

Designing the industry of the future: French-German industry meetings

Round 1 : « Industrie 4.0 » in OstWestfalenLippe

13 – 17 June 2016

In partnership with:

Das Technologie-Netzwerk:
Intelligente Technische Systeme
OstWestfalenLippe

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**Contacts:**

Business France Marseille

Sarida Bendjeddou

Project Manager

+33 (0)4 96 17 25 29

sarida.bendjeddou@businessfrance.fr

Business France Düsseldorf

Eve Chapuis

Trade Advisor Mechanical Engineering

+49 211 300 41 400

eve.chapuis@businessfrance.fr

Business France is the national agency supporting the international development of the French economy, responsible for fostering export growth by French businesses, as well as promoting and facilitating international investment in France.

Founded on January 1, 2015 through a merger between UBIFRANCE and the Invest in France Agency, Business France has 1,500 personnel, both in France and in 70 countries throughout the world, who work with a network of public- and private-sector partners.

It promotes France's companies, business image and nationwide attractiveness as an investment location, and also runs the V.I.E international internship program.

With the DGE (Minister for the Economy, Industry and Digital Affairs), Business France also accompanies innovative companies and clusters in their international expansion, with the aim of initiating international technological partnerships.

Mont-Blanc Industries Cluster



Mont-Blanc Industries

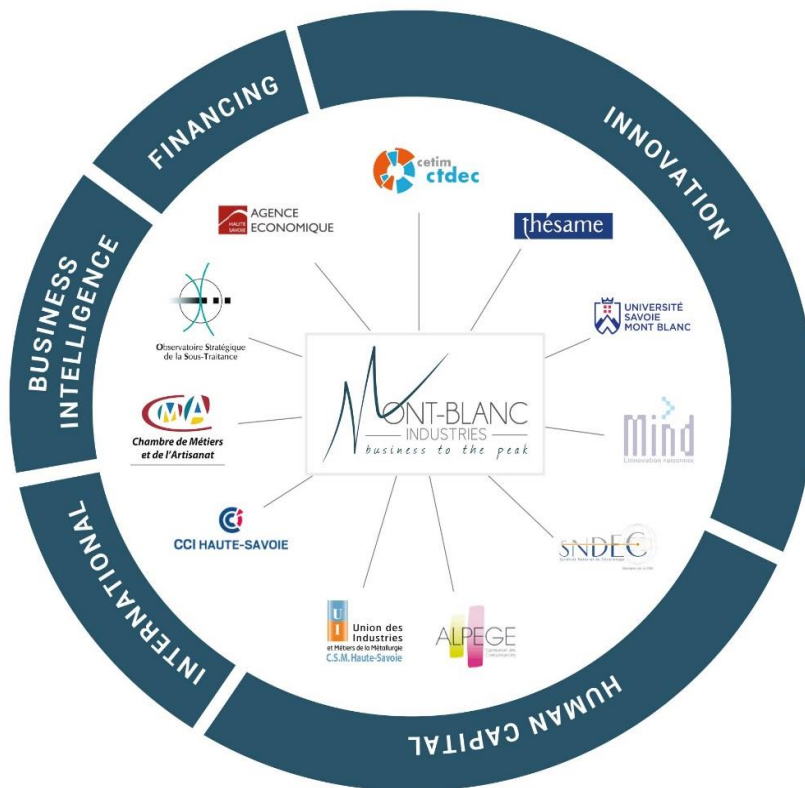
750 av. de Colomby
BP 50141
74303 Cluses Cedex
FRANCE

www.montblancindustries.com

Contact:

Guers Francois
Mechatronics and Robotics
+33 456 412 447

fg@thesame-innovation.com



Mont Blanc Industries Cluster supports companies growth in the different sides of their business with collective or individual actions.

It comprises 314 companies for a total of 26 761 employees, 5,5 billion € turnover (60% export). 80 % of members participated to at least one of our actions.

