

## „The USA was a milestone for us“

PVS-Kunststofftechnik, based in Niedernhall near Stuttgart, Germany, produces insulation for electric motors and ventilation components using injection molding. For almost 20 years, the company has had a site in Dayton, Ohio, in the Midwest of the USA. In an interview, Managing Director Jürgen Frank tells how Ohio became the fastest-growing location.



**PVS was founded in 1975 as a one-man operation. Today you employ 500 people at four locations. What were the most important stations in your company's history?**

The USA was a milestone for us. It all started when I was approached by a representative of the Dayton Development Coalition during a trade show visit in 2003. This is a regional partner of the JobsOhio economic development agency. In 2004, we received our first order from the USA. However, our customer wanted us to have an address in the USA.

**What was the next step for you in the USA?**

Then I took a map of the USA and drew in all our customers. Dayton was right in the middle. There is a connection to I-70 and I-75 there - one of the most important highway interchanges in the USA. In addition, Dayton has an international airport. One of our customers from Germany was already there. Then I got in touch with my Dayton contact and with JobsOhio and said, „We need a location.“

**How did JobsOhio help you with the location?**

JobsOhio set up a site visit for me: talking to customers and meeting with banks, power providers and insurance companies. So really everything it took. I

also looked at different sites. I haven't experienced this kind of support with a company start-up anywhere else. It was unbureaucratic and fast. That is very important for us, because we are a medium-sized company: We don't have anyone looking after the foreign sites full time.

**Have you also received financial support?**

Yes, we have taken advantage of tax breaks and low-interest loans from the municipality. We've also received grants for expansions and construction projects - and it's all been very unbureaucratic.

**You started with five employees at your site in Dayton, Ohio. Today, you employ 85 people there. How do you see the future?**

The first few years were tough: We first had to expand our customer network. And we also had difficulties finding and training staff. But now we're seeing 35% growth in Ohio - it's our fastest-growing location. Many of our customers are moving their production from Asian markets to North America. This is because electromobility is also becoming increasingly important in the USA. We believe we are well equipped for this development. This year we will invest a further 15 million euros in the USA. This is a very big investment for us and a clear commitment to the future.

***The economic development agency JobsOhio advises companies on finding a location in Ohio and offers financial support opportunities. Feel free to contact us for a no-obligation consultation!***

JobsOhio Germany  
[www.jobsohio.com](http://www.jobsohio.com)

