

Short Profile Supplier	Answers
Country	
Company Name	
Number Employees	
Turnover in EUR	
Last Name, Surname Contact Person	
Languages Contact Person (German, English, ...)	
Phone Number	
Fax Number	
E-Mail Address	
Company Webpage	
Reference Customer in D-A-CH-Region *	
Your business sector **	
Commodities / Main Products ***	
Do you have experience with mass production? yes / no	
Is or have the automotive industry ever been your customer? yes / no	
Export Share PLEASE SPECIFY AS % OF YOUR SALES	
Do you have any Certificates? ISO 9001, ISO 14001, ...PLEASE SPECIFY	
<b>Metal Sector: Total Product Portfolio</b>	Please specify or mark with x
Welding parts	
Filters	
Coolers	
Flanges	
Contact Parts	
Blending parts	
Sheet metal work	
Stamp parts	
Deep drawn parts	
Pressed parts	
Casting - min. weight of parts (kg)	
Casting - max. weight of parts (kg)	
Aluminium high pressure die casting	
Cast aluminium	
Casting - static	
Casting - centrifugal	
Spheroidal cast	
Cast steel	
Grey cast iron	
Turned parts	
Milled parts	
Fittings	
Others - please, specify	
Others - please, specify	
Others - please, specify	
<b>Plastics Sector: Total Product