

Western Balkan Purchasing Initiative | 19.06.2018 | Frankfurt



Short Profile Purchaser	Germany	Germany	Germany	Germany	Germany	Germany
Country	Germany	Germany	Germany	Germany	Germany	Germany
Company Name	A&S-Fluidtechnik GmbH	ABM Greiffenberger Antriebstechnik GmbH	Agilent Technologies	Airliquide E&C Solutions Germany	Armaturenfabrik Franz Schneider GmbH + Co. KG	Atlas Copco IAS GmbH
Employees buying company	9	770	>10000	2500	3	800
Turnover buying company in EUR		100 - 110 Mio€	~4 B	700 Mio EUR	20 Mio. €	220
Correspondence Language(s)	e.g. DE / EN	e.g. DE / EN	EN	English and German	DE / EN	e.g. DE / EN - both
Company-Homepage	<a href="http://www.as-fluidtechnik.de">www.as-fluidtechnik.de</a>		<a href="http://www.agilent.com">www.agilent.com</a>	<a href="http://www.engineering-solutions.airliquide.com">www.engineering-solutions.airliquide.com</a>	<a href="http://www.as-schneider.com">www.as-schneider.com</a>	<a href="http://www.atlascopco.com">www.atlascopco.com</a>
What is the Company's Industry / Business Sector		customized drive solutions composed of motor, gearbox, brake and frequency inverter for hoisting technology and warehousing, in material handling and in e-mobility, in biomass heating systems and other markets	life sciences, diagnostics and applied chemical markets		oil and gas, chemical, power industry	## IAS - industrial assembly solution ## joining technology
Are you generally interested in Metal Working? <small>Stamped/ turned/ milled/ pressed/ welded parts, tubes, coils, forging, casting (alu, steel, investment, bronze, iron, grey, spheroidal, ...) etc.</small>	yes	yes	no	Yes	yes, turned-, milled-, pressed parts and forgings in carbonsteels and stainless steel and exotic alloys	yes
Are you generally interested in Plastics / Electronics? <small>pressed, stamped, moulded parts, motors, cable wires, etc.</small>	yes	yes	yes	Yes	yes, plastics turned parts	ye
Are you generally interested in Complementary Goods? <small>O-Rings, screws, ...</small>	no	yes	no	No	yes, screws in carbonsteels and stainless steel and exotic alloys	yes
Are you generally interested in one of the following? <small>paintings, surface treatment, tool construction</small>	no	no	no	No	no	yes
Products of current interest	- industrial rubber hoses, flexible corrugated metal hoses, fittings	shafts; end shields; gear box housing; gears; casting parts(aluminium and iron); turning parts; and generally Metal working	Electronics (cable wires, interconnect assemblies, Contract Manufacturing, EMS), Plastics, Casting (die casting, permanent mold casting); Turned and milled parts (high precision machining)	Manufacturing of pressure vessels and equipments for oil and gas industry, pumps, valves	turned-, milled-, pressed parts and forgings in carbonsteels and stainless steel and exotic alloys trunnion mounted balls and single piston ballseats	CNC-Parts; metal sheet parts
Interested in Mass Production	yes	yes	yes	No	yes, turned parts and forgings in steel and stainless steel	no - batch size 1 to 200pcs
Supplier's Export Share (%)		30 more then 27%	n/a			0.1 #####
Which certificates are a must have for a supplier?	ISO 9001	ISO 9001 actual version or more	ISO-9001	ISO 9001 certificate, U Stamp, ASTM E	ISO 9001	ISO9001 is desirable
Expected turnover of the supplier company in EUR		not applicable	n/a	Depends on products: 100 TEUR to 10 Mio EUR	1 Mio. €	no requirement
Minimum employees the supplier company should have		more then 20	n/a		25	10 no requirement

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Short Profile Purchaser	Germany	Germany	Germany	Germany	Germany	Germany
Country	Germany	Germany	Germany	Germany	Germany	Germany
Company Name	Aug.Winkhaus GmbH & Co.KG	BBG Bodenbearbeitungsgeräte Leipzig GmbH & Co. KG	BLOCK Transformatoren-Elektronik GmbH	Bosch Rexroth AG	Bühler Technologies GmbH	Chr. Karl Siebenwurst GmbH & Co. KG
Employees buying company	2000	ca. 380	1200	30 000	150	
Turnover buying company in EUR	275000000		80Mio. €	5,4 milliarden €	26mio.	
Correspondence Language(s)	e.g. DE / EN	DE / EN	DE/EN	e.g. DE / EN	DE/ EN	DE / EN
Company-Homepage	<a href="http://www.winkhaus.de">www.winkhaus.de</a>	<a href="http://www.amazone.net">www.amazone.net</a>	<a href="http://www.block.eu">www.block.eu</a>	<a href="http://www.boschrexroth.com">www.boschrexroth.com</a>	<a href="http://www.buehler-technologies.com">www.buehler-technologies.com</a>	<a href="http://www.siebenwurst.com">www.siebenwurst.com</a>
What is the Company's Industry / Business Sector	fitting systems for windows and doors	agricultural machinery	electrical	drive and control technology. I am interested in parts for hydraulic and energy cylinders	machinery/ equipment for gas analysis	Mould manufacturer, specialized for automotive industry

