

# FORUM

58

The Magazine of the

**WIRTGEN GROUP**

[www.wirtgen-group.com](http://www.wirtgen-group.com)

02/2019

## Top performance

Kleemann is on a  
global growth course.

WIRTGEN / VÖGELE / HAMM / KLEEMANN / BENNINGHOVEN





## Dear Partners, Customers, and Friends,

Despite a difficult global economic situation, 2019 was a successful year for the Wirtgen Group overall. In addition to a successful Bauma appearance, we were able to maintain our market share across all product brands and even expand it for soil compactors and our crushers and screening plants. This was thanks to our market-driven and innovative product development, among other reasons.

In FORUM 58, we invite you to come behind the scenes with us so we can share the success stories of our Kleemann and Hamm product brands with you.

There was a lot going on at the Wirtgen Group in 2019 in other respects as well – like the successful launch of John Deere motor graders in Germany and France via the Wirtgen Group's sales network, for example. The positive feedback we've received from customers has further encouraged us to successively introduce motor graders in other European countries.

Positive synergy effects as a result of being part of John Deere can be seen in other ways as well. All in all, we made excellent progress in this respect this year, and it will make us stronger over the long term.

We would like to thank our customers for the trust they placed in us in 2019. Rest assured that our team will remain fully committed to meeting your needs in 2020.

From premium products and the right financing solution to professional application consulting and service, we are the reliable partner you can count on, even in economically turbulent times.

Best regards,

Domenic G. Ruccolo

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## IN FOCUS

- 04 ■ Crushing It**  
Kleemann is growing rapidly worldwide.
- 14 ■ Earthworks Gaining Ground**  
Hamm compactors are in high demand across the globe.

## SALES + SERVICE

- 20 ■ Synergy Days**  
Launch of John Deere motor graders in Germany and France.
- 24 ■ Building the Future Together**  
The CEO of the Wirtgen Group reviews the fiscal year and provides a look ahead.
- 26 ■ The Best Terms and Conditions Worldwide**  
In addition to best-in-class machines, the Wirtgen Group also offers the right financing solution.

- 30 ■ Hot off the Press!**  
The latest news from around the Wirtgen Group.

- 34 ■ Expertise**  
Part 4 of our Customer Support series introduces our application consulting.

## PEOPLE + INITIATIVES

- 38 ■ Busy as Beavers**  
Trainees completed exciting projects during the Technology Days.
- 42 ■ Improving Opportunities**  
The Kinder Care High School in India is committed to fighting the vicious circle of poverty.

## FORUM DIGITAL

You can easily download the current issue in PDF format or share Forum 58 with a friend by scanning the QR code to the right.

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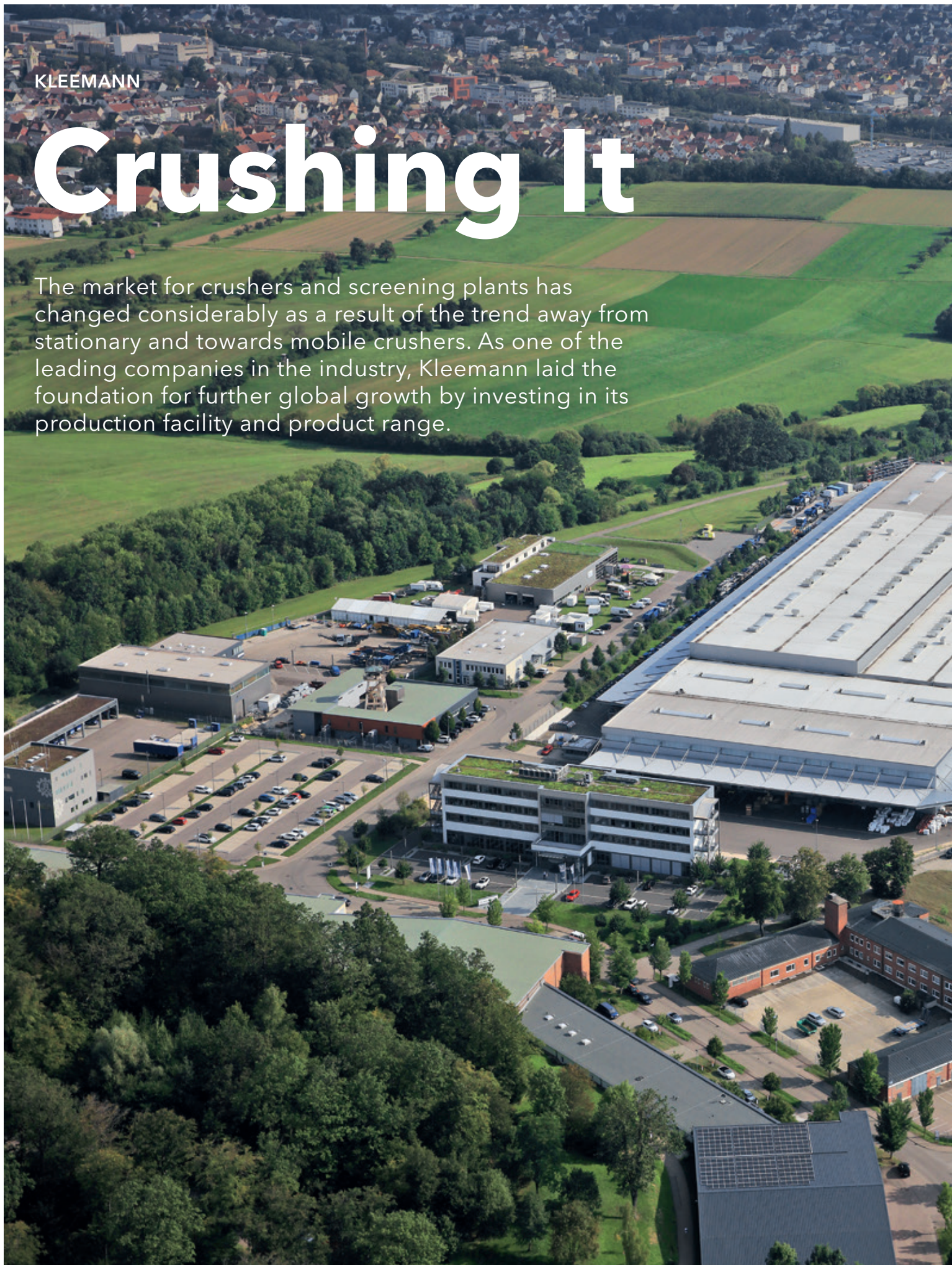




KLEEMANN

# Crushing It

The market for crushers and screening plants has changed considerably as a result of the trend away from stationary and towards mobile crushers. As one of the leading companies in the industry, Kleemann laid the foundation for further global growth by investing in its production facility and product range.









In the past seven years, Kleemann has more than doubled its production volume of tracked mobile crushing and screening plants. In addition, the demand for mobile machines is expected to continue to grow not only in Europe, but also worldwide, which means that the company is aiming for further strong growth in these markets.

