

## Press release

Eltville, 01.04.2026

### Emil Otto expands its international sales network with new partners

**The specialist in fluxes, cleaners, and process chemicals for the electronics and solar industries is continuing to expand its international sales network. With several new sales partners in Europe, Asia, and North Africa, the company is strengthening its presence in key growth markets while improving local support for its customers.**

“These new partnerships enable us to provide electronic fluxes, solar fluxes, and cleaning chemicals for electronics manufacturing and photovoltaic production in the respective markets with a strong focus on customer needs. “Users will not only benefit from improved product availability, but also from local technical consulting, quick response times, and direct support in optimizing their manufacturing processes,” says Markus Geßner, Head of Marketing at Emil Otto GmbH, as he introduces the new strategy.

In Turkey, Emil Otto will be collaborating with Tetratronik Makine Ticaret Limited Şirketi. The company will handle the distribution of fluxes and cleaners for the solar industry. Tetratronik will thus support manufacturers of photovoltaic modules in optimizing their production processes. Mar Electronics Ltd has been acquired as a new distribution partner for the Greek market. The company distributes electronic fluxes and electronic cleaners for applications in electronics manufacturing and offers local support for EMS and OEM companies.

The company is also further strengthening its market presence in the Baltic region. UAB ETAMA will handle product distribution for Estonia, Latvia, and Lithuania. The partner serves both the electronics manufacturing and solar industry sectors and supports customers throughout the region. In Western Europe and North Africa, Emil Otto will collaborate with Metronelec in the future. Through its subsidiaries in France, Tunisia, and Morocco, the company distributes electronics and solar fluxes as well as electronics cleaners for electronics and solar module manufacturing.

In addition, the Indian market will be served by Kämpfer Automation Private Limited. The company will handle the distribution of electronics fluxes and assist electronics manufacturers in integrating the products into their existing production processes.

With these new partnerships, Emil Otto is systematically expanding its international sales structure. The combination of the partners’ local market knowledge and Emil Otto’s long-standing expertise in chemical processes creates a strong foundation for providing even better support to customers worldwide and enabling further growth in the electronics and solar industries.

#### About Emil Otto

Since 1901 "Emil Otto" stands for top quality. As owner-managed company, Emil Otto is committed to the development and manufacturing of high-quality fluxing agents. In particular the fluxing agents for electronics production, strip tinning, cooler construction as well as for galvanizing are used by market leaders at home and abroad.

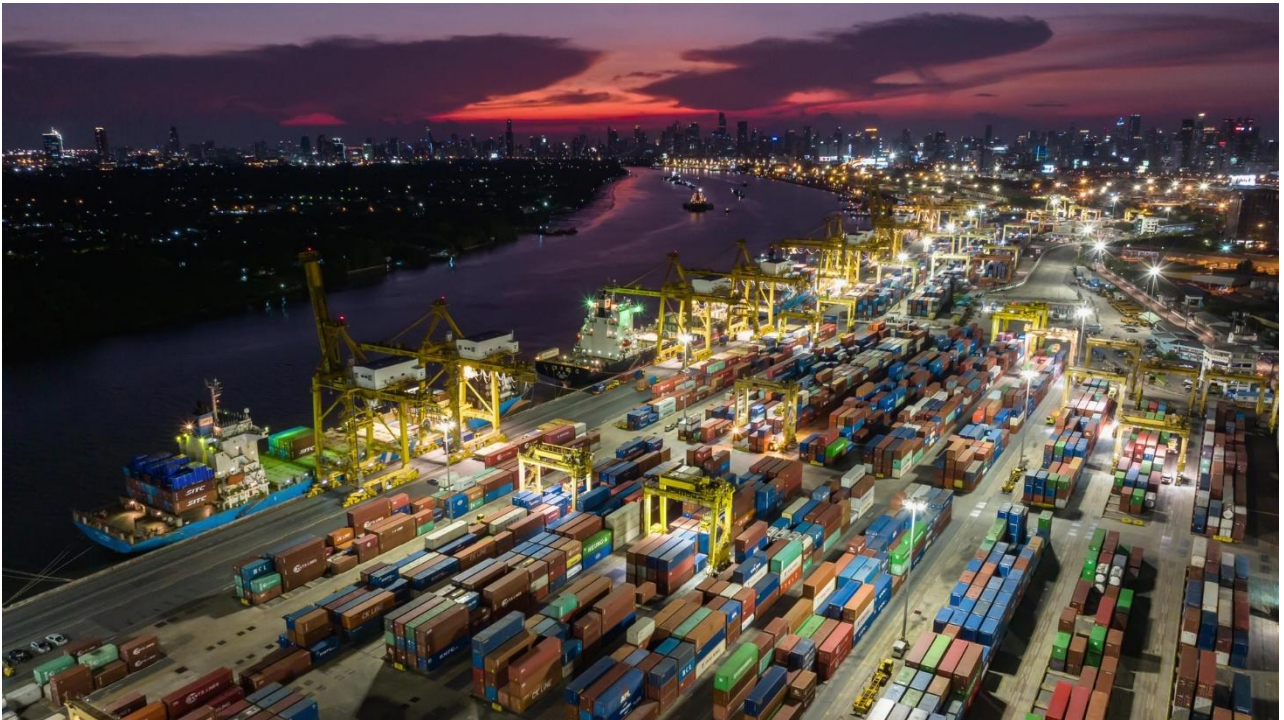
Over the years, reliable products and a high level of customer care have become the signature. The manufacturing takes place in accordance with the latest standards, the quality- and environmental management system has been

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certified for many years. Emil Otto responds with high flexibility to customer requests. Special products or product adaptations are developed and implemented in collaboration with system manufacturers and institutes.

More information: [Quality products for the electronics | metal | solar industries](#)

### Picture:



### Picture caption:

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### Deeplinks:

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