



Press Release

New sales structure ensures proximity to the customer.

The ebm-papst business unit Industrial Drive Engineering is still growing. A sales network was established in April 2016 in order to offer even more proximity to the customer in the region. Previously, sales activities were concentrated primarily on classic OEM applications. A sales network has now been set up as an additional market access for smaller and medium-sized consumers. This offers proximity to the customer, because direct contact partners are provided on location in each of the five defined sales regions. "In this way we can better establish and develop long-term customer relations. Fast reaction times and short paths are important to us. We guarantee fitness for transport in 48 hours, from one unit, for preferences established in the standard program", says Sales Manager Patrick Christleven.

Using the ebm-papst construction kit principle, the customer can configure his drive system in a power range from 13 - 750 Watts. The base module motor can be set up with other components like transmission, electronics, brakes and accelerator in a complete drive solution. ebm-papst Industrial Drive Engineering - highly efficient quality products from one source.

For more information www.ebmpapst.com/industrialdrivetechology



Image 1: Preferences from the standard construction kits are fit for transport in 48 hours (ebm-papst)

About ebm-papst

The ebm-papst Group is the world's leading manufacturer of fans and motors. Since it was founded, the technology company has continuously set global market standards. Developments have ranged from electronically controlled EC fans, through aerodynamic improvements of fan blades, and on to the resource-conserving selection of materials, with sustainable materials being just one option.

In fiscal year 2015/16, the company achieved sales of almost €1.7 billion. ebm-papst employs approximately 12,500 people at 18 production sites (in Germany, China, the United States and elsewhere) and in 57 sales offices worldwide. Fans and motors from the global

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market leader can be found in many industries, including ventilation, air conditioning and refrigeration, household appliances, heating, automobiles and drive engineering.

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