Kleemann has exclusively produced mobile crushers and screening plants since 2012, when it discontinued the production of stationary plants. In order to meet market demand, around 90 percent of the product range has been updated since then. In 2016 and 2017, the Wirtgen Group also invested around 50 million euros in an extensive expansion of its facility in Göppingen, which it moved into in 2009, three years after the company's acquisition by the Wirtgen Group. This increased the facility's assembly capacity by 50 percent and its warehousing capacity by 100 percent. In addition, the added space allowed the company to add a significant number of new parking spaces for its more than 500 employees.

The Göppingen site now covers a total of almost 150,000 square meters, with 34,000 square meters of this being production space. This makes the location one of the largest production facilities in Europe dedicated to the manufacture of mobile crushers and a wide range of service products. One of the standout features of the expanded production facility is its automation capabilities. The addition of state-of-the-art plasma cutting tables, welding equipment, and process control systems makes the complex process of manufacturing the wide range of tracked crushers and screening plants much more efficient. Another major benefit is the fact that the development, design, and sales teams all work together under one roof.

### Anticipatory Planning

For decades, Kleemann has distinguished itself through its technological innovation and the quality of its products. In this context, the focus is always on offering professional users indisputable financial benefits. As a result of expanding the brand headquarters in Göppingen, the company has created outstanding conditions that allow it to offer customers the most advanced, productive, safe, and environmentally friendly machines on the market.

Due to the mobile plants' considerable market potential, Kleemann is optimistic that with the infrastructure it has built and the available capacities – which can be further increased thanks to the size of the Göppingen site – it will gain an even stronger foothold in some of the well-established export markets. Kleemann is striving to expand its market share in the coming years, particularly in Western Europe, the United States, and China, but also in its home



Manufacturing the company's broad product range is now much more efficient.





The facility expansion increased assembly capacity by 50 percent.



When producing its plants, maximum quality has always been Kleemann's top priority.



market of Germany. To achieve this, the company will leverage the sales and service companies of the Wirtgen Group, which provide direct access to most markets worldwide. The strategic goal is to generate one third of sales in Europe, one third in North and South America, and one third in the rest of the world.

### Cutting-Edge Products

The efficient use of mobile plants, improving safety, and reducing production costs are just a few of the key challenges facing the mining industry. The goal for quarry and mining companies is to achieve high-quality production with the lowest cost per ton.

Many of Kleemann's product innovations and product developments are based on feedback from customers and their business requirements. Kleemann strives to foster open communication with dealers and customers in every region so that it can continuously enhance and update its mobile products and take them to the next level.

The EVO series is a prime example of how Kleemann has successfully developed a highly productive mobile plant series that is specially tailored to the needs of crushing contractors. For these customers, transporting the machine, its flexibility and efficiency, and low operating costs are all critical factors.





Thanks to specialized expertise and state-of-the-art technology, customers receive the most productive, safe, and environmentally friendly plants.

### Expertise in Plant Automation

Automated technologies have had a major impact on the global quarry, mining, and construction equipment industries. Automation functions can range from basic machine control and real-time performance tracking to scheduled maintenance or large-scale, multi-plant automation.

Kleemann developed the intuitive SPECTIVE machine operating concept with the aim of improving safety, performance, and efficiency on job sites with mobile crushers and screening plants. The state-of-the-art control system is easy to understand and its clear icons ensure that all of the relevant plant features are visible at a glance.

For fleet optimization and improved maintenance management, customers can use the Wirtgen WITOS FleetView telematics system and connect it to their Kleemann crushing plants. The telematics solution provides the operator with a digital platform for monitoring a machine's operating data, such as fuel consumption, as well as for tracking its current location and history, thereby optimizing plant availability and scheduled maintenance work.

The SPECTIVE control system and the WITOS FleetView service are examples of the Wirtgen Group's complete package of solutions. It makes high-quality products with dedicated local customer

service available, thereby increasing productivity, reducing operating costs, and meeting the most stringent safety and environmental requirements. In other words, aspects that an increasing number of customers regard as elements of a holistic approach when it comes to site efficiency, machine performance, and maximizing their return on investment. ■

► [www.kleemann.info](http://www.kleemann.info)



#### GÖPPINGEN SITE

**Total area:** 150,000 m<sup>2</sup>

**Production area:** 34,000 m<sup>2</sup>

**Office space:** 4,000 m<sup>2</sup>

**Employees:** Over 500





Whether for natural stone, recycling, or mining applications – Kleemann crushers and screening plants are versatile, flexible, and stand out thanks to their cost-effective, environmentally friendly operation.





Kleemann on the road to further expansion. The new managing directors Dr. Cyrus Barimani (left) and Karl Joachim Janka.



AN INTERVIEW WITH DR. CYRUS BARIMANI AND KARL JOACHIM JANKA

# The New Leadership Duo

## Dr. Cyrus Barimani, CTO

Dr. Cyrus Barimani succeeded Dr. Volker Nilles on November 1, 2019, who left Kleemann to pursue new challenges. Dr. Cyrus Barimani began his career at HILTI AG in research and development and contributed to the company's growth in the field of battery-powered tools. In 2008, he joined Wirtgen GmbH as head of the R&D department. During his time at Wirtgen, he and his team were responsible for the successful advancement of the Wirtgen brand's products and portfolio.

## Karl Joachim Janka: CFO

Karl Joachim Janka has been a general manager of Kleemann GmbH in Göppingen since June 1, 2019. He is responsible for the sales, service, and administrative departments. Karl Joachim Janka is an experienced international executive with many years of industry experience. Janka has worked for the Liebherr Group for the past 20 years. After six years as Managing Director at Liebherr Singapore, he most recently held both the position of President, Liebherr Mining Equipment (Newport News, Virginia, USA) and the position of Executive Vice President, Global Sales & Marketing – Liebherr Mining Equipment SAS (Colmar, France).

**D**r. Barimani, over the past eleven years, you've helped Wirtgen expand its leading market position by making advancements to the company's technology. How can Kleemann now benefit from this experience?

Dr. Cyrus Barimani: Let me start by saying that we achieved success at Wirtgen as a team. This includes the developers, but of course also the sales team, the experts from the subsidiaries, and especially our customers. In this process, it was very important to me that we understand exactly how the machine technology is used in the field, since the applications frequently vary from site to site. This now applies all the more to Kleemann machines, as they differ greatly in terms of process technology.

A lot has changed at Kleemann in recent years, and the company has laid the foundation for further growth. This is a good starting position from which to make advancements to the innovations and ensure product quality remains high. Many new ideas have also been developed. We now need to set the right priorities – driven by the market and together with the Kleemann team – and systematically pursue them. With my in-depth knowledge of the construction machinery industry and technology, I hope to help the company become even more successful.

**Mr. Janka, what strengths will you bring to Kleemann?**

Karl Joachim Janka: I have traveled to numerous countries over the past 30 years and also lived in five of them, including the United States, Singapore, and the Middle East. All these countries are also our target markets, especially the USA and China. My responsibilities have always been associated with successful change management processes. I want to use my international experience and my knowledge of these countries and cultures to further Kleemann's success.

In addition, my professional experience is heavily influenced by the material extraction and mining industry. So I can say I know the industry pretty well. This will certainly benefit me in my job at Kleemann.

