



Business Development

Global Business Support (GBS) offers technology focused small and medium sized firms the opportunity to establish themselves in the North American Market Place. Our approach lowers your risk and your cost:

- Manufacturer Representative for machine tool companies
- Sales and marketing services
- US subsidiary management and personnel recruiting
- Joint venture establishment
- Market studies and business planning
- Shared office space with a full range of office services
- Accounting, finance, taxes
- Payroll and benefit management
- Personnel placement
- Engineering services and personnel
- Relocation assistance, including cross cultural seminars
- Bilingual legal support
- Translations
- Trade show organization

More than 10 companies and government organizations have successfully engaged GBS as their bridge to North American business.

Machining of Castings by Gruener - Germany

GRÜNER Casting machining



- Aluminum
- Magnesium
- In-house developed and built equipment with high efficiency
- Washing-testing and assembly

www.gruener-systemtechnik.com



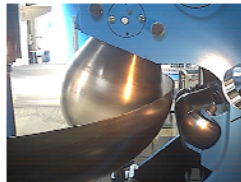
Representative for

H.SCHREINER



- Leak testing
- Test instruments
- Turnkey machines
- Line engineering
- Assembly design

smt | schleifstein



- Dishing presses
- Flanging machines
- Circular sheets
- Other shears
- Sheet lubrication
- Sheet cleaning

TEENGINEERING



Machines for:

- Tube roll forming
- Tube welding—Laser-TIG-Plasma
- Tube cutting
- Elbows & T-sections

DROSSBACH Corrugated Pipe Solutions



Machines for:

- Flexible metal pipes
- HVAC & Chimney
- Vehicle exhaust

SCHNUTZ



Machines for:

- High efficiency levelers for coils & strips
- Pull through levelers
- Warm strip leveling
- Perforated sheet leveling



Your Partner in USA, Canada Mexico & South America

Experience and Trust

We offer a proven concept to support your business in America & Europe

Specializing in

Machine Tool
Forming, Welding,
Packaging, Measuring & Testing
and Power Train Technologies

International
Marketing - Sales - Production

Experience

Peter Beierling

Education: Apprenticeship in export sales with Krupp Stahlexport, Duesseldorf, Germany. Economics degree from the University of Paderborn, Germany.

Professional experience: Industrial turn key projects with Krupp (two years); International Labor Organization (United Nations) Mexico (two years); General manager of family machine tool business (five years); Regional sales manager for LEICO metal forming machines (one year); Relocated, established and grew the LEICO U.S. subsidiary in Detroit, MI as President (five years). Languages: skills: Fluent in German, English and Spanish, some French. World wide business experience with strong sales results. Wide ranging network of contacts after 14 years of business in the USA.

Member of the Board of Directors for four years at Mueller Weingarten Corporation.

Birgit Beierling

Education: B.A. in International Trade and Languages from Eastern Michigan University. Operations Manager for manufacturer of industrial control systems and importer of European equipment (five years); Sales & Marketing of ERP (Enterprise Resource Planning) Solutions to small & medium sized manufacturing companies in the US (twenty-two years) with focus on the automotive industry. Fluent in German and English. Strong US business experience

Company

GBS was established in March 1999 and is located in Novi, MI, a metro Detroit suburb in the heart of the automotive industry. Our offices are located just 30 minutes from the GM Tech Center in Warren and Pontiac, the Chrysler World HQ in Auburn Hills, the Ford Motor Company and many Tier 1 Suppliers. The trilingual GBS management team takes care of day-to-day business for GBS and its partners. We assist you in defining your market entry and growth strategy and support you in the marketing and sales of your products.

Fully equipped conference room facilities, office space, telephone answering, administrative support etc. are available. We have a proven record of sales.

Our combined technical and commercial services ensure your successful future in the Americas and Europe!

References

GM, Ford, Pures (DCX subsidiary for exhaust systems), Magna, Eberspaecher NA, Mahle Filter, New Venture Gear, Metaldyne, Behr America, Linde Forklift, Allison Transmission, TAF-Thuringen, ZF, HayesLemmerz, Alcoa, Noble International, Borg Warner, Bekum NA, GETRAG, JCI, Lear, Duravent, Transform, Benteler, Faurecia, ArvinMeritor, LuK and many more.

Further references upon request

Network:

Extensive, established network & long term relationships with business associates and partners throughout the Americas and Europe. **A cornerstone for your success.**

German American Chamber of Commerce of the Midwest, Detroit Regional Chamber of Commerce, Michigan Economic Development Corporation, PMA, Tube & Pipe, SAE, SME.

Results

- Establishment and management of seven subsidiaries
- Start up of a tube and a transmission parts manufacturing company including sales, plant engineering and management
- Long term, continuing support of European suppliers with technical and commercial personnel (bilingual and local)
- Start up help for a DaimlerChrysler subsidiary for exhaust systems for class 8 trucks
- Manufacturer's representative with proven sales records
- Originated and facilitated three Joint Venture startups
- Support of German state trade missions for
 - Thuringia
 - Brandenburg-Berlin
- Sales of more than 150 Mill \$ worth of equipment & services in NAFTA since doing business in the USA.
- Expert business plans for various industries



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