<b>Are you generally interested in Metal Working?</b> Stamped/ turned/ milled/ pressed/ welded parts, tubes, coils, forging, casting (alu, steel, investment, bronze, iron, grey, spheroidal, ...) etc.	yes	yes	no	yes, turned, milled parts	Yes	yes
<b>Are you generally interested in Plastics / Electronics?</b> pressed, stamped, moulded parts, motors, cable wires, etc.	yes	yes	yes, Power supplies and PCBA	no	Plastics	no
<b>Are you generally interested in Complementary Goods?</b> O-Rings, screws, ...	yes	yes	no	no	Yes	yes
<b>Are you generally interested in one of the following?</b> paintings, surface treatment, tool construction	yes	yes	no	no	yes / no	no
<b>Products of current interest</b>	zamac diecasting parts (2 gram - 60 gram part weight) metal injection moulding parts powder metallurgy parts cold forging parts, cold rolled steel	welding assemblies, forging parts, casting parts, turning parts, machined parts, fiberglass reinforced plastic, jigs	Transformers, Chokes, Reactors, Switch-Made Power Supplies, PCBA -> as a long term manufacturing partner in addition to our own production	I am looking for suppliers, which can produce small serie from 1pcs till 500pcs and also parts for our orders between 1-5 pcs one time. Turning till 400diameters, milling till 2X1X1m, we have mix parts from pistons, discs, flanges, bushings, plates, hydraulic blocks etc. for cylinders. Row material :steel, custing, alloy steel, Cr4Mo.... We have also machined parts which are burned and rework, thickness till 300mm. Supplier should be flexible to more small series and 1-5 pcs serie	turning/ milling parts, sheet metal parts, moulded plastics, mounting, sensors, white wine	1) Standard parts for tools, enjector pins as example (norm parts) 2) Subcontracting for big parts up to 2500x1500 (5-axis-machining, Erosion, Deep-hole-boring, sufrage treatment et al. Polishing, Hardening, Graining,...) 3) Mould plates / mould frames / ... 4) Raw materials (tool steel, aluminium)
Interested in Mass Production	yes	yes	yes	no request	depends	no
Supplier's Export Share (%)	0.65	-	-	no request	0.85	no requirement
Which certificates are a must have for a supplier?			ISO9001 or similar, experience with UL	ISO9001	depends, but ISO 9001 ist a must.	ISO9001 should be available
Expected turnover of the supplier company in EUR	more than 1 Mio EUR	-	-	no request	doesn't matter	no requirement
Minimum employees the supplier company should have	20	-	-	no request	doesn't matter	no requirement

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Short Profile Purchaser	Multinational	Germany	Germany	Germany	DE	Deutschland
<b>Country</b>	Multinational	Germany	Germany	Germany	DE	Deutschland
<b>Company Name</b>	CLAAS	Conmetall Meister GmbH	Coperion GmbH	CW Bearing GmbH	dexpro GmbH	DIEFFENBACHER GMBH Maschinen-Anlagenbau
Employees buying company	11300	20	800	200		25
Turnover buying company in EUR	3.8 b€	200,000,000.00	500,000,000.00	140 Mio €		29 Mio
Correspondence Language(s)	EN	e.g. DE / EN	DE / EN / RU	DE or EN	DE, EN, SRB	e.g. DE / EN
Company-Homepage	<a href="http://www.claas.com">www.claas.com</a>	<a href="http://www.conmetall.de">www.conmetall.de</a>	<a href="https://www.coperion.com/de/">https://www.coperion.com/de/</a>	<a href="http://www.cwbearing.de">www.cwbearing.de</a>	<a href="http://www.dexpro.eu">www.dexpro.eu</a>	<a href="http://www.diefenbacher.de">www.diefenbacher.de</a>
What is the Company's Industry / Business Sector	Agricultural Machinery	Sanitary	Extrusion machines producing	Mechanical Engineering; Automotive; electrical engines	CNC Drehen/Fräsen+Stahlbau+Blechbearbeitung	Wood- / car industrie
<b>Are you generally interested in Metal Working?</b> Stamped/ turned/ milled/ pressed/ welded parts, tubes, coils, forging, casting (alu, steel, investment, bronze, iron, grey, spheroidal, ...) etc.	yes	yes	yes	yes - for own developed tools	yes	yes
<b>Are you generally interested in Plastics / Electronics?</b> pressed, stamped, moulded parts, motors, cable wires, etc.	yes	yes	no	no	no	no
<b>Are you generally interested in Complementary Goods?</b> O-Rings, screws, ...	no	yes	yes	no	no	yes
<b>Are you generally interested in one of the following?</b> paintings, surface treatment, tool construction	no (suppliers of parts have to have integrated painting, st or tooling...)	no	maybe	no	yes	yes / no
<b>Products of current interest</b>	welded assemblies for agricultural machines, casted, forged and machined components, hydraulic accumulators, plastic thermoforming, rotomoulding, injection molding	toilet seats, sanitary taps, hand showers, brass fittings, malleable fittings, bathroom ceramics, plastic drain pipes	please, list here all products you are currently looking for	turning parts (shafts, bushing) with low tolerances and measurements (e. g. Ø 5,8mm x 43,8mm)	CNC Dreh- und Frästeile, Blechteile mit Schneiden, Biegen, Schweißen, Beschichten	welding frames, turned part, milling parts,
Interested in Mass Production	no (our annual quantities are from 50 to 5000 pieces)	yes	no	yes and no (depends on projects)	yes	no
Supplier's Export Share (%)	50% minimum	-	-	-	-	-