**You've worked in the construction industry for 20 years. What do you find most interesting about this industry?**

Karl Joachim Janka: The construction industry is an important factor that contributes tremendously to the development and prosperity of a country. This includes the entire infrastructure such as roads, airports, inner harbors and seaports, dams, and power stations, but also new urban planning, for example in Dubai. All of this can only be built and maintained if the necessary raw materials and machines are avail-



able. To ensure that this is the case, the construction machinery industry must constantly contribute by developing more advanced, efficient, and often larger machines. This constant technological challenge and the manufacturers' response to it is an exciting job that never ceases to fascinate me.

**Today's customers increasingly demand efficient end-to-end solutions. Does Kleemann also benefit from the synergies throughout the entire Wirtgen Group in this respect?**

Dr. Cyrus Barimani: Of course, starting with our strong presence in the market. We are close to our customers, at their job site, and can impress them with our outstanding Wirtgen Group service. The use of the WITOS FleetView telematics system or the WIDIAG service diagnostic system are other examples where we can draw on existing Wirtgen Group solutions that our customers are already familiar with today.

However, I don't want to limit the synergies to just the Wirtgen Group. Through John Deere, we have access to many advanced technologies, such as in the fields of electrification and digitization. It would be difficult for us to do the necessary groundwork on our own. And there are even more synergies for our customers – every crusher has to be loaded, and in many countries, John Deere wheel loaders are available for this purpose, for example.

**Environmental aspects are also playing an increasingly important role in Kleemann machines. What does the future hold in this respect?**

Dr. Cyrus Barimani: Environmental aspects are becoming increasingly important for our customers, including issues such as the machine's carbon footprint and the efficient use of fuel. In addition to increased awareness, tangible financial benefits also play a role here.

Our development activities are systematically geared towards the TCO (total cost of ownership), i.e. how much does a ton of processed material cost our customer? The machine's fuel efficiency and productivity make a particularly positive impact here. We use direct-drive crushing units in many of our machines, which improves their efficiency. Greater efficiency means less fuel per ton and, at the same time, fewer CO<sub>2</sub> emissions. We already use engines that meet the stringent requirements of emissions legislation in the EU and the USA wherever possible. In addition, electric-powered machines are increas-

## **"Kleemann has laid the foundation for further growth in recent years."**

ingly being used, for example in quarries. In this context, we can offer our customers an increasing number of diesel-electric and all-electric drive solutions.

**Mr. Janka, you can look back on various achievements throughout your professional career. What drives you?**

Karl Joachim Janka: A variety of things. As I said before, the construction industry plays a pivotal role throughout the world. When you complete a project, you usually end up with a final product that many people can see. Looking at it and being able to say that I was involved is an amazing feeling.

Seeing and experiencing that a group of people from all areas of the company and from different cultures repeatedly succeed in finding a solution, in spite of various challenges, fills me with satisfaction and motivation at the same time. So what drives me is my desire to meet exciting challenges together with Kleemann's hard-working team. And I am positive that we will succeed in this as a team. ■





The factory in Göppingen is one of the largest production facilities in Europe dedicated to the manufacture of mobile crushers and a wide range of service products.



HAMM

# Earthworks Gaining Ground

Rollers from Hamm have been used in asphalt paving for more than 100 years. Over 40 years ago, the company from Tirschenreuth added compactors to its product range – and has been continuously expanding the segment ever since. This has been a great success, as the compaction equipment for earthworks is currently driving the company's dynamic growth.









Hamm compactors are now in high demand all over the world.

**H**amm supplies the construction industry with trendsetting and flexible solutions for earthworks. Customers appreciate this and have been increasingly relying on the orange-colored compactors from Tirschenreuth for many years. "Our large compactors are certainly one of the main growth drivers. On the other hand, we're seeing strong demand for our compact class, especially from machine rental companies," explains Reinhold Baisch, CEO of Hamm AG.

### Products, Consulting, and Service

The company's success is built on multiple pillars including high-performance products, expert application consulting, and an extensive service network. Synergy effects are also evident from the collaboration with John Deere's Construction & Forestry division. "This is significantly increasing our brand's presence in North and South America, and our compactors are being seen by a broader range of customers. This has led to increasing revenues in the United States and enormous growth in South America," explains Reinhold Baisch.

Another advantage is that the rollers are designed to do their job perfectly in conjunction with other machines from the Wirtgen Group. Soil stabiliza-

tion is a good example, as Dr. Axel Mühlhausen, product manager for application engineering at Hamm, explains: "Every step of the process can be carried out using Wirtgen, Hamm, and Streumaster machines as well as motor graders from John Deere. In this context, customers can fully rely on the machines' performance – and on the product range being perfectly tailored to the process." In addition, customers benefit from the expertise of the company's local specialists and in-depth advice from Wirtgen Group experts.

### Powerful Technology

Hamm's high-performance rollers are extremely popular in the industry, in no small part because of their ergonomic design and simple operation. In addition, they can be operated cost-effectively and offer a wide variety of configuration options.

In addition, Hamm has earthworks solutions in its portfolio that are not available from any other supplier on the market. Its compactors with oscillation, for example, are unlike any in the world, offering high-quality and cost-effective compaction, even in sensitive areas. Hamm is also the only supplier to offer the VC compactor concept that features an innovative tool changing system enabling them to operate as padfoot rollers one day and as rock crushers the next.





The two members of the Executive Board of Hamm AG, Dr. Stefan Klumpp (left) and Reinhold Baisch (right), next to a compactor assembly line.

The new "C models" for earthworks are also very popular. With a reinforced hydrostatic drive, they deliver up to 30 percent more torque and easily handle inclines of over 60 percent. And the rest of the features are also geared to the needs of heavy earthworks and landfill construction.

### Suitable Solutions for Machine Rental

The resounding success in the rental market is also the result of farsighted product development. "Our development teams have thoroughly analyzed rental companies' needs and developed entire series as well as special features for this group of customers. In addition, the key to success is that all of Hamm's compact rollers are easy to operate without requiring the operator to spend long periods of time first familiarizing themselves with the machine. This has impressed and ultimately won over machine rental companies across the globe. Current sales figures, especially in the compact class, speak for themselves, with the percentage of machines sold to rental companies increasing at an above-average rate in recent years," says Reinhold Baisch.

In addition, the rental segment is currently growing because business has become more volatile for construction companies. This is why many customers are increasingly turning to renting machines

## "2019 will be an all-time record year for our compactors."

Reinhold Baisch, member of the Executive Board of Hamm AG

and adjusting the size of their vehicle fleets quickly and easily to reflect the business situation. In doing so, they benefit from transparent costs. This trend can also be seen in the market for heavy compactors. "Our concept works in this area as well, because our Easy Drive operating concept makes it possible to control all of our large machines in a user-friendly, simple and, above all, standardized manner," adds Dr. Stefan Klumpp, CEO of Hamm AG.

### A Clear Strategy for Success

The success of the products is the result of an extremely deliberate development process. "Together with our teams, we brainstorm visions for the future





Because they are extremely easy to operate and transport, the H 5i und H 7i compactors from the H CompactLine are very popular with rental companies.

of road construction. We ask ourselves, for example, what ergonomic elements in the operator's cabin would make life even easier for machine operators. In addition, we look at soft factors and think about what expectations employees will have of a job in road construction in 2030," explains Dr. Axel Römer, head of R&D at Hamm. "When it comes to compaction technology, we are always working on making compaction even more efficient and better documentable. We also ask ourselves what value can Hamm, as a roller manufacturer, add to the field of BIM, and what features will be relevant to a roller in 10, 20, or even 30 years? In the process, we develop specific concepts and technologies around our core area of expertise, compaction."

