



PRESS RELEASE

WIKUS Annual Review 2023 and Outlook for 2024

The 2023 financial year was a very special one for WIKUS-Sägenfabrik Wilhelm H. Kullmann GmbH & Co.: the traditional company celebrated its 65th anniversary and continued its successful path of internationalization. WIKUS Italia was launched in summer 2023 and in Mexico additional milestones were reached for WIKUS Sierras Cintas.

Spangenberg, January 8, 2024: — In 2023, WIKUS celebrated 65 years of tradition in the sawing industry. The *Sägenfabrik's* long-standing expertise is not only reflected in its high-performance band saw blades and precision circular saw blades. The past year was also marked by the addition of digital tools. This gives customers an even more comprehensive service beyond sawing tools and consultation.

Digital tools increase efficiency and reduce costs

In addition to the existing online cutting data program [ParaMaster[®]](#), which is constantly updated, or the [3D-Showroom](#), this year WIKUS also developed additional tools for the improvement of efficiency and cost savings.

For example, the automated ordering and inventory management system [WlstockIT[®]](#) was improved upon. The optimized mobile app-based system has been available since September 2023. It replaces the previously stationary, RFID-based components and enables greater flexibility in the procurement and logistics of band saw blades – now also for band saw blade rolls. The system has already been successfully implemented for various customers, such as our international customer [Uddeholm AB](#). Since the introduction of the system, the company has benefited from the automated supply of materials and a massive increase in the efficiency of ordering processes.

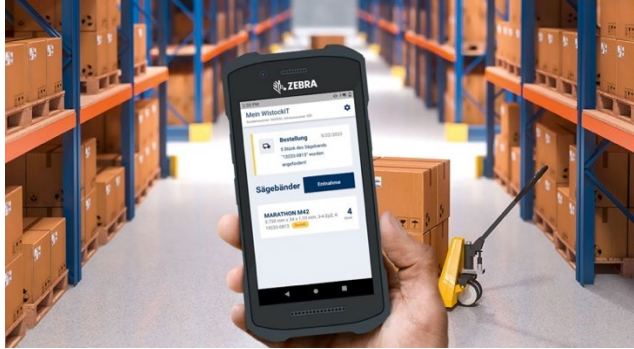


Figure 1: WistockIT® reduces costs along the entire purchase-to-order process and supports customers on their path to becoming an automated, digitalized production company.

With the new [WIKUS Remote Service](#) WIKUS has expanded its technical support to provide immediate assistance with sawing challenges. From now on, the sawing experts from WIKUS can get a look into the customer's direct production environment using audiovisual telephony. A look at the machine or sawing tool directly results in a problem analysis. A solution can then be implemented quickly and uninterrupted production ensured.

New production processes for the highest quality standards

In order to ensure smooth operation of the sawing tools and the highest quality at all times, production procedures are continuously adapted to the latest technical standards. In 2023, WIKUS optimized the coating process for the [KREOS®](#) precision circular saw blade. The technical properties of the saw blade have remained the same; only the appearance is new.

Other band saw blades with dimensions starting at 13 mm in band thickness were also converted to WIKUS inline production. [MARATHON® M42](#), [PRIMAR® M42](#), [PROFLEX® M42](#), [SKALAR® M42](#) and [SELEKTA® GS M42](#) now feature Superfinishing with increased manufacturing quality and fatigue strength as well as improved product quality.

Award-winning results

It's not just WIKUS' products that are outstanding: The company itself ranks among the leaders in the nationwide ranking for modern working models and sustainable workplaces. This has been confirmed, for example, by the ["Germany's 2023/24 Companies of the Future" award](#) from the news magazine STERN and the HR marketing experts at Territory Embrace. WIKUS achieved an overall rating of 4 out of 5 stars.

WIKUS was also able to win over the EcoVadis rating agency for the second time for its sustainable and ethical business and procurement activities in line with ESG criteria. The platform rated WIKUS better than 56 percent of the approximately 100,000 companies that took part worldwide and recertified the *Sägenfabrik* with the bronze medal. With this, WIKUS is building on its first successful certification in 2021.

