

# Stronger presence in the USA



KNOLL Maschinenbau is a global player whose filter systems, pumps, conveyor and transport systems are widely used in all the major industrial nations. North America is one of the most important markets that KNOLL serves with its own subsidiary. A new location in Dallas, North Carolina, will be inaugurated on September 30. It offers expanded opportunities for on-site production and spare parts supply.

KNOLL Maschinenbau, Bad Saulgau, has been active in sales and service on the North American continent since 1996. Since 2017, these tasks have been handled by its own subsidiary, KNOLL America Inc., located in Madison Heights, Michigan. KNOLL America has grown significantly since then.

To create a foundation for further growth, KNOLL management decided to move to Dallas, North Carolina, and to build their own building, one that is optimally tailored to their operational requirements. This move demonstrates KNOLL's intention to make a long-term and strong commitment to the North American market.



Lothar Burger, CEO of KNOLL America, is an experienced professional with more than 28 years of experience in establishing and managing German subsidiaries in the United States. He has been with KNOLL America since 2019.

## Improved infrastructure and more space

"Our new location in Dallas, NC, provides an ideal foundation for further growth," argues Lothar Burger, CEO of KNOLL America. "We benefit from a solid infrastructure, including a large airport with direct flights to Germany and a broad network of domestic connections. From a logistical standpoint, the new location enables us to reach approximately 80 percent of our customers on the same day."



KNOLL Managing Director Matthias Knoll: "Our new branch in Dallas reinforces our long-term commitment to the American market."

With the new building, KNOLL America is expanding its available space from 800 to 3,000 square meters. "This will allow us to expand our spare parts warehouse and to provide space for the production and assembly of our products that are most popular in the US." These are primarily the K and P conveyor systems, the KF and VRF compact and vacuum filter systems, the booster trolleys, and the high-pressure pumps.

### On-site assembly

"The assembly site is being set up in several defined phases," says Lothar Burger. "We have already started repairing and assembling KNOLL pumps – we will continuously expand this area and increase its capacity."

In the second phase, the final assembly of standardized conveyor, filter, and high-pressure systems will start. This step will form the basis for the subsequent third phase, which aims to localize components as well as to procure locally available components.

In the medium to long term, comprehensive measures for further localization are also planned. The aim is to increase regional value creation, to make processes more efficient, and to significantly improve responsiveness to customer requirements on site.

#### Focus on customer benefits

Customers in North America will benefit from on-site assembly, improved availability of spare parts, and an expanded US-based service team that can respond quickly without restrictions due to time zone differences.

Matthias Knoll, Managing Director of the parent company KNOLL Maschinenbau GmbH in Bad Saulgau, emphasizes: "The decision to invest in our own land and building underscores our long-term commitment to the American market and to our customers, partners, and employees alike. It is an investment in sustainable growth, technical excellence, and lasting partnerships."

The official inauguration of the new KNOLL building in Dallas, NC, will take place from September 30 to October 2,

2025. As part of the celebrations, tours of the building will be offered, during which visitors will be able to see KNOLL's latest technologies and equipment up close. The focus will be on innovations in manufacturing, particularly in the areas of chip management and recycling, bypass solutions for clean coolant tanks, minimum quantity lubrication systems to reduce maintenance requirements, as well as sophisticated chip separation and sorting processes.

# Employee development – a cornerstone of success

Lothar Burger explains: "Our vision for the future is to provide the North American market with the best manufacturing technology and to further increase KNOLL's brand awareness – building on the momentum we have created through innovation, customer focus, and operational excellence." This Managing Director of KNOLL America considers the commitment to continuous employee development to be equally important. "Investing in workforce development has always been a cornerstone of our success. At the new location, we are launching both a training program for mechatronics engineers and an education initiative aimed at equipping our team with the skills they need to meet evolving market demands."

#### KNOLL Maschinenbau GmbH

KNOLL Maschinenbau is one of the leading suppliers of conveyor and filter systems for chips and cooling lubricants in metal processing. Highly flexible transport systems supplement KNOLL's product range. With its comprehensive range of products, KNOLL develops complete systems and system solutions with centralised or decentralised functions. Since 1970, KNOLL has stood for innovation, progress and growth.

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