The HCQ Navigator is one such solution. With this tool, drivers can monitor the progress of their work in detail during compaction. The modular system has proven itself worldwide, as it increases quality and makes it possible to comprehensively monitor and completely document the compaction process. Hamm also recently added WITOS HCQ, a module used to transmit compaction data in real time - setting the next milestone on the road to digital construction.

**"As a trendsetter in the industry, we will continue to innovate in the field of compaction."**

Dr. Stefan Klumpp, member of the Executive Board of Hamm AG.

### **Remote-Controlled Compaction**

The remote-controlled compactor is another approach to the future of compaction. Such a machine has been used in the recultivation of a quarry in Germany for several years. For this purpose, LEONHARD WEISS GmbH & Co. KG equipped two 20-ton H 20i C P padfoot rollers with a thrust shield for heavy earthmoving applications. In addition, Hamm developed a remote control for the rollers, as stones could come loose from the rock face and fall onto the driv-





With its remote control system, Hamm has moved the operator's cab off of the machine. This allows the operator to work a safe distance away from a hazardous location, like next to a steep slope or a rock face with a risk of falling rocks.

"We're extremely satisfied with the Hamm rollers we have. They've got everything you need, they're really well equipped. The CompactLine is especially popular with our operators."

**Philipp Alsdorf,**  
son of owner **Klaus Alsdorf, Günter Alsdorf GmbH & Co. KG, Neuwied, Germany**

er's cab during compaction due to vibrations. Thanks to the remote control, the roller can even safely and effectively compact the area immediately in front of the edge without endangering personnel.

### Shaping the Future of Compaction

Taking the concept of the remote-controlled roller a step further, one quickly arrives at autonomous rollers. The developers at Hamm have also been working on this for a long time. On the basis of various different scientific analyses, they developed the "F1 autonomous roller" concept – a study on the future of compaction. Hamm was the first roller manufacturer in the world to reveal what a driverless roller equipped with alternative drive concepts might look like, and which technical, organizational, and financial opportunities it might create. "As a trendsetter and driving force in the industry, we will continue to innovate and make lasting enhancements in the field of compaction. In this context, we regularly engage in a lively dialogue with our customers and will remain a trusted partner to the construction industry in the future," emphasizes Dr. Klumpp. ■

"We have a number of Hamm rollers and are very happy with them. All in all, we have a great relationship with the team from the Wirtgen Group."

**Florian Schießler,**  
purchasing, **August Ullrich GmbH, Elfershausen, Germany**



JOHN DEERE + WIRTGEN GROUP

# Synergy Days

The events held for the launch of John Deere motor graders in France and Germany clearly demonstrated the synergies during use. Things that belong together are finally going to be together.

**I**n addition to spreaders, stabilizers, and compactors, the Wirtgen Group's sales and service companies in Germany and France now also offer compatible John Deere motor graders. Both customers and the sales organizations agree that this makes sense, because the synergies created at the job site are obvious – be it in soil stabilization, landfill construction, or road rehabilitation. The yellow graders from John Deere complement the Wirtgen Group's existing product range perfectly.

## **"The grader is terrific, I'll take it right with me!"**

The motor grader launch events in France and Germany were attended by numerous interested visitors who wanted to learn more about the latest machines from the United States. And no one held back – after a short briefing, they all wanted to hop into the cab themselves. Like Patrick Lettau from the company Faber-Bau: "The John Deere grader is simply amazing. Excellent traction, impressive performance, all of the controls are clearly arranged." After the test drive, Gerd Kraheck, grader driver at the











"I really like how sensitive the front steering is, and I also liked the position of the articulation so far back. The grader doesn't leave any traces - exactly how it's supposed to be."

**Gerd Kraheck, grader operator, Dr. Fink-Stauf, Much**



"We're already customers of the Wirtgen Group. We have rollers and pavers. The service is excellent, so we're sure it won't be any different with John Deere machines. We think it would be great if we could also purchase graders via the same sales team and have one single representative to contact. That would be convenient and very practical."

**Daniel Kirschner (left), junior manager, und Axel Osterbart, machine operator, Steinbruchbetrieb Kirschner GmbH, Eschwege**



"As a dealer and machine rental company, our experience with the Wirtgen Group to date has been primarily related to Hamm rollers. We don't have any John Deere machines in our portfolio yet. But our relationship with the Wirtgen Group has shown us that they provide excellent service. That's why we're sure this will also be the case with John Deere graders. We find the machine very impressive."

**Stephane Buron (left) and Marcus Krämer, HSB, Germany and Luxembourg**



"The description of the grader from John Deere appeals to me, it all sounds pretty good. The machine's design is excellent and the performance is just right, too."

**Matthias Eichler, dozer and grader operator, Saxonia Bau GmbH, Leipzig**



The first John Deere motor grader in Europe was sold to the company Karp-Kneip from Luxembourg. The machine, a model 672GP, features the typical Karp-Kneip colors. Catharina Mertens and Klaus von der Gathen from the Wirtgen Group subsidiary in Windhagen also brought a certificate with them when they delivered the machine, which they presented to Christian Thiry and Michael Recken from Karp-Kneip.





The graders from John Deere complement the Wirtgen Group's existing product range perfectly.

company Dr. Fink-Stauf, was also thoroughly impressed: "Wrap this motor grader up immediately! It's terrific, I'll take it right with me."

Anyone who didn't get the chance to immediately hop into the grader's cab first became familiar with the simple operation of the machines in the motor grader simulator. Just like at the Bauma trade show in Munich, it was one of the attractions of the event along with the live demo and the expert talks. Many customers took advantage of the adjacent machine exhibition to talk shop with the Wirtgen Group's application experts – including about the synergies with the Wirtgen Group's machinery.

### Impressive Performance across the Board

The European rollout is focused on the six-wheel-drive 622GP and 672GP models that feature fuel-efficient Final Tier 4 John Deere diesel engines (6.8L and 9.0L), boasting 227 (169kW) and 255 (190kW) horsepower, respectively.

Thanks to the 6wd system and automatic differential lock, the machines can power through the toughest cuts and operators benefit from increased traction in poor ground conditions or when working on ditches or side hills. The 622GP with 12-foot (3.66-meter) moldboard operates at a weight of 42,060 lbs. (19,078 kg), while the 672GP with 14-foot (4.27-meter) moldboard weighs in at 44,040 lbs. (19,976 kg).

John Deere motor graders include an "open-architecture" design, letting customers employ any of their favorite brand of grade-control systems. GP models come factory equipped with bulkhead connectors, sensor mounts, electrical wiring harnesses, integrated controls, and moldboard

mast mounts. All GP models also come standard equipped with automated cross-slope. Automated cross-slope simplifies holding a consistent slope by reducing operation to a single lever while the machine automatically adjusts the opposite side of the blade.

