

## Press Release

Langewiesen, September 2018

# Opening of new market potentials for quartz glass in South America

**Distribution company with headquarters in Brazil enlarges its portfolio with quartz glass tubes, quartz glass rods and translucent quartz tubing by Raesch Quarz (Germany) GmbH.**

As of 1st September 2018, the MBC Trade is marketing the high-tech products of quartz glass specialist Raesch Quarz (Germany) in South America. With MBC Trade Raesch has won a highly competent new sales partner as the Brazil-based company has been a successful provider for UV lamps, UV components and UV equipment, and the UV market is a key market for quartz glass products.

The Raesch Quarz (Germany) GmbH develops, manufactures and distributes quartz glass tubes, rods and translucent quartz tubing. Resize tubes and other quartz glass components complete their comprehensive portfolio. These build the foundation for unique system solutions for the semiconductor industry, for manufacturing optical fibres and for the chemical industry. Thanks to the connection with their new sales partner MBC Trade, Raesch Quarz (Germany) GmbH is going to expand their presence in the South American market significantly.

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Alexander Frisch, managing director of Raesch Quarz (Germany) GmbH, is very satisfied with their new sales partner: «For us – as for the whole Hönle Group – the South American market is very important. Especially the automotive industry and the sector semiconductor production are very promising and offer a great potential for our technologies. With MBC Trade we have gained a reliable and experienced partner who has very good contacts, also to these important markets.»

MBC Trade, too, sees an excellent opportunity in working together with the Raesch Quarz (Germany) GmbH: «Our competence and our experience in distributing quartz glass products perfectly matches the products and the strategic direction of the Hönle Group. We are looking forward to a long lasting and successful cooperation.», says Bruno Chaiben, managing director of MBC Trade.