE
KIENINGER
ONSRUD**

in alliance

**BILZ
BOEHLERIT**