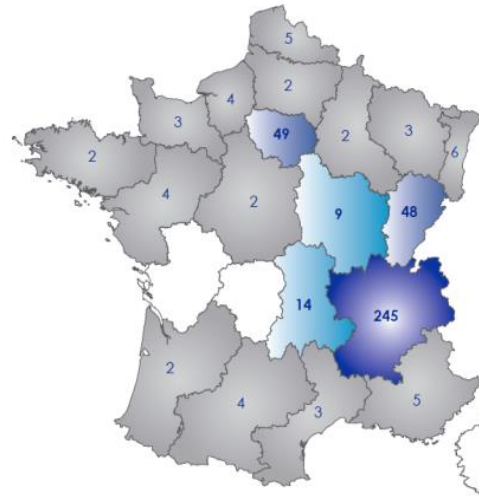
Industry of the Future is the framework for our programs comprising :

- 2 technology and innovation pillars:

- High precision machining
- Mechatronics and Robotics

- 6 transversal programs :

- Collaborative Performance and Innovation
- Industrial Performance
- Business Intelligence
- International Performance
- Business Environnement
- Human Resources



Established in 2005

More than **400 members** with:

• **250 firms**

✓ 90% SMEs

✓ Consolidated turnover: 5 500 M€

✓ Nb employees : 30 000

• 95 R&D and education centers

• 60 institutions

• **4 000 contacts** (industry & academic)

• **175 funded projects** for 450 M€

• **More than 230 submitted projects**

• **280 different companies** partners of projects (including 180 SMEs)

• **8 new training and education programs**

• **25 European projects**

Plastipolis

180 rue Pierre et Marie Curie
BP 10 029 - Bellignat
01115 Oyonnax Cedex
FRANCE
www.plastipolis.fr

Contact:

Maudez Le Dantec
Project manager
+33 6 48 18 88 76
maudez.ledantec@plastipolis.fr

Plastipolis main missions:

- foster the development of innovation in Plastic and Composites Industry, thanks to collaborative R&D projects
- promote innovation in education and competencies management
- help members in their investment and industrialization activities
- Enhance international development of you members through, international R&D collaboration and also with international business development

Interest in Industrie 4.0:

- Create a network on this topic and create strong partnership with key players
- Build up European project on this topic

Key Industrie 4.0 topics:

- Customized products thanks to additive manufacturing
- Smart plastics products
- Interconnected production systems
- Assembly of plastic and composite parts



ANTHOGYR SAS

2237 Avenue André Lasquin
74700 Sallanches
FRANCE

www.anthogyr.com

Contact:

Olivier PIGNY
Industrial manager
+33 450 58 02 37

o.pigny@anthogyr.com

Anthogyr: 400p – 45M€

Anthogyr is a key player in dental implantology. The company designs, manufactures and distributes a complete range of implants and instruments in 100 countries (a subsidiary in Germany: Anthogyr gmbh). Anthogyr is also manufacturer of high precision mechanics parts for medical, aeronautics and watchmaking industry. Anthogyr know-how is machining, precision assembly and packaging in controlled environment.

Industry 4.0 is for Anthogyr an opportunity for improvement in manufacturing and also a key to increase our level of service for our customers.

It's for us at the moment a discovery and a project in reflexion.

We would like to have an overview of what it has been done in Germany in terms of organization, automation, training, integration of the customer needs early in the manufacturing process etc.)

We would like to see and discuss real cases during this trip.

Baud Industries



Passion for Precision



BAUD Industries

80 Rue Louis Armand
74130 Vougy
FRANCE

www.baud-industries.com

Contacts:

Renald Baud
CEO

+33 4 50 98 22 39

renald.baud@baud-industries.com

Arnaud Bochdanowicz

Sales Manager

+33 6 47 04 74 04

arnaud.bochdanowicz@baud-industries.com

BAUD Industries is a 100% family owned company specialized in precision turned parts. Our machined parts are used in Automotive, Data-Com, Home Appliance and Watch Industries fields

- 70M€ turnover (70% outside of France) and 400 people
- Manufacturing plants in Asia, Europe and NAFTA

BAUD Industries is focusing Industrie 4.0

- Leadership for Usitronic program (Partnership with CETIM-CTDEC)
- Investment into auto-piloted machining process



BOUVERAT-PERNAT

119 allée des prioles
74460 Marnaz
FRANCE
www.bouverat-pernat.de

Contacts:

Louis Pernat
Sales Manager
+33 6 61 05 05 85
l.pernat@bouverat-pernat.fr

Ronald Hopp
Expert Business Development
+49 160 640 16 10
r.hopp@bouverat-pernat.de