Which certificates are a must have for a supplier?	ISO9001 or other	EN997 + EN14608 for ceramics, EN1112 for hand showers, EN817 for sanitary taps		ISO 9001, 9100x 16949, 14001		welding certificate, DIN-certificate
Expected turnover of the supplier company in EUR	10M€	-		300000		
Minimum employees the supplier company should have		200	-			

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Short Profile Purchaser		Germany	Germany	D	Germany	Germany
Country		Germany	Germany	D	Germany	Germany
Company Name	Diehl Defence GmbH & Co. KG	DUMA-BANDZINK GmbH - SMS Group	Element System GmbH	Elotherm - SMS Group	FATH GmbH	GEA Farm Technologies GmbH
Employees buying company	50	55		250	9	< 600 in Bönen < 18.000 worldwide GEA Group
Turnover buying company in EUR	300 Mi. EUR	25000000		55	27,3 Mio. €	4.6 Billion EUR
Correspondence Language(s)	e.g. DE / EN	DE / EN	e.g. DE / EN	DE, EN	DE / EN	EN / DE
Company-Homepage	<a href="http://www.diehl-defence.com">www.diehl-defence.com</a>	<a href="http://duma-bandzink.com">duma-bandzink.com</a>	<a href="http://www.element-system.com">www.element-system.com</a>	<a href="http://www.sms-elotherm.com">www.sms-elotherm.com</a>	<a href="http://www.fath.net">www.fath.net</a>	<a href="http://www.gea.com">www.gea.com</a>
What is the Company's Industry / Business Sector		Steel & aluminum industry	Metal industry	Induction hardening, - welding, melting, - heating	Components for machine engineering	The GEA Group is one of the largest providers for equipment and process technology particularly for the food and energy industries. GEA provides innovative solutions for smart food processing and for a more efficient use of energy resources. We produce state of art equipment and solutions for dairy farming and processing, food and beverages industry, pharma, chemical, utilities and marine industries. GEA Farm Technologies: milking technology, cooling and feeding technology, herd management, milking hygiene, supplies, stable construction and equipment. GEA Food Solutions: complete production lines for the preparation, marinating, processing and packaging of meat, poultry, fish, seafood and cheese products
Are you generally interested in Metal Working? <small>Stamped/ turned/ milled/ pressed/ welded parts, tubes, coils, forging, casting (alu, steel, investment, bronze, iron, grey, spheroidal, ...) etc.</small>	yes	yes / <del>no</del>	yes	yes	yes	yes: mechanical engineering parts, milling, turning, welding, bending, laser cutting, drilling, drive components, forging, casting mostly following raw materials: stainless steel, carbon steel, aluminium, plastics, grey
Are you generally interested in Plastics / Electronics? <small>pressed, stamped, moulded parts, motors, cable wires, etc.</small>	yes	yes / no	yes	yes	yes, but no electronic parts	yes: molded plastic parts, elastomers parts, rubber molded parts, cables, cable assemblies, wires, PCBs, motors and drive,
Are you generally interested in Complementary Goods? <small>O-Rings, screws, ...</small>	yes	yes / no	no	yes	yes	yes: o-rings, seals, gaskets, fasteners and C-parts, bearings, ball bearings, oil filters
Are you generally interested in one of the following? <small>paintings, surface treatment, tool construction</small>	yes	yes / no	yes	yes		yes: surface treatment - galvanization, polishing, anodising; tool construction

Products of current interest	Please see the above mentioned parts	steel construction incl. assembly, electrical cabinets, laser cutting, milling turning (low/middle complexity)	Wooden shelves, wire products, brackets	steelconstruction incl machinin, plastic parts mainly GPO3, soldered copper parts for cooling purposes	Special screws, Fasteners, Cold-formed parts, threaded rods, t-nuts, zinc die cast parts, aluminium die cast parts	welded frames and housings, welded assemblies, machined parts: drilling, turning and milling (mostly stainless steel), bended parts, conveyor bands, ladder for milk tanks, bulkloaders, swingloaders, columnloaders
Interested in Mass Production	no	yes/ no	yes	no	yes	yes
Supplier's Export Share (%)	no comment	>60%				70% not applicable
Which certificates are a must have for a supplier?	EN 9001, better EN 9100	ISO 9001, ISO 14001		DIN Iso 9000 ff or similar		quality and enviromental system in place
Expected turnover of the supplier company in EUR	no comment	50.000 - 200.000 (depending on part)		no expectation		not applicable. Depending on the company's profile and business
Minimum employees the supplier company should have	no comment		25		25	1 not applicable



