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Solukon announces distribution partners in the US

The US AM market is one of Solukon's core business areas alongside with Central Europe. To further strengthen its presence in the US market and to offer Solukon's US customers a local contact, Solukon cooperates with five trusted distribution partners from the United States.

Since the introduction of the SPR® (Smart Powder Recuperation) depowdering technology in 2015, Solukon is the known pioneer and market leader in industrial depowdering in additive manufacturing. To strengthen its market position, Solukon has already concluded distribution partnerships in Europe (e.g. Benelux, UK), Asia-Pacific (e.g. Korea, Australia) and Canada in the past one and a half years. Now, strategic partnerships with five U.S. companies follow, dividing the sales area by state.

West Coast: DMARK Corporation

In the western USA, Solukon is now represented by DMARK Corporation. The company, based in Los Alamitos, California, now serves Solukon customers and prospects in the states of Washington, Oregon, California, Nevada and Arizona. Since 1987, DMARK has been providing manufacturers with the finest in CNC Machine Tools and Additive Manufacturing Equipment. DMARK's team represented by VP & General Manager Robert Serrano are dedicated to helping their customers realize maximum productivity from their equipment investments.

Central US States: Hartwig Inc.

For the states in the middle of the US Solukon partners with Hartwig, Inc.. The contractual area of Hartwig covers the entire geographic area of the states Idaho, Utah, Montana, Wyoming, Colorado, New Mexico, North Dakota, South Dakota, Nebraska, Kansas, Oklahoma, Texas, Minnesota, Iowa, Missouri, Louisiana and Illinois.

Hartwig, Inc. is the Midwest's largest machine tool distributor based out of St. Louis, Missouri committed to helping manufacturers control their destiny every day. Since the company's founding in 1960 the Hartwig team has installed over 12,000 machine tools for its customers. Hartwig is known for their manufacturing solutions and support of turning, milling, grinding, EDM, and Additive Manufacturing. In the field of AM, Hartwig already partners with EOS with whom Solukon also has a strong partnership. The Solukon activities at Hartwig will be coordinated by Jens Kautzor, Additive Manufacturing Sales Engineer at Hartwig.



States around Lake Michigan plus Ohio, Kentucky and Mississippi: MAHAR

The distribution area of MAHAR Tool Supply Company, Inc. includes the states Wisconsin, Michigan, Indiana, Ohio, Kentucky and Mississippi. Since 1947 MAHAR has been a full-service tooling support partner, providing solutions for their customers from industries like automotive, medical or energy. MAHAR's programs range from basic traditional supply to full commodity management programs. President Michael Kovalski is responsible for the consulting of Solukon prospects and customers in the MAHAR region. In addition to the US states mentioned above MAHAR will also be the trusted Solukon agent for Mexico, Costa Rica and Puerto Rico.

North- and South-East: Phillips Corporation

The North- and South-East of the US will be covered by additive and machining expert Phillips Corporation. The company distributes Solukon machines in the states Maine, New Hampshire, Vermont, New York, Massachusetts, Connecticut, Pennsylvania, New Jersey, Delaware, Maryland, West Virginia, Virginia, Tennessee, North Carolina, South Carolina, Alabama, Georgia and Florida. Phillips, represented by EOS Product Manager Tim Grein, supports the future of manufacturing by providing unparalleled service, expertise, and innovative thinking for both subtractive and additive manufacturing processes. In AM Philips already features machines from EOS, among others.

Governmental Agencies in the US: BahFed

Nationwide, Solukon partners with Portland-based company BahFed Corp to supply federal, state and local government customers with Solukon depowdering stations. BahFed holds several GSA Schedules and is a NASA SEWP V contract holder, allowing the company to serve government agencies and organizations throughout the United States.

All US Solukon distribution partners will report to Michael Sattler, Global Sales Director at Solukon who is also responsible for the global reseller network. "As pioneer and market leader in depowdering it is important to us, that customers and prospect receive the best possible consulting service wherever they are located in the world. Partnering with DMARK, Hartwig, MAHAR, Phillips and BahFed will not only eliminate the time shift effects but gives every US prospect a regional depowdering contact person nearby", says Michael Sattler.



Solukon US distribution partners starting in May 2023

The Certified Solukon US Distribution Partners start their consulting and sales activities in Mai 2023. In addition to their service, the companies may also represent Solukon at trade fairs in their sales region. However, Rapid + TCT like Formnext will remain a Solukon exclusive event since it is the most important trade show in the US for the German depowdering expert.

Images:

Image 1: Solukon US distributors sales area



About Solukon

Solukon Maschinenbau GmbH is a German high-quality supplier of powder removal and processing systems for metal and polymer additive manufacturing. Founded in 2015 by Andreas Hartmann and Dominik Schmid, the company, located in Augsburg, has extensive experience in the development of AM systems and related peripheral equipment, and offers a full range of industrial powder processing systems. Since 2022 Solukon offers an intelligent software for automated depowdering of laser-melted metal parts as exclusive licensee, the SPR-Pathfinder®. Solukon products meet the highest functionality and safety standards and are approved for safe and reliable removal of tough-to-handle and reactive materials such as titanium and aluminum.

Solukon is present on four continents. The systems are trusted by leading manufactures of 3D-printing systems, like EOS, SLM Solutions and AMCM, by institutions like NASA and Cern as well as by companies like Siemens and Ariane Group.

Solukon Maschinenbau GmbH

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