Production and industrialization of innovative components and systems

- 45 employees
- 9 000 000 € sales
- 100% family shareholders on a human-sized: investment, innovation, long term value

Different fields of activity:

- Fluidic / Hydraulic
- Automotive
- Defense

Objectives:

- Business Development
- Exchange of good practices

Industrie 4.0

Process flows optimization (physical and data):

<https://www.youtube.com/watch?v=yzQERphUiTI&feature=youtu.be>

BUCCI INDUSTRIES



BUCCI INDUSTRIES

145 rue Louis Armand
ZI des grands Près
74300 Cluses
FRANCE
www.lemca.fr

Contact:

Didier Bouvet
CEO
+33 4 50 89 69 60
d.bouvet@bucci-industries.com

The Bucci Industries Group operates around the world through the leading brands Iemca, Giuliani, Sinteco and Riba Composites.

For over 40 years, Group companies have proposed advanced solutions for the different Group activities, ranging from bar feeders to high-productivity machine tools, from assembly systems through to carbon fibre parts.

A team of more than 100 design engineers and technicians (15% of the entire workforce) coordinated at group level collaborates with research centers and university laboratories, to study and develop innovative solutions that combine the most advanced technology with simplicity of use.



Decathlon SA

4 boulevard de Mons
59650 Villeneuve d'Ascq
FRANCE

www.decathlon.de

Contacts:

Maéva Lombardo
Process Innovation Manager
+ 33 6 68 631 450

maeva.lombardo@decathlon.com

Stéphanie Fortin
Innovation Engineer
+33 6 27 46 55 82

stephanie.fortin@decathlon.com

Decathlon is a network of innovative retail chains and brands providing **enjoyment for all sports people**.

At Decathlon, **we place innovation at the heart of our activities**: from research to retail, including conception, design, production and logistics. Our twenty Passion Brand teams channel all their energy to develop technical, good-looking and simple products, always **at the lowest prices**.

These products are aimed at all sports enthusiasts, **from beginners to experts**, and are **sold exclusively in Decathlon stores**.

Keys figures : **70 000 employees** **Turnover : 9,1 billion euros**

Industrie 4.0:

We are currently in reflexion on this topic. The name of our project is "Industrie de demain". We are speculating about our future production (how we will produce in 10 years?) and the industry 4.0 could be a serious solution. Our vision is to produce locally, as close as possible to our users (customers).

Opportunity: clothes and shoes production in France.

DECOREC

SOLUTIONS INNOVANTES
EN DÉCOLLETAGE ET RECTIFICATION

DECOREC

INNOVATIVE LÖSUNGEN
IN DER DREH- UND SCHLEIF-TECHNIK

DECOREC



DECOREC

435 rue de Pierre Longue
74800 Amancy
FRANCE

www.decorec.com

Contact :

AGUESSE Damien
CEO

+33 4 50 25 48 80

damien.aguessa@decocrec.com

DECOREC is a family owned company specialized in **machining** (turning and grinding) of mechanical parts. Every day, **42 people** strive to bring more value to our customers. Our turnover is **4.8 Millions € / year**: About 60% for Automotive, 20% for electro-technics & energy components, 20% for thermoregulation.

We export 50 % of our production, but **only 5% to Germany** and we want to increase this share.

We look for **medium size companies** (from 500 to 3,000 people) acting in industrial activities inside of **our current markets but also outside** of them (non-implantable medical devices ...)

We are currently implementing a new **ERP** and we internally **develop some devices** integrating mechanics and automation, including CNC systems.

We wish to discover more concretely **what really hides behind "INDUSTRY 4.0"** and to understand how it affects us, what **technological shifts** will have to be taken in the next coming years, especially in our internal **information systems** and their **degree of interconnection** with our customers and with our machines.