### Western Balkan Purchasing Initiative | 19.06.2018 | Frankfurt

Short Profile Purchaser	Germany	Germany & Serbian factory	Germany	Germany	DE	Germany
Country	Germany	Germany & Serbian factory	Germany	Germany	DE	Germany
Company Name	GEFA Processtechnik GmbH	GEZE GmbH & GEZE d.o.o.	GKT Gräfenthaler Kunststofftechnik GmbH	Grohe AG	haacon hebetechnik gmbh	Heraeus Noblelight GmbH
Employees buying company	110	2,800	140	ca. 6000	150	250
Turnover buying company in EUR	25 Million	406 Mio. Euro	17 Mio EUR	1,4 Mrd EUR (2016)	20000000	150 Mio.
Correspondence Language(s)	DE / EN	DE / EN	DE / EN	DE / EN	DE/EN	e.g. DE / EN / RU
Company-Homepage	<a href="http://www.gefa.com">http://www.gefa.com</a>	<a href="http://www.geze.com/">http://www.geze.com/</a>	<a href="http://www.gkt.de">www.gkt.de</a>	<a href="http://www.grohe.com">www.grohe.com</a>	<a href="http://www.haacon.de">www.haacon.de</a>	<a href="http://heraeus.com">heraeus.com</a>
What is the Company's Industry / Business Sector	industrial valve manufacturing	building automatization	Plastic parts and injection moulds	Sanitary Industry	lifting technology	industrial Infrared / UV lamps and systems
Are you generally interested in Metal Working? Stamped/ turned/ milled/ pressed/ welded parts, tubes, coils, forging, casting (alu, steel, investment, bronze, iron, grey, spheroidal, ...) etc.	yes	yes	yes	yes	yes	yes
Are you generally interested in Plastics / Electronics? pressed, stamped, moulded parts, motors, cable wires, etc.	no	yes	no	yes	yes	(only cable assembly)
Are you generally interested in Complementary Goods? O-Rings, screws, ...	no	yes	no	yes	perhaps	no
Are you generally interested in one of the following? paintings, surface treatment, tool construction	no	yes	no	yes	perhaps	no
Products of current interest	iron as well as steel/stainless steel castings, if possible fully machined castings; turned and milled metal parts according to our technical drawings	- Stamped parts - turned parts - milled parts - pressed parts - welded parts - tubes - coils steel - casting (zinc, alu, precision casting, steel) - galvanization - hardening -moulded plastic parts - motors - cable wires & PCB Assembly - O-Rings - screws - surface treatment - tool construction	Manufacturing of mould bases for injection or compression moulds based on CAD/drawing, 296x296 up to 1400x1000	thermoplastic components, turned parts, ceramics, pop-ups, tubes, o-rings, screws, OEM products of accessoires, sealings, frames, warm pressed parts etc	molded/pressed bevel gears molded plastic bearings/components welded assemblies, other components	please, list here all products you are currently looking for
Interested in Mass Production	no	yes	no	yes		mostly high mix low volum to small series.
Supplier's Export Share (%)	for us it doesn't matter	-		20%	-	plus 25%

Which certificates are a must have for a supplier?	ISO 9001; especially for foundries: PED2014/68/EU or at least PED97/23/EG; AD 2000-W0; DNV or GL marine approval (marine approval is not compulsory but a "nice to have")	DIN EN ISO 9001	ISO 9001		ISO 9001 preferred	ISO 9001 etc.
Expected turnover of the supplier company in EUR	for us it doesn't matter	-	1,5 Mio.	n/a	-	2Mio
Minimum employees the supplier company should have	for us it doesn't matter	> 10	20 - 25	n/a	-	25