Event highlights for EMO 2023: in Hanover and Spangenberg

Sustainable and forward-looking action by companies were also the key themes at EMO 2023 in Hanover. At the leading trade fair for metalworking, WIKUS presented its innovative sawing solutions, sustainable product highlights for purchasing and procurement, as well as environmentally friendly measures that are being implemented at the company headquarters in Spangenberg.



Figure 2: The KREOS® precision circular saw blade was in action digitally at EMO 2023 and attracted a lot of attention as a hologram.

International customers from the USA, Canada, Mexico, Northern Europe, and Thailand, among others, were able to witness these measures for themselves during their visit to WIKUS:

The guests were given a thorough insight into the production halls, modern inline production, and the company grounds. Exclusive guided tours made it possible to share technological know-how with customers, while intensive discussions cemented existing partnerships and created new ones.

WIKUS on its path to international success

In 2024, WIKUS will continue to focus on its proximity to customers and the optimization of their sawing processes – internationally as well. For example, WIKUS is opening up new markets by expanding and establishing new international locations as part of its long-term success. This ensures that the Sägenfabrik has a presence in important sales countries and can react flexibly to country-specific customer requirements.



Figure 3: Karsten Gutke (left) is the third non-family managing director to lead the group in Germany alongside Jörg Utech, Dr. techn. Jörg H. Kullmann, and Michael Möller (from left to right).

Since March 2023, WIKUS has expanded its management team in Germany to include Karsten Gutke in the “Production and Maintenance” division. The new management structure is intended to ensure the successful development of the group to meet diverse market requirements. In Austria, WIKUS AUSTRIA has established itself as part of the Sägenfabrik’s decentralized, international sales strategy: the subsidiary [celebrated its tenth anniversary](#) in 2023. WIKUS continued its successful internationalization with the launch of WIKUS Italia in summer 2023 and the founding of WIKUS SIERRAS CINTAS in Mexico.

“The cornerstone of our company is the people who work there and contribute their expertise and passion every day. They are the ones who make WIKUS’ success possible. This makes it all the more tragic when we have to say goodbye to our colleagues. Georgi Jossifov, Managing Director of WIKUS Saw Technology, Corp., passed away in October 2023 at the age of just 46. Under his visionary leadership, our subsidiary in the USA has achieved impressive success. He has made a significant contribution to the expansion and development of the entire WIKUS Group in North and South America. We deeply regret this loss,” says Michael Möller, Managing Director of the Corporate Group and Sales division at WIKUS.

Outlook for 2024: A focus on the customer with closely interlinked partnerships

The eventful year of 2023 has once again demonstrated that WIKUS is on the right track with its goal of being more than just a tool manufacturer. As a holistic partner and solution provider for optimized sawing processes, WIKUS will continue to place the customer at the center of all its activities in 2024. Driven by the further development of products in the past year, 2024 will be all about innovation and the utmost quality.

“We would like to thank all our customers and partners for the excellent cooperation over the past year. Together, we have successfully implemented many projects and look forward to achieving further milestones with you. In the future, we will continue to develop innovative solutions to your challenges, further strengthen our partnerships, and pursue the expansion of our international sales,” says Michael Möller.

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About WIKUS

WIKUS – TOP QUALITY “MADE IN GERMANY”

WIKUS is one of the world market leaders in metal sawing and Europe’s largest band saw blade manufacturers. Customers from steel production/trading, foundries, machine/tool making, aerospace, automotive, construction, energy, and many other industries rely on the highly efficient solutions of WIKUS.

With the best input materials, state-of-the-art production procedures, and ongoing quality controls, WIKUS Sägenfabrik from Spangenberg in northern Hesse has been guaranteeing the highest standards in the production of high-tech band saw blades since 1958. The family-run company also sets considerable product and technology trends in the market thanks to its innovative prowess. In addition to its high-performance product range, WIKUS offers comprehensive service packages tailored to the respective product. Partner companies as well as sales and service companies worldwide offer qualified personal support on site.

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