SME
20 empl

Est.
2007

HQ in France
Sales office in
Germany
(Köln)

120
Projects
deployed

2 Bus. Unit
Industry
Art&Luxury

51%
International
sales

- Industry 4.0 IoT solution manufacturer
- Patented hybrid & modular IoT technology: mOOntag®
- Optimize and secure production/supply chain/maintenance operations
- Monitor and digitalize Industrial assets AND processes with a Lean approach

EDITAG

Europarc Sainte-Victoire – Bât. 6
13590 Meyreuil
FRANCE
www.editag.com

Contact:

Frédéric Pithoud
CEO
+33 48 42 509 19
frederic.pithoud@editag.com



« We seek to enter into technical and business relations with German partners focusing on Industry 4.0 / IoT / Lean manufacturing domains »



We are one of the leaders in France, in sales and production of kitchen, bathroom and dressing (brands: MOBALPA/PERENE/SOCOO'C/DELPHA)

- Turnover 2015: 234 M€
- Employees 2015: 1001 Persons
- We are not present in Germany but we have some suppliers (for example IMA ; HOMAG)

FOURNIER SA

18, route des Vernaies
74230 Thônes
FRANCE
[mobalpa](http://mobalpa.com)

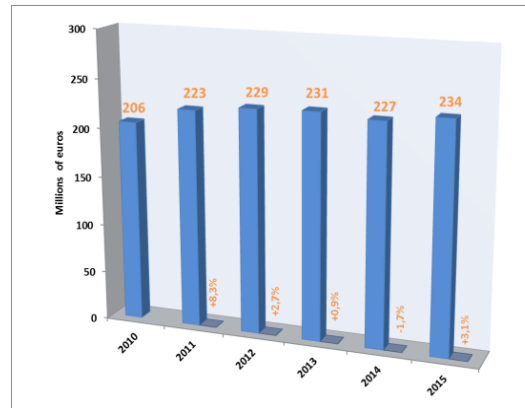
Contact:

Christophe Giachetti
Technical Director
+33 6 22 49 15 38
cgiachetti@fournier-habitat.com

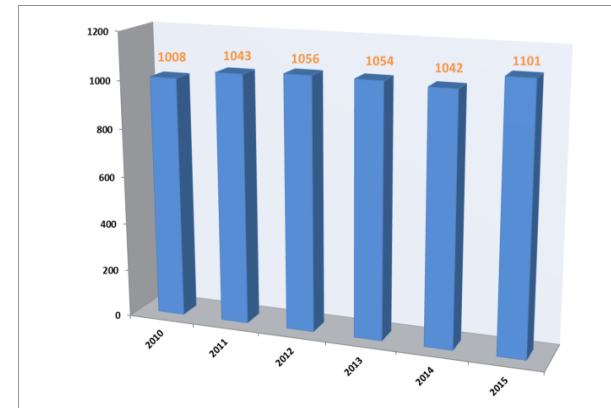
Industrie 4.0, Points of interests:

- Mass customization : management of datas from sales department to the production
- Robotization and new solutions in sector collaborative robot (benchmark applicative solutions Human/Robot collaboration)

TURNOVER



EMPLOYEES





Kitchen appliances assembly line in France



Cookware products after the curing

GROUPE SEB

Campus SEB Ecully
112, Chemin du Moulin Carron
69134 Ecully
FRANCE

www.groupeseb.com

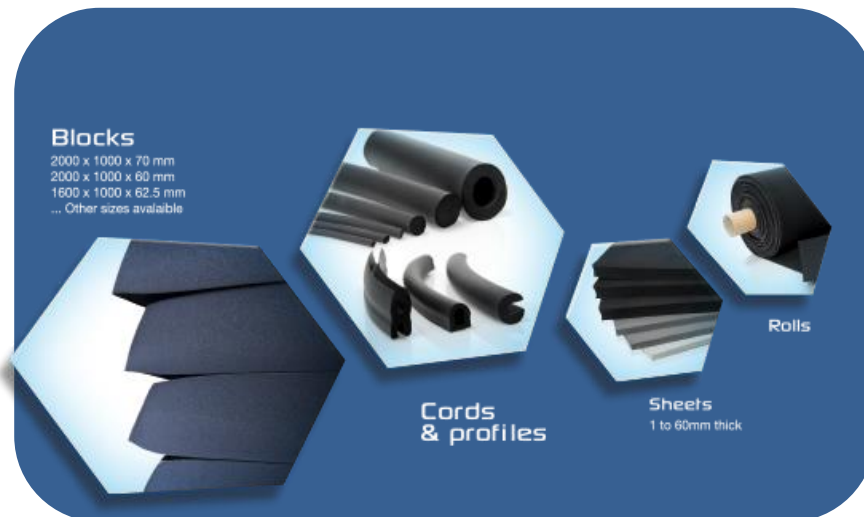
Contact :

Roch Mehay
Industrial Project Manager
+33 450056853
rmehay@groupeseb.com

Group SEB is the worldwide leader in Small Household Equipment, employing 26.000 people around the world. Our story began in 1857 in France with the creation of S.E.B, a pressure cooker manufacturer. Today we are a 4 billion € turnover group built around three main activities : Cookware, Kitchen Electrics and Home and personal care, selling products in almost 150 countries, including Germany.