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Short Profile Purchaser	Austria	Germany	Germany	Germany	Germany	Germany
Country	Austria	Germany	Germany	Germany	Germany	Germany
Company Name	HOLZ-HER Maschinenbau GmbH	Hüppe GmbH	ILLIG Maschinenbau GmbH & Co. KG	Johann W. Schimmel GmbH	JUMO GmbH & Co. KG	KIRCHHOFF Automotive Deutschland GmbH
Employees buying company	400	350	750	30	worldwide approx. 2400	total group: ~ 9.000
Turnover buying company in EUR	100000000	85 mio	> 150	5 Mio€	approx. 230 Million EUR	~ 1.600 Mio p. a.
Correspondence Language(s)	DE / IT / EN	e.g. DE / EN	e.g. DE / EN	e.g. DE / EN	DE / EN	DE/EN
Company-Homepage	<a href="http://www.holzher.de">www.holzher.de</a>	<a href="http://www.hueppe.com">www.hueppe.com</a>	<a href="http://www.illig.de">www.illig.de</a>	<a href="http://www.jws.eu">www.jws.eu</a>	<a href="http://www.jumo.net">www.jumo.net</a>	<a href="http://www.kirchhoff-automotive.com">www.kirchhoff-automotive.com</a>
What is the Company's Industry / Business Sector	wood working machines	Shower Enclosure	Maschinenbau / mechanical engineering	mechanical engineering, automotive, oem's, spare parts industry, middle class industry	sensors and automation	Automotive Metal Components
Are you generally interested in Metal Working? Stamped/ turned/ milled/ pressed/ welded parts, tubes, coils, forging, casting (alu, steel, investment, bronze, iron, grey, spheroidal, ...) etc.	yes	no	yes	Yes	yes	yes
Are you generally interested in Plastics / Electronics? pressed, stamped, moulded parts, motors, cable wires, etc.	yes	no	no	in Plastics and Elastomers	yes	plastics: yes (moulded parts) / electronics: no
Are you generally interested in Complementary Goods? O-Rings, screws, ...	no	no	no	Yes	yes	yes: fasteners (e. g. nuts, bushings, screws, rivets etc.), metal wire parts
Are you generally interested in one of the following? paintings, surface treatment, tool construction	no	no	no	Yes	no	yes
Products of current interest	welded steel constructions - also with machining, milled parts, lasered metal parts, laser-bending-welding-coating parts	aluminum profile, hinges and handles, plastic injection parts, plastic profiles, glass for shower enclosures	Formen aus Alu-, grau- und Spherguss (molds); Fördertechnik / Förderbänder (conveyor belts); Mechanische Bearbeitung / Blechbaugruppen / Gestelle (metal working, sheet metal working, frame); Maschinenbau (mechanical engineering); Werkzeugbau für Thermoformwerkzeuge (tool building for thermoform-tools)	please, list here all products you are currently looking for	turned parts from different materials, especially stainless steel and brass; Thermocouple Extension wires, Compensating Cables, Cable konfektion with hot moulding, Moulded parts with assembly, Metall/Plastic compounds,	additionally: aluminum sections/profiles, metal stamping dies (manual, progressive and transfer dies), investment goods: welding and automation lines for automotive metal assemblies
Interested in Mass Production	series production	yes	no	Yes	yes, lot sizes from 100 - 10000 pcs.	yes
Supplier's Export Share (%)	6000%	discussable			min. 10 %	>= 50 %
Which certificates are a must have for a supplier?	ISO 9000ff	discussable			DIN EN ISO 9001	ISO 9001, IATF 16949, ISO 14001
Expected turnover of the supplier company in EUR	€ MIO 1,5-2	discussable			max. 20 Million EUR; max 20 Mio	>= EUR 10 Mio p. a.
Minimum employees the supplier company should have	15	discussable		15	between 10 and 200 employees	>= 50 employees



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Short Profile Purchaser	Germany	Germany	Germany	Germany	Germany	Germany
Country	Germany	Germany	Germany	Germany	Germany	Germany
Company Name	Kleemann GmbH a member of Wirtgen Group and a branch of John Deere	KÖBO Eco Process GmbH	Kremer-Kautschuk-Kunststoff GmbH & Co. KG	KROENERT GmbH & Co KG	KRONES AG	Leifheit AG
Employees buying company	500		30	299	15,000	ca .1000
Turnover buying company in EUR	260.00	7000000	approx. 100	disclosed	3,700.00 Mio.	ca. 50 000 000 €
Correspondence Language(s)	DE / EN	e.g. DE / EN	e.g. DE / EN	DE / EN	DE / EN	e.g. DE

Company-Homepage	<a href="http://www.kleemann.info">www.kleemann.info</a>	<a href="http://www.koeko-eco.com">www.koeko-eco.com</a>	<a href="http://www.kremer.de">www.kremer.de</a>	<a href="http://www.kroenert.de">www.kroenert.de</a>	<a href="http://www.krones.com">www.krones.com</a>	<a href="http://www.leifheit.com">www.leifheit.com</a>
What is the Company's Industry / Business Sector	Production of crushers (Heavy duty machines)	filter and conveying systems for industry	Production of rubber and plastic parts for automotive and electronic industrie also for medical and safety parts	Machinery	machine - building	
<b>Are you generally interested in Metal Working?</b> Stamped/ turned/ milled/ pressed/ welded parts, tubes, coils, forging, casting (alu, steel, investment, bronze, iron, grey, spheroidal, ...) etc.	yes	YES	no	Yes	yes	yes
<b>Are you generally interested in Plastics / Electronics?</b> pressed, stamped, moulded parts, motors, cable wires, etc.	no	NO	yes	No	no	yes
<b>Are you generally interested in Complementary Goods?</b> O-Rings, screws, ...	no	YES	no	No	no	yes
<b>Are you generally interested in one of the following?</b> paintings, surface treatment, tool construction	no	YES	no	No	no	yes
<b>Products of current interest</b>	Heavy duty welded parts from 8 t up to 15 t, Dimensions LxWxH: 12-15,5 x 3-4 x 3 m incl. Final painting (wet or powder painting)	steel tanks, pressure steel vessel, steel structure (platform, railing, stairs, ladder), sheet metal parts	molded rubber parts	1. Metal Parts (Production Lots: 100 - 300); Shafts, toothed shafts, pinion shafts, spur wheels, bevel gears 2. Drive Systems; Electric motors, gears 3. Komplex parts (Production Lots: 1!); needing 5 axis machining from 1.000 mm - 3.000 mm length, eg. made of stainless steel 1.4571, with toothing and hardened surfaces 4. Worldwide services (Mounting, Electric installation, Piping)	milling, turning, welded, assemblies	metall, elektronik
Interested in Mass Production	yes	No	yes	See Products: Lot size 1 - 300 max	yes	yes
Supplier's Export Share (%)	50	no matter		80%	3000%	not important
Which certificates are a must have for a supplier?	ISO 3834-3, DIN EN 1090-2, ISO 9001	at least DIN EN ISO 3834-2 or at least DIN 18800 Klasse C	ISO 9001 It would be great if they have IATF 16949	9001		not important
Expected turnover of the supplier company in EUR	Short-term 1 Mio. €	1.000.000,00 up to 15.000.000,00		depends on commodity	0.8 Mio.	not important
Minimum employees the supplier company should have	150	10 up to 200	40	15	25 - 30	not important

