

## Press Release

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### Better Customer Service in North America Bohle has opened a subsidiary in the USA

**Haan, July 22, 2008** – The Bohle Group, Europe's leading manufacturer and supplier of tools, machines and accessories for glass processing and finishing, is now represented in North America with their own subsidiary. Bohle America, Inc. is based in Charlotte, NC, and is the Bohle Group's fourteenth location worldwide. They will be responsible for developing the customer base in the United States and for providing services to these customers. Until now, customers in North America were served by the Export Department in Germany and distribution of products to those customers was handled by wholesalers on location.



"One of our basic principles that we have long been pursuing is: *Bohle is wherever the customer needs us*. The USA is one of our largest markets overseas. We have taken this step to be closer to existing customers and, of course, to win new customers", explains Arne Klöfkorn, Commercial Director of Bohle AG and President of Bohle America, Inc.

"We want to be able to offer our customers in America the same high level of service that our customers in Europe receive. As their reliable partner, we can offer them expert, professional support. Furthermore, innovative, top quality products made in Germany are in high demand in the glass industry and by craftsmen in the USA. And by keeping stock available locally, we will be better able to meet the needs of our customers", Mr. Klöfkorn further explains. In America Bohle will primarily market quality products from the divisions Manual Glass Cutting (Silberschnitt and Diamantor tools), Industrial Glass Cutting (Cutting wheels) and Glass Bonding (Verifix products).

Gary Dean, an experienced Bohle manager who knows the American market well, has been appointed CEO of the new subsidiary and will assume management of operations there. Mr. Dean is presently Managing Director of the subsidiary in

Manchester, England. Mr. Dean: "I am convinced that this step will not only benefit our customers in America. Our other customers can also profit, too, because we will also be able to offer trends and innovations from America to Europe more quickly".

The first public appearance for the newest Bohle subsidiary will be at GlassBuild America 2008, which takes place in Las Vegas from October 6 - 8. The company will use the trade fair as a platform to present a selection of interesting products and to introduce themselves as "your partner nearby" to customers both new and old.

**This is Bohle.**

The Bohle Group is Europe's leading manufacturer and supplier of tools, machines and accessories for glass processing and finishing. The family business, founded in 1923, is now represented by over 300 employees at fourteen locations in Germany and abroad. Divided into the eight product divisions Handling, Cutting Technology (manual and automatic), Glass Bonding, Glazing, Tools, Machinery, Hardware and Surface Technology, the total product range is precisely tailored to the respective customer groups from the trades, industry and retail. Quality is the leading principle at Bohle – in every area. To live up to this standard, the company develops and manufactures many products themselves. A modern logistics center quickly dispatches the ordered goods to the customer.