Ground-level fuel and diesel exhaust fluid (DEF) filling as well as excellent service accessibility, including the quick-service bank on the left side of the machine for daily fluid changes, make the machine extremely user-friendly, as Christian Paulus, workshop manager at Joh. Wachenfeld GmbH & Co. KG, noted at the customer event in Windhagen: "The maintenance concept is perfect and the service ports are all easily accessible. This machine features nothing but robust, well-engineered technology."

### Further Rollouts Planned

As customers are extremely happy with the way their graders perform in the field and potential buyers from other EU countries have already expressed an interest, the Wirtgen Group intends to roll out the sale of the motor graders step by step in further European markets. ■





INTERVIEW: DOMENIC G. RUCCOLO

# Building the Future Together

Domenic G. Ruccolo, CEO of the Wirtgen Group, takes a look back at the 2019 fiscal year and provides an outlook for the next 12 months.





**r. Ruccolo, what's your assessment of the 2019 fiscal year?**

In light of the global economic slowdown, the Wirtgen Group had a successful year. We maintained our market share across all of our segments and even expanded it with the Kleemann and Hamm product brands. In fact, 2019 was a very successful year for Kleemann in particular. We gained ground against the competition. We are especially happy about this, because we also have the greatest opportunities for future growth with crushers and screening plants. Our investment strategy in the past is now really paying off on this front. The success we've seen with our Hamm soil compactors is also indicative of a positive trend and how the synergies with John Deere's earthmoving line can also have a positive impact on the Wirtgen Group. This is great and will give us an even greater boost when the economy picks up again.

**In retrospect, what was your personal Wirtgen Group highlight this year?**

2019 was the first time I was at Bauma with the Wirtgen Group. Our successful trade show appearance is definitely one of my personal highlights of this year. The performance of the Wirtgen Group alone, with all its product innovations and specialized technology presentations at one impressive booth was absolutely overwhelming. The icing on the cake was the successful launch of the John Deere earthmoving line in Europe. Bauma was the ideal platform to show the world what will be possible in the construction sector in the future.

**How is the integration into John Deere going?**

I'm very happy with the progress. And also with the way that the teams are working together professionally. We are making very good progress in every single one of our projects – engines and components, purchasing, marketing, and sales synergies. In the future, we will significantly benefit from the resulting potential and grow even stronger. The most visible to the outside world right now is certainly the introduction of John Deere motor graders in France and Germany.

**When it comes to the sale of the motor graders in Europe, what's next?**

We are delighted that the feedback from customers has been so positive. Following the successful sales

**"Together, we're in a perfect position."**

launch in France and Germany, we're now gradually introducing the graders throughout Europe. But we're proceeding very carefully. We are creating the right conditions at our subsidiaries and authorized dealers around Europe one step at a time. This includes training the sales and service team, making the necessary capacity available, and guaranteeing spare parts availability. Only then will we begin actually selling the machines.

**Like the Wirtgen Group, John Deere is also committed to sustainable, profitable growth. What's your assessment of the future prospects?**

They're outstanding. The long-term prospects for our business point to a very bright future. The Wirtgen Group will continue to grow together with John Deere's Construction & Forestry division. Both companies are fully focused on making further advancements to their technologies. Even in economically turbulent years, both are investing heavily in R&D. Each business unit has its own potential and strength to grow. If we now leverage the synergies being created across the larger company as a whole, the growth opportunities for both companies will increase. What I'm particularly happy about is that it's often the Wirtgen Group that leads the way in integration projects and not only identifies synergies resulting in profitable growth, but also leverages them directly. This is a truly remarkable company whose employees are extremely passionate about their work. It is a real pleasure to lead the company into the future with such a strong team. ■



FINANCIAL SOLUTIONS

# The Best Terms and Conditions Worldwide

Customer success is the Wirtgen Group's top priority. In addition to best-in-class machines, this also includes the right financing solution. Similar to the product range, the variety of financing options is also seamless.









Macroeconomic factors such as country risk, interest rates, and inflation levels play an important role in the availability of corporate loans and lines of credit. Taking the local economic situation into account as well as the fact that each customer has specific and individual financing requirements, the Wirtgen Group has developed suitable financial solutions available worldwide. The benefit for customers is obvious. They can conveniently purchase Wirtgen Group machines and systems, financing, insurance, and warranties as a complete package from a single source. This allows construction companies to fully concentrate on their core business rather than having to go through lengthy lending processes or wrestle with contract documents that often only lawyers can understand. All of this is instead handled by the Wirtgen Group's experienced financing experts, who implement the solutions through proven, trustworthy partners.

"Our customers can rely on our sound knowledge and our network. This makes it possible for our sales and service companies as well as our dealers to offer either local sales financing or cross-border export credits," explains Stephen T. Hamborg, CFO of the Wirtgen Group.

### Local Sales Financing

In markets with a strong financial sector, local sales financing is the right solution. Through specialized partners, the Wirtgen Group offers customized financing solutions that do not involve the customer drawing on their existing credit lines with their local banks. "Typical solutions include finance or operating lease agreements, but also individual loan agreements. The financing offers can be flexibly tailored to the customer's needs with respect to the term, payment options, and balance sheet neutrality," explains Matthias Bahr, Manager International Group Credit & Trade Finance, Wirtgen Group.

### John Deere Financial

Since being acquired by John Deere, Wirtgen Group customers have also had access to John Deere Financial's tried-and-tested financing options. In North America, South America, and India, for example, Wirtgen Group customers are already benefiting from John Deere's long-established local financial solutions.

John Deere Financial has its own subsidiaries in these regions and already provides financing solutions to many Wirtgen Group customers who also use Deere equipment. "Together, we're developing synergies in markets where John Deere Financial has a local presence, such as the Indian market. In addition, John Deere and Wirtgen Group dealers in the United States have been offering their

customers financing solutions from John Deere Financial for some time now."

### An Extensive Network

Thanks to long-standing partnerships with trustworthy financing companies, the Wirtgen Group has the ability to offer its customers financing at some of the best terms available on the market. In addition to John Deere Financial, one such partner is Deutsche Leasing, which has companies in more than 20 countries, including Germany, China, Brazil, the United States, and most European countries. The Wirtgen Group's close collaboration with Deutsche Leasing has proven its value to customers for almost 20 years. "Our selected financing partners know both the markets and the construction machinery industry inside out. They also have extensive knowledge of Wirtgen Group products and what our customers expect when it comes to flexible financing options. This enables them to offer a much better customer experience compared to some random local bank," explains Christof Müller, Manager International Group Credit & Trade Finance at Wirtgen Group.

### Expertise in Export Financing

In developing and emerging countries with no access to the local credit market and in regions with major political and economic risks, the Wirtgen Group relies on what are known as export credit guarantees for sales financing. Through these guarantees, also referred to as Hermes cover in Germany, the federal government covers the risk of credit default for export transactions with longer payment periods. "This enables us to offer our customers around the world export financing with terms of up to 5 years," says Dirk Galonska, Manager Credit Management & Export Finance. In this context, contracts are kept very lean, transparent, and easy for customers to understand. This form of retail financing also has a long tradition at the Wirtgen Group and has been in use for more than 10 years. What started with the Latin American markets now also benefits construction companies in Africa, Asia, and the Middle East. ■



## Local Sales Financing

### John Deere Financial

Available in North America, India, Brazil, and other select markets.