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Short Profile Purchaser	Germany	Germany	Germany	Germany	DE	Germany
Country	Germany	Germany	Germany	Germany	DE	Germany
Company Name	Liebherr-Werk Biberach GmbH (Tower Cranes)	Liftket Hoffmann GmbH	Linde Hydraulics GmbH & Co. KG	Löwenstein Medical Technology	LTB Leitungsbau GmbH	Mosca GmbH
Employees buying company	1,400	240		200	400	approx. 550 (Germany) / 900 (worldwide)
Turnover buying company in EUR	400MEUR	-	120000000	not published	80 Mio	approx. 150 Mio. € (Group sales revenue)
Correspondence Language(s)	DE/EN	e.g. DE / EN	e.g. DE / EN	DE/ENG	DE	DE/ EN
Company-Homepage	<a href="http://www.liebherr.com">www.liebherr.com</a>	<a href="http://www.liftket.de">www.liftket.de</a>	<a href="http://www.linde-hydraulics.com">www.linde-hydraulics.com</a>	<a href="https://loewensteinmedical.de/">https://loewensteinmedical.de/</a>	<a href="http://www.ltb-leitungsbau.de">www.ltb-leitungsbau.de</a>	<a href="http://www.mosca.com">www.mosca.com</a>
What is the Company's Industry / Business Sector	Construction Machinery	Electric chain hoist	Hydraulics/ Machinery	Medical Technology	engineering and building von overhead power lines	Strapping machines/ Strap for machines
<b>Are you generally interested in Metal Working?</b> Stamped/ turned/ milled/ pressed/ welded parts, tubes, coils, forging, casting (alu, steel, investment, bronze, iron, grey, spheroidal, ...) etc.	yes	yes	yes	No	yes	yes
<b>Are you generally interested in Plastics / Electronics?</b> pressed, stamped, moulded parts, motors, cable wires, etc.	yes	yes	yes	Yes	no	yes, especially in Control cabinets (without wiring)
<b>Are you generally interested in Complementary Goods?</b> O-Rings, screws, ...	no	no	yes	Yes	no	yes
<b>Are you generally interested in one of the following?</b> paintings, surface treatment, tool construction	yes	no	no	Yes	painting	no

Products of current interest	welded steel constructions, welded sheet metal structures, forgings, milled or turned parts, electric drives	electric motor, chain, brakes	turned parts, milled parts	Plastic Injection Parts, Power Supplies, Head Gears, Laminates, Bags, Cable Assembly,	erection works for lattice towers, painting on lattice towers, engineering services	all kind of metal working parts acc. drawings, casting parts, sheet metal processing, mechanical assembly groups
Interested in Mass Production	no	yes	yes / no	Yes, Serial Production	no	no
Supplier's Export Share (%)	50%	-	-	2000%	-	65%
Which certificates are a must have for a supplier?	DIN EN 1090 for welding, 3834 for welding, ISO 9001 in general	-	DIN ISO 9001	ISO 9001 or equivalent	-	ISO 9001:2008
Expected turnover of the supplier company in EUR	SMEUR	-	-	%	-	no rules
Minimum employees the supplier company should have	30	10	50	%	smaller, family owned companies preferred	> 20