As a producer, our factories are at the center of our organization, and we want them to remain at the most advanced state of the art in terms of efficiency, monitoring and flexibility. That's why we are interested in the 4.0 factory development, to identify the main technologies and solutions that will ensure us to stay ahead in our industry.

INTEREP



Interrep SAS

11 rue de l'Industrie
43110 Aurec-sur-Loire
FRANCE

www.interrep.fr

Contact:

Pierre Escande
Production and Purchasing Manager
+33 4 77 35 01 69
escande@interrep.fr

Interrep is a worldwide leader on design and manufacturing of closed cellular rubber:

- with 3 industrial implantations Aurec (FR), Leers (FR) & Dongguan (P.R.China),
- 150 employees,
- representative offices in Germany, France and P.R.China.

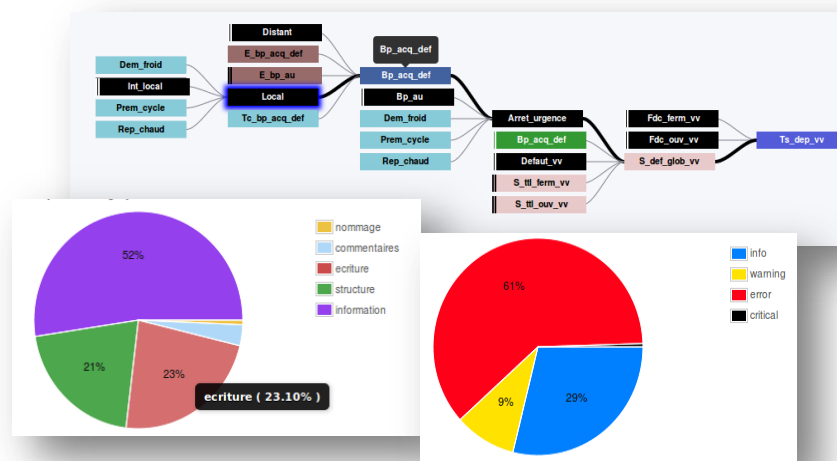
90% of exportation and Germany is one of the biggest European market

Industrie 4.0:

Need to improve our manufacturing, supply chain and tracability

At the moment we have not started any project on Industrie 4.0

Itris Automation



Itris Automation is a software vendor that offers software development tools for Programmable Logic Controllers to complement the PLC vendors' software solutions. Itris' software products automatically verify, convert and generate documentation on a program, targeting both greenfield and brownfield.

Our objective is to help development team improve their programming methods thanks to innovative technology and processes. With a team of 14, we sell software and solutions for the automation industry. Our tools also helps improving legacy installed base and extending their lifetime.

Our global offer, and in particular the *PLC Software Factory* fits into the Industry 4.0 as it enables production managers to connect the software production with their activity. Thanks to our productivity tools they can measure and document software quality in real time throughout a project.

After opening a few accounts in Germany (DÜRR, Manz, Sterigenics...) we decided to work with a distributor who has developed our market, in particular in the automotive sector (BMW, VW, Daimler...). Our next step is to build a subsidiary and reinforce technical and commercial partnerships in Germany.

Our innovative solution is a niche market (turnover of €500 000) and has no competitor so far, but is becoming crucial for companies relying increasingly on software intelligence. We believe that this vision is fully compatible with the principles of Industry 4.0 and will be happy to share it and receive feedback.