### Deutsche Leasing

Available in most European countries as well as in China, Brazil, Russia, the United States, and Canada.

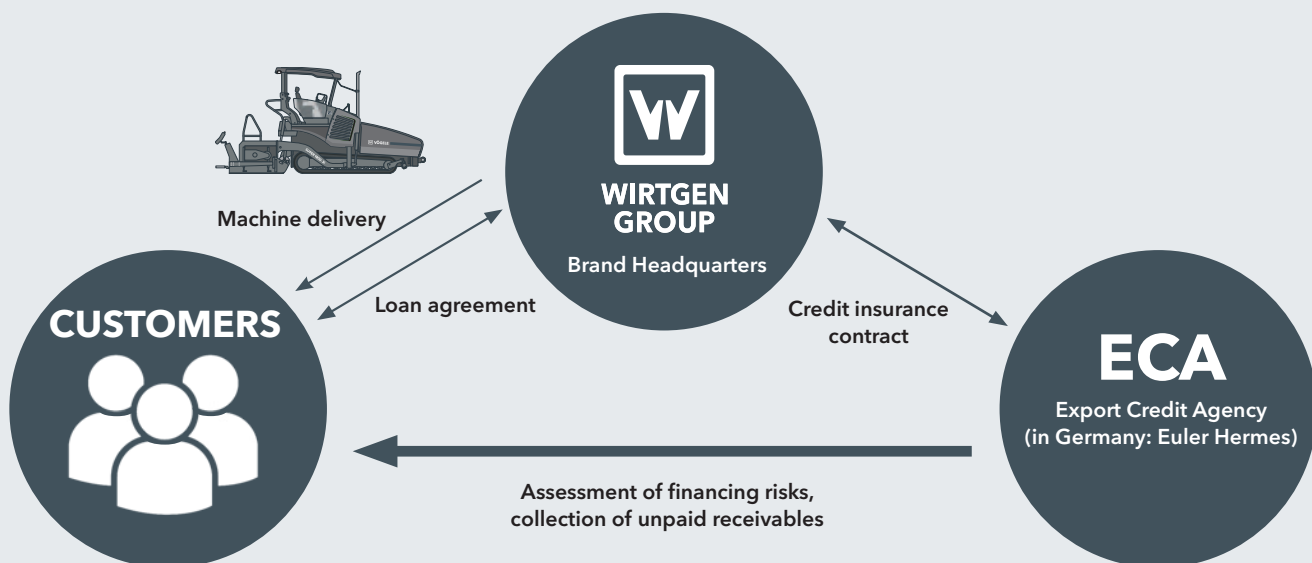
### Other Local Partners

Australia, Southeast Asia, and other select markets.

- Flexible financing arrangements, for example with regard to term, down payment, and grace periods
- Does not require the use of existing credit lines from local banks
- The machine can either be returned or purchased at the end of the financing period
- Quick credit decision
- Including attractive insurance solutions, if required

## Export Financing

Export finance plays an important role in promoting international trade. How does it work at the Wirtgen Group? Wirtgen Group sales partners connect customers with the German brand headquarters and the export credit agency Euler Hermes. "Usually the customer only has to provide the necessary documentation. Then we take care of the rest," explains Dirk Galonska, Manager Credit Management & Export Finance, Wirtgen GmbH.





# Hot off the Press!

The innovative products unveiled at Bauma 2019 weren't the only new developments at the Wirtgen Group this year. The group of companies developed new, groundbreaking solutions in many other projects as well.



## The Team is Growing Together

**Windhagen.** During the 2019 Wirtgen Group Cup, two John Deere teams from Mannheim and Bruchsal also laced up their soccer shoes. In the end, the team from Vögele won the tournament.

## Second Location

**Great Britain.** Following the opening of John Deere's new location in Perth, Scotland, the Wirtgen Group will have a second location in Great Britain in addition to the headquarters of Wirtgen Limited in Newark, England. This will enable the group to develop and expand the Scottish market, which is particularly important for Kleemann.



JOHN DEERE



WIRTGEN  
GROUP





Job Site  
Photo of  
the Year



## Hero of the Road

With a record-breaking working width of up to 18 meters, the SUPER 3000-3(i) from the Premium Line is Vögele's new flagship asphalt paver. The job site photo was taken during the seamless paving of a 4-lane highway in Germany.

➤ Scan the QR code to watch the video:



## Forever Young

**Ürzig, Germany.** The asphalt mixing plant, in operation since 1986, is one of Benninghoven's first complete plants. Even back then, the company developed visionary concepts that stood out for their high degree of flexibility. With RETROFIT, customers can continuously upgrade and expand their plants with the latest technologies such as recycling systems, burner technologies, or plant control systems.

➤ [www.benninghoven.com/retrofit](http://www.benninghoven.com/retrofit)



## Optimized Tamper Shaft Production

**Ludwigshafen.** The new CTX beta 2000 TC lathe has optimized Vögele's tamper shaft production processes. The system operators are extremely happy that setup time has been cut in half compared to the previous models. The workpieces are now machined in just one operation, and reclamping and material handling are no longer necessary.



## Road Construction Factory



Wirtgen has introduced a new rolling road construction factory - the SP 154i. The inset slipform paver is designed for paving concrete surfaces up to 16 meters wide, especially on highways and at airports. A super smoother and oscillating beam come integrated into the machine standard.

➤ [www.wirtgen.de/SP154i](http://www.wirtgen.de/SP154i)





## New Website by early next Year

Check out the WIRTGEN GROUP's new responsive, accessible website that will be available early next year worldwide in ten languages.

➤ [www.wirtgen-group.com](http://www.wirtgen-group.com)

## Hamm Delivery Program App

The app offers mobile access to the entire Hamm product range. By selecting filters such as language, market, measurement system, etc., it allows the user to individually compile, access, and share information relevant to them. It is multilingual, user-friendly, always up to date due to fast synchronization, but can also be used at any time in offline mode. This means the data is also available when you don't have reception – for example on remote job sites.



➤ [www.hamm.eu/lieferprogrammapp](http://www.hamm.eu/lieferprogrammapp)



## Home of British Motor Racing

**Silverstone.** In the most adverse weather conditions, Wirtgen Group machines rehabilitated the legendary Silverstone Racetrack. The new Wirtgen W 210 Fi large milling machine was given the green light to begin the job in the pouring rain.





## Parts and More 2020/2021 Now Available!

The new Parts and More spare parts catalog is now available from your sales and service company, dealer, or online at:

➤ [www.partsandmore.net](http://www.partsandmore.net)



## A Tough Team Player

A new video from Kleemann features the MOBIREX MR 130 Z EVO2 impact crusher, which can process 450 tons per hour – and with many practical details and the intuitive SPECTIVE control concept, it also wins the hearts of users. Check out the impressive video now!



## CSPI EXPO Japan

The Wirtgen Group celebrated its first appearance at the CSPI EXPO in Japan.



## Bauma CTT Moscow

In line with the Wirtgen Group's slogan for Bauma CTT Russia 2019, "Our Solutions Are Your Success," the Wirtgen Group presented products and application processes for cost-effective, high-quality road construction at the show.