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Short Profile Purchaser	Germany	Germany	Deutschland	Switzerland	Germany/Austria/Slovakia	Germany
Country	Germany	Germany	Deutschland	Switzerland	Germany/Austria/Slovakia	Germany
Company Name	OSBORN International GmbH	Outotec GmbH & Co. KG	PEIMEX	Pfiffner Instrument Transformers Ltd	PPC Insulators Group	PROFIL Verbindungstechnik GmbH & Co. KG
Employees buying company	1,300	worldwide ~ 4000	2	500	approx. 1.000	250
Turnover buying company in EUR	200000000	1,1 Mrd EUR	2 Mio €	110	90mio €	
Correspondence Language(s)	EN	DE, EN	German, English, Bulgarian, Macedonian, Russian	DE / EN	e.g. DE / EN	e.g. DE / EN
Company-Homepage	<a href="http://www.osborn.com">www.osborn.com</a>	<a href="https://www.outotec.com/company/about-outotec/our-business/">https://www.outotec.com/company/about-outotec/our-business/</a>	<a href="http://www.peimex.de">www.peimex.de</a>	<a href="http://pfiffner-group.com">http://pfiffner-group.com</a>	<a href="http://www.ppcinsulators.com">www.ppcinsulators.com</a>	<a href="http://www.profil.eu">www.profil.eu</a>
What is the Company's Industry / Business Sector	Brushes / metals	metals and mining, industrial water treatment, alternative energy, and chemical industries	construction a trade with construction materials	High Voltage Current + Voltage Transformers	ceramic insulators in infrastructure business worldwide	Automotiv
Are you generally interested in Metal Working? Stamped/ turned/ milled/ pressed/ welded parts, tubes, coils, forging, casting (alu, steel, investment, bronze, iron, grey, spheroidal, ...) etc.	Yes	yes	yes	yes (Aluminium bending and welding milling turning)	alu/ductile/malleable castings	yes
Are you generally interested in Plastics / Electronics? pressed, stamped, moulded parts, motors, cable wires, etc.	no	no	yes	no	no	no
Are you generally interested in Complementary Goods? O-Rings, screws, ...	Yes	no	yes	no	yes	no
Are you generally interested in one of the following? paintings, surface treatment, tool construction	yes	no	yes	no	no	no
Products of current interest	wire, filaments, stamping, punching, stainless steel, minerals, grain, fiber glass, nuts, teflon	steel castings, forgings and suppliers optional/Preferred with inhouse machining and integrated assembly workshops slide bars and rails based on compound steel or one component steel with hardness > 60 HRC rollers - tubes or castings	1. construction companies as subcontractor in Germany 2. Suppliers of construction materials for Germany 3. Suppliers of spare parts for automobiles	flanges and tubes welded	alu/ductile/malleable castings for insulators	turned and milled parts, hard machining, grinding parts, polishing
Interested in Mass Production	Yes	no	yes / no	yes	yes	no
Supplier's Export Share (%)	n/a			over 20%	n/a	15%
Which certificates are a must have for a supplier?	ISO 9001			alu welding specialist, nice to have ISO 9001	ISO 9001	DIN ISO 9001
Expected turnover of the supplier company in EUR	n/a		2 Mio €	> 1mio €	n/a	
Minimum employees the supplier company should have	n/a			2 >10	n/a	



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Short Profile Purchaser	Germany	Germany	Germany	Germany	Germany	Germany
Country	Germany	Germany	Germany	Germany	Germany	Germany
Company Name	ROTHENBERGER Werkzeuge GmbH	Schaeffler AG	Scheidt & Bachmann GmbH	SMS Group GmbH	Stabilus GmbH	Steintor GMBH

Employees buying company	1,500	approx. 90.000	> 3.200	7,000	6,000	190
Turnover buying company in EUR	500m €	approx. 14.000.000.000	> 380 Mio. €	2100000000	910Mio €	52000000
Correspondence Language(s)	DE / EN	DE / EN	DE / EN	DE / EN	DE / EN	DE / EN
Company-Homepage	<a href="http://www.rothenberger.com">www.rothenberger.com</a>	<a href="http://www.schaeffler.com">www.schaeffler.com</a>	<a href="http://www.scheidt-bachmann.de">www.scheidt-bachmann.de</a>	<a href="https://www.sms-group.com/">https://www.sms-group.com/</a>	<a href="http://www.stabilus.com/de/">http://www.stabilus.com/de/</a>	<a href="http://www.steinertglobal.com/grp/en/steinert-group/">http://www.steinertglobal.com/grp/en/steinert-group/</a>
What is the Company's Industry / Business Sector	Tools and machines for plumbers	Automotive / Industry	capital goods	Steel & aluminum industry	gas springs/Automotive	separation technologies for processing of secondary- and primary valuable materials.
Are you generally interested in Metal Working? Stamped/ turned/ milled/ pressed/ welded parts, tubes, coils, forging, casting (alu, steel, investment, bronze, iron, grey, spheroidal, ...) etc.	yes	yes	yes	yes / -no	yes	no
Are you generally interested in Plastics / Electronics? pressed, stamped, moulded parts, motors, cable wires, etc.	yes	yes	yes	yes- / no	yes	no
Are you generally interested in Complementary Goods? O-Rings, screws, ...	no	no	yes	yes- / no	yes	no
Are you generally interested in one of the following? paintings, surface treatment, tool construction	tool constructio, construction services	yes	yes	yes- / no	yes	no
Products of current interest	Machined parts (turned, milled, etc.) Alu forged parts Alu casted parts (sand die casting)	turned rings, forged rings, etc.	Metal Working painting, surface treatment Electronics (cable wires, throttle, coil, magnets)	steel construction incl. assembly/design, milling turning (low/middle complexity) with low quantity, turning parts ( middle komplexity >Ø800mm, Assembly units acc. our drawing weight >20t, Casting parts with machining >500kg with low quantity,	For direct Material: Metal: High precision turned/stamped parts; eg. spindle, brackets, welded tubes, die cast parts. All in high volumes from 100-800k annually per part number. Rubber and plastic parts 1K/2K; eg. tubes, ball sockets, o-rings, sealings. All in volumes between 1k-800k annually per part number. For indirect Material: Special Machines, Assembly Groups, Spare Parts acc. to drawings; IT Services (SAP Programming&Support); Industrial relocations;	Characteristic of our demand : • Light steel-construction • Most of the items are relatively small, Maximum dimensions about 6.000 x 3.000 x 1.000 mm • No or less machining operations • Surface specification generally is sandblasted and primed, exceptionally hot dip galvanized or finish painted
Interested in Mass Production	yes	no	yes/ no	yes	no	no
Supplier's Export Share (%)		> 10%	>60%	NA		80%
Which certificates are a must have for a supplier?	ROTHENBERGER NDA, Terms of purchasing, Supplier Code of Conduct	ISO 9001	DIN EN 9001	ISO 9001, ISO 14001	9001	DIN ISO 9001; Welding certificates
Expected turnover of the supplier company in EUR	approx. 1.000.000	1 Mio. €	50.000 - 200.000 (depending on part)	above 10mio EUR.	5.000.000 to 10.000.000	
Minimum employees the supplier company should have	approx. 50	> 25		25	20	30

