

PRESS RELEASE

For immediate publication!

Establishment of the optical fibre network of the future

Langmatz: The system supplier for FTTH/B products is expanding its market presence in Austria

Garmisch-Partenkirchen, 1 July 2019 – With many years of experience in numerous expansion projects, Langmatz is one of the leading system suppliers of all-in-one technical solutions in optical fibre expansion throughout Europe. The portfolio of the Garmisch-Partenkirchen-based company includes a wide range of high-quality FTTH/B products (Fibre To The Home/Fibre To The Building). Over 94 percent of the company's in-house production is exclusively "Made in Germany". The mid-sized company is on a continuous growth trajectory in Germany as well as in Austria, so much so that Langmatz has recorded double-digit sales growth in the Austrian market in the last two years.

"Strategically seen, as a company with many years of experience in expansion projects, we wish to help to drive forward optical fibre expansion in Austria. We have now adapted the showroom concept that we have been successfully operating for many years at our headquarters in Garmisch-Partenkirchen for our Vienna site, to ideally showcase the benefits and quality of our FTTH/B products to our end customers," explains Christian Aigner, Sales Manager Austria. Langmatz is therefore showcasing a wide range of its key energy and traffic engineering products, as well as its telecommunication products – focussing on broadband expansion – in the showroom that has just opened. The spacious premises offer the perfect backdrop to display and discuss with customers the original complex products that require extensive explanation and also to hold meetings with larger groups of people in the conference area.

Visitors from throughout Austria

Christian Aigner, together with the Managing Director, Sales Director and Marketing Director who had travelled in from Germany, welcomed a large number of customers and partners from Austria. Many took advantage of the opportunity to hold one-to-one discussions and share technical knowledge and experiences at the relaxed get-together.

Alongside the Austrian sales partners NT & IT, Fionis and Steinbacher, the visitors included representatives from energy providers, network operators and city and town councils. “Our end customers are looking for future-proof solutions for network expansion that we are able to guarantee with our quality products,” stresses Christian Aigner. Langmatz was therefore able to secure the two largest framework tenders for manholes until 2020. The Garmisch-Partenkirchen company is currently supplying its FTTH/B products in all nine federal states of Germany for ongoing optical fibre expansion projects. Langmatz is currently completing a major project with 500 optical fibre distributors in Upper Austria together with its sales partner NT & IT for the internet provider Infotech.

Broadband expansion for Austria

With its slogan “fibre future”, Langmatz is offering a complete solution with coordinated products for FTTB/H optical fibre expansion in Austria. They include protection and monitoring systems, central office optical distributors, polycarbonate manholes, above-ground optical fibre network distributors, underground distribution systems, building cable & pipe entry systems, and optical distribution and termination boxes. Polycarbonate manholes, which are used as cable draw manholes, telecommunication distribution points and underground distribution systems and have also made a name for themselves in FTTB/H projects, form a central component of the portfolio. Langmatz is the market leader in polycarbonate manholes – both in Germany and in Europe.

The specialist for technical system solutions

Langmatz has been developing and manufacturing high-quality products for the telecommunication, energy and traffic engineering sectors since the 1960s. The company invests heavily in development to further advance its product range to meet customer requirements and also has a high rate of in-house manufacturing. Apart from manhole systems, underground distribution systems and components for optical fibre expansion, the Garmisch-Partenkirchen company also produces outdoor cabinets and pedestals, signal requesting devices, radio ripple control receivers, fuse boxes, street lights, bird protection equipment and products for tunnel construction.



Further information can be found at: <https://langmatz.de/en/>

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