## Foshan Technology Days



As a result of opening its new regional headquarters in southern Foshan, the Wirtgen Group has added a new location to its eight Chinese sites. Approximately 2,000 invited guests attended the opening ceremony and were able to experience Wirtgen China's broad range of solutions during the Technology Days, which were held at the same time.



### TRADE SHOW PREVIEW - FIRST HALF OF 2020

#### February

Las Vegas, USA

**World of Concrete 2020**

February 3-7, 2020

Booth number: **C5426 (Central Hall)**



#### March

Las Vegas, USA

**CONEXPO 2020**

March 10-14, 2020

Booth number: **S5419 (Silver Lot)**



#### April

Chiba-city, Japan

**CSPI-EXPO 2020**

April 22-24, 2020

Makuhari Trade Show



**CSPI-EXPO**

Construction & Survey Productivity Improvement EXPO

#### June

Buxton, Great Britain

**Hillhead 2020**

June 23-25, 2020

Booth number: **Q1**





On-site assistance: The specialists from the individual product brands visit customers in the field and provide valuable tips.

WIRTMEN GROUP Quality Check

SERIES  
Part 4

*Customer  
Support*



WIRTMEN  
GROUP





PART 4: APPLICATIONS CONSULTING

# Expertise

The Wirtgen Group's product brands are specialists in their field and have decades of application experience. Our customers all over the world also benefit from this expertise, because we are happy to pass our knowledge on to them.

## **Additional Customer Support Topics:**

[Part 1: Workshop Service/FORUM 54](#)

[Part 2: Spare Parts Service/FORUM 55](#)

[Part 3: On-Site Service/FORUM 56](#)

[Part 5: Training](#)

[Part 6: Service Agreements](#)





The Wirtgen Group is also extremely knowledgeable on the various application procedures and processes. It shares this knowledge in focused training courses.

**A**nyone who select machines from the Wirtgen Group receives a complete package – from the product to the service. For customers, this means that they can rely on comprehensive support, from the sale of the machine to technical assistance on the job site and in the workshop to the transfer of knowledge via technical literature, comprehensive training opportunities, and specific application consulting.

### Application Knowledge with Real-World Relevance

Wirtgen, Vögele, Hamm, Kleemann, and Benninghoven are not only premium suppliers that drive innovation when it comes to products and technologies. The various application methods have also been heavily influenced and continuously enhanced by the Wirtgen Group product brands. This has resulted in the companies amassing an immense wealth of experience over the years. The group shares this knowledge in a variety of ways, including through training at its German brand headquarters, international production sites, worldwide subsidiaries and dealers or even at the customer's premises. In this process, theoretical knowledge always has a tangible connection to real-world situations, which is why machines are often the focus of demonstrations, materials training, and process presentations. In addition, experienced Wirtgen Group technicians and construction site specialists also provide professional advice before a planned operation, which allow customers to systematically apply unique processes and methods during implementation.

### Consulting Means Confidence

The only thing more hands-on is actual live use. And in this case as well, the Wirtgen Group's application engineers support machine operators in person on job sites worldwide. This includes, for example, how

to avoid application errors, maximize the value of Wirtgen Group solutions, and ultimately achieve the best possible results. Matthias Fritz, Application Manager 3D Control Systems at Wirtgen, is one of them. He ensures that customers can fully leverage the new AutoPilot 2.0's performance potential. Like in Westerleigh Estates, a new residential development in Moseley, Virginia. Here, a concrete service provider that was one of the first companies in North America to upgrade to Wirtgen's new 3D system for wireless concrete paving relied on the support of the application specialist: "I've already worked with the predecessor of AutoPilot 2.0, and the current version is even more user-friendly. But it also offers some really great features that I'm not yet familiar with," explains Clay Armstrong of Talley & Armstrong, Inc.

This includes, for example, how to correct unwanted kinks in an imported digital data model in order to achieve the best paving quality. On the job site, good advice is always welcome. "That's exactly what my colleagues and I are here for. To provide immediate assistance in the event of questions or problems," says Fritz. Then he turns back to Clay Armstrong and shows him how to round off the kinks on the touch screen with the help of graphical editors in just a few simple steps. The general manager of the company, who operates his SP 15i slipform paver himself, is thrilled: "The advice provided by the Wirtgen Group's experts is extremely valuable to me because it gives me the confidence I need to do my work." ■

Application consulting implemented immediately: Clay Armstrong confirms data points on the Wirtgen AutoPilot 2.0 portable tablet.







The Wirtgen Group experts help customers tap the full performance potential of their machines and systems.

## **i** WIRTGEN GROUP HANDS-ON MANUALS

Through its practical manuals, the group offers a wealth of knowledge from research and job-site experience in the fields of cold milling, soil treatment, cold recycling, laboratory equipment, concrete paving, surface mining, asphalt paving, compaction, and processing.

Their clearly illustrated pages summarize valuable information about the product brands' core competencies; explain standards, guidelines, and information sheets in more detail; and provide helpful insights into application technology or materials science – a perfect resource for learning on your own.

Further information and how to obtain the hands-on manuals can be found at:

➤ [www.wirtgen-group.com/manuals](http://www.wirtgen-group.com/manuals)





## TRAINEE TECHNOLOGY DAYS

# Busy as Beavers

This year, the 67 vocational trainees who came to Hamm's headquarters in Tirschenreuth for the annual Technology Days had the opportunity to work on some exciting projects. Three job sites and several workshops awaited the trainees from the Wirtgen Group's brand headquarters.

**T**raining has always played an extremely important role in the Wirtgen Group. Learning how to work both independently and as a team is an integral part of the training program. With the help of seven service technicians and twelve trainers, the trainees were quickly able to complete three jobs on their own.

Paving a new surface layer for the steering test track on Hamm's premises was one of the jobs the trainees had to complete. Using the SUPER 1803-3i from Vögele, they paved a total of 148 tons of asphalt over an area of 1,200 m<sup>2</sup> in challenging terrain. The paved surface was then compacted using an HD+ 120i from Hamm.

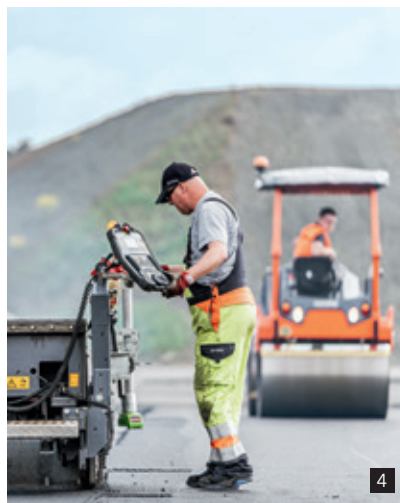
Due to the daily use of the inner courtyard, the surface layer was damaged. The trainees were instructed to use the W 50 Ri from Wirtgen to repair these damages via precision milling. Afterwards, they compacted the surface layer using the HD 12 from Hamm. Finally, the reinforced concrete blocks produced in the course of renovating the drum production facility were crushed using the MOBICAT MC 100 from Kleemann.