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Short Profile Purchaser					
Country	Germany	worldwide company, headquarter in Germany Dortmund	Germany	Germany	Germany
Company Name	Volz Gruppe GmbH	Wilo SE	Windmüller & Hölscher KG	Zimmer GmbH	Zollern GmbH&Co.KG
Employees buying company	200	~ 7.500	2,700	850	3,200
Turnover buying company in EUR	30 Mio. EUR	~ € 1,4 billion	700000000	90 Mio.	550 Mio
Correspondence Language(s)	DE / EN	DE / EN	DE / EN	e.g. DE / EN	e.g. DE / EN
Company-Homepage	<a href="http://www.volz.de">www.volz.de</a>	<a href="http://www.wilo.com">www.wilo.com</a>	<a href="http://www.wuh-group.com">www.wuh-group.com</a>	<a href="http://www.zimmer-group.de">www.zimmer-group.de</a>	<a href="https://www.zollern.com/en/">https://www.zollern.com/en/</a>
What is the Company's Industry / Business Sector	Production and sales of tube couplings and connections for hydraulic systems (stainless steel and carbon steel)	Pumps for water transfer (trink, heating, sewage)	suppliers of machinery and systems for production and converting of flexible packagings	Handling system, linear system	drive technology

<b>Are you generally interested in Metal Working?</b> Stamped/ turned/ milled/ pressed/ welded parts, tubes, coils, forging, casting (alu, steel, investment, bronze, iron, grey, spheroidal, ...) etc.	yes	yes	yes	yes	yes	
<b>Are you generally interested in Plastics / Electronics?</b> pressed, stamped, moulded parts, motors, cable wires, etc.	no	yes-> My main focu: plastic parts	Yes	yes	no	
<b>Are you generally interested in Complementary Goods?</b> O-Rings, screws, ...	no	yes	no	no	no	
<b>Are you generally interested in one of the following?</b> paintings, surface treatment, tool construction	no	tool construction	no	no	no	
<b>Products of current interest</b>	(1) Turned parts (in Hexagon dimensions from Hex 11mm to Hex 65mm, in round dimensions from Ø 10 to 80 mm, manufactured from forging blanks with a weight from 0,02 kg to 3,0 kg, made of the materials 1.4571 (Aisi 316 Ti), Carbon Steel 11SMnPb30, C15, C45, 46S20 and brass, lot sizes and annual demands are from 100 pieces up to 100.000 pieces) (2) Forging blanks with a weight from 0,02 kg to 3,0 kg, made of the materials 1.4571 (Aisi 316 Ti), Carbon Steel (C22R, C35R) (3) Cold and warm pressed nuts, made of the materials 1.4571 (Aisi 316 Ti) and Carbon Steel (C10Q)	rotations sintern (tanks/Shafts) polyurethan casting thermoplastic injection glas fiber reinforce plastic	sheet metal parts welding parts	turning and milling parts, sheet metals, electronic parts, welded assemblies,	mechanical machining parts inclusiv material	
Interested in Mass Production	yes		no	no	no	
Supplier's Export Share (%)	6500%	experience in export is always helpful, but not a "have to" point	5000%		5000%	
Which certificates are a must have for a supplier?	ISO 9001:2015	ISO9001 or a comparable system for quality assurance (QA) liability insurance and Reach, Rohs, conflikt minerals confirmations	nice to have, but nothing special	ISO9001	DIN:ISO 9100	
Expected turnover of the supplier company in EUR			1500000		one million	
Minimum employees the supplier company should have		It should be not a garage company, but we cooperated also with small companies ~ 10 employees, if the quality, the available capacity and the price ok	50	20	50	

















