

SMT expands to North America

On 01.04.2008 the specialist for reflow soldering systems from Wertheim opened a new branch in the USA. This step had become necessary in order to meet the demands of the ever-growing business in America and to ensure optimum care of our customers on the other side of the Atlantic. Manfred Maehl, branch manager in Glen Allen, Richmond (Virginia), has a great deal of specific market experience at his fingertips and is an absolute specialist for soldering systems. Not only the sales of Soldering systems that include a Full Service program fall under his management, our corporate philosophy has also been transferred across the big lake. In other words, environmental awareness has become a major issue "over there", an awareness that is reflected in SMT systems by low, resource-saving consumption and a particularly high rate of energy efficiency.



SMT North America Inc. (left to right):
Hans-Günter Ulzhöfer, Shareholder and CEO
Manfred Maehl, President
Raimund Faber, General Manager Sales & Marketing

As is the case in Germany, all SMT equipment and know-how is at the disposal of every American customer or interested party in a Competence Centre where new products, new developments or improvements can undergo extensive practical testing. This means customers do not need to create their own capacities within the company and that they receive suitable practical results in the shortest possible time. Of course it is not possible to manage the enormous distances from just one central point. For this reason there is an additional "action force" spread over 18 territories right across the country to ensure the necessary proximity to the customer.

Further information:

SMT GmbH & Co. KG

Roter Sand 5

97877 Wertheim

Phone: 09342-970-0

e-Mail: a.tagscherer@smt-wertheim.de