Itris Automation Square

2 square Roger Genin
38000 Grenoble
FRANCE

www.itris-automation.com

Contact :

Valerie Fontaine
Export Manager
+33 6 52 69 97 52

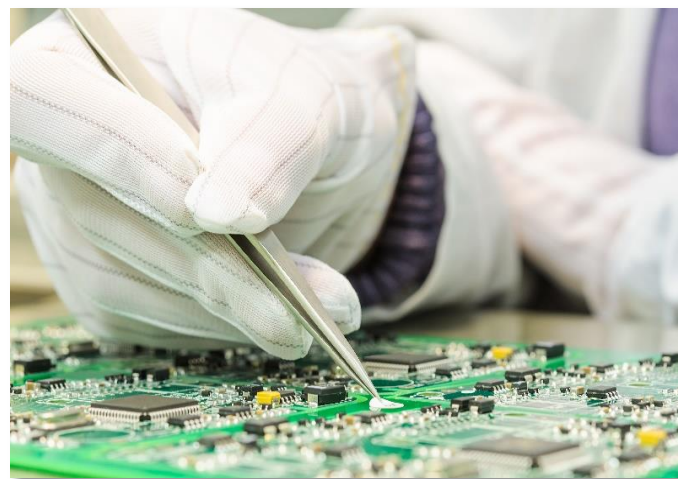
valerie.fontaine@itris-automation.com



LACROIX Electronics



Electronics
LACROIX



LACROIX Electronics France

21 avenue de Bon Air - CS 11502
49115 St Pierre Montlimart
FRANCE

LACROIX Electronics Germany

Hanns-Martin-Schleyer-Str. 12-14
47877 Willich
GERMANY

www.lacroix-electronics.com

Contact :

Winter Frank
Engineering manager
+49 173 588 9410

fwinter@lacroix-electronics.com

LACROIX Electronics is a high-performing partner in design and Electronics Manufacturing Services (EMS) for more than 40 years. LACROIX Electronics, part of the LACROIX Group, has a turnover of 280 million € and employs 3220 people.

With design centers and factories across Europe, in Germany (Willich), France, Poland and Tunisia. LACROIX Electronics is offering complete industrial solutions from electronic design to manufacturing.

LACROIX Electronics is supporting international customers such as key accounts, fabless companies and start-ups that innovate.

The main addressed markets are:

- industrial,
- healthcare,
- home & building automation,
- automotive,
- and civil avionics & defense

LACROIX Electronics' core competencies are design and manufacturing in embedded systems such as digital, analog, power supply, wireless & radio communication and mechatronics as well as product certification & tests.

Thanks to its expertise and partnership network, LACROIX Electronics is positioned to offer best-in-class Time-To-Market, with a "Custom Design for Manufacturing".

Mecalac



MECALAC

Parc des Glaisins
2 av. du Pré de Challes
74940 Annecy-le-Vieux
FRANCE

www.mecalac.com

Contact:

Bruno Chaléon
Industrial Director & Plant Manager
+33 6 70 48 63 07
bchaleon@mecalac.fr

We design, manufacture and distribute, innovative and quality construction equipment, for various customer segments, with flexibility, profitability and availability as product enhancement values.

Turnover = 100M€

Employees = 450

We have a company in Germany : Mecalac Baumaschinen located in Budelsdorf

My goals are :

- Understand and benchmark the Industrie 4.0 in Germany : what is behind the slogan in terms of technology, organization and benefit.
- We produce small quantity of machines, with a lot of options : how can we integrate 4.0 concepts in order to improve competitiveness, lead time, not only in production process, but overall the process from the customers to the suppliers.

NTN®



NTN SNR

1 rue des usines
BP 2017
74010 ANNECY Cedex
FRANCE

www.ntn-snr.com

Contacts:

Dirk Horstkotte
Industrial Director
NTN Walzlager GmbH (Erkrath)
+49 211 250 80
dirk.horstkotte@ntn.de

Tatiana Ivanova
SNR Walzlager GmbH (Bielefeld)
+49 5219 24000
tatiana.ivanova@ntn-snr.de

NTN-SNR offers a wide range of bearings, housings, transmission seals and linear guides, suited to the needs of the industrial, aerospace and automotive markets.

Around the world, there are 900 people working for the NTN group in R&D.

200 of these are located in Europe. Based in Annecy (Haute-Savoie, France), they work to support the technical teams that have been set up in each subsidiary in the group, in order to be as close to customers as possible.

This method of organization enables us to remain close to customers and responsive to their needs. It also promotes discussion and getting the full benefit from the industrial, automotive and aerospace teams.