### Maximizing Synergies

The extensive work was perfectly complemented by workshops for the trainees, which were very well received. Whether it was the hands-on driving training with the HD+ 120i and HD 12 rollers, a session on vibration and oscillation, or driving a remote-controlled compactor – the trainees were able to fully experience the synergies within the Wirtgen Group and deepen the bond and friendship between the Wirtgen, Vögele, Hamm, Kleemann, and Benninghoven facilities.

The next Technology Days will be held at Kleemann in Göppingen in 2020. ■

> [www.wirtgen-group.com/ausbildung](http://www.wirtgen-group.com/ausbildung)







**"It was a great event! Working with trainees from other facilities was a lot of fun and showed us once again that the Wirtgen Group is an awesome employer!"**

Marc Heßler, industrial mechanic trainee in his 2<sup>nd</sup> year at Wirtgen GmbH

**"Our trainees were once again able to show what they were capable of. They did an excellent job and can be proud of what they accomplished."**

Boris Becker, head of vocational and advanced training Wirtgen GmbH



**1** Dedication – the trainees work hand-in-hand with the machines. **2** The curves on the test site posed a challenge. **3** An HD+ 120i from Hamm was used for compaction. **4** The service technicians were available to help the entire time. **5** After a short briefing by service technicians, the trainees were able to mill and compact the asphalt on their own without any problems. **6** Using the MOBICAT MC 100 from Kleemann, the trainees crushed the large reinforced concrete blocks.



## From Trainees for Trainees

**Wittlich.** The vocational trainees in the first, second, and third years of the training program conveyed their knowledge, experience, and a few bits of advice to visitors and parents at this year's Trainee Day at Benninghoven. The future employees led the visitors on guided tours of the facility and also showed them around the electrical and metal training workshops. Equipped with state-of-the-art technology, the facility not only impressed the young visitors, but many parents, too. The day's activities were topped off by presentations on Benninghoven, its products, and asphalt.

➤ [www.benninghoven.com/ausbildung](http://www.benninghoven.com/ausbildung)



## The 1000<sup>th</sup>

**Windhagen.** In 2019, Merlin Börder joined Wirtgen as the 1,000<sup>th</sup> vocational trainee. Young employees who receive excellent training in-house secure the company's technical expertise over the long term. This has been one of Wirtgen's success factors for decades. On the occasion of hiring its one-thousandth trainee, all of the former trainees came together for a group picture. This photo includes Petra Holl (WIRTGEN's very first vocational trainee, 1974), Sebastian Wintersberg (the 500th trainee, 2004), and Merlin Börder (the 1000th trainee, 2019).

➤ [www.wirtgen.de/ausbildung](http://www.wirtgen.de/ausbildung)



## "Young Welders"

**Koblenz.** The two Wirtgen trainees Nils Höller and Benedikt Schleifer, both in their second year as construction mechanics, participated in the "Young Welders" competition organized by the German Association for Welding Technology. And they did so successfully – judged on both theoretical knowledge and practical application, Nils Höller came in 12<sup>th</sup> out of the entire state. And Benedikt Schleifer went one better, coming in 6<sup>th</sup> place in the overall standings. Well done, guys!



# A Strong Team

**La Roche Sur Yon.** Vögele offers trainees a perfect environment to acquire a wealth of knowledge and technical skills.

Fourteen vocational trainees, two qualified specialists, and two trainers – together, they're the Green Birds. Supported by Vögele, the team develops and builds autonomous robots in its free time and presents them at international robotics competitions. And they're very successful, too – since 2010, the Vögele trainees have almost always finished in the top 3. For example, the Green Birds took first and second place at the University of Rostock's FormulaSPURT in 2017 and 2018 – including the current lap record. The Green Birds also put in a strong performance at the 2019 World Championship in La Roche Sur Yon, France. Out of more than 200 participating teams, they finished in 18<sup>th</sup> place.

➤ [www.voegele.info/ausbildung](http://www.voegele.info/ausbildung)





## AID PROJECT IN INDIA

# Improving Opportunities

Due to age-old traditions, girls have a rough life, particularly in poor Indian families. The Kinder Care High School in India is committed to fighting the vicious circle of poverty.

**W**hen they only give out cheap candy, everyone knows a family has a baby girl. On the other hand, families hold grand celebrations to mark the birth of a boy." This is what our project manager Amitha from the Indian state of Andhra Pradesh recently told us.

Although the law clearly states that both genders have equal rights, the reality for girls is quite different, especially in poor families. This is due to an age-old tradition. In India, the bride's family has always had to pay a dowry to the groom's parents. These payments in the form of jewelry or other valuable items are an immense financial burden, and put many families in debt for life.



Around 380 children attend the Kinder Care School, and another 80 young people are mentored during their vocational training.

Consequently, it is often a serious problem for Indian women to be pregnant with a girl. Hundreds of thousands of female fetuses are aborted. Those who are born often get less to eat, receive worse medical care, are oppressed, or are abused as cheap labor. Often only the sons are sent to school in order to save money.

For 32 years, the charity group "Children in Need" has been working to improve opportunities for girls in India. Although both girls and boys are taught at the Kinder Care School in Tanuku, it is very important for us to accept as many girls as possible. With the help of sponsors, they are supported from primary school to high school and then during vocational training. In the affiliated Kinder Care Home, they can even live in special cases of hardship.

Experience shows that giving girls a solid education pays off. Girls who attend our school get married less often as minors, are less often the victims of exploitation and violence, have a different attitude towards their own daughters, and in many cases escape the vicious circle of poverty. ■







THE "CHILDREN IN NEED" INITIATIVE

## YOU CAN ALSO HELP CHILDREN IN NEED!

Our projects are designed to help over the long term. Every cent brings us one step closer to our goal!

### Accounts for Donations

Sparkasse Neuwied

Account Number: 012 022 752

Bank Identifier Code: 574 501 20

IBAN: DE87 5745 0120 0012 0227 52

SWIFT-BIC: MALADE51NWD

Raiffeisenbank Neustadt e.G.

IBAN: DE16 5706 9238 0100 0527 24

BIC: GENODED1ASN

### The Charity Group

was founded in 1983 on the initiative of Gisela Wirtgen, operates on a voluntary and charitable basis for children in need based on the idea of "helping people help themselves," is not affiliated with any political party or religious denomination, and carries out aid projects in the Philippines, India, and Brazil.



### Further Information

 [www.kinder-in-not.de](http://www.kinder-in-not.de)

My very best wishes to you all,

*Gisela Wirtgen*

The "Children in Need"  
Initiative  
Gisela Wirtgen  
(Chair)







# The Best Terms and Conditions

## FINANCING SOLUTIONS

- > Attractive terms
- > A deep understanding of your business model
- > Extensive industry knowledge
- > Rapid assessment
- > Flexible solutions tailored to your needs
- > Worldwide experience and network

## CLOSE TO OUR CUSTOMERS

**Financing.** Are you interested in financing your construction machine or system? Are you looking for a partner who understands your business and can appraise the equipment? Simply get in touch with your representative at the WIRTGEN GROUP. We look forward to helping you with attractive terms and conditions and tailoring our financing solutions to you and your needs as part of a simple, straightforward process.

 [www.wirtgen-group.com](http://www.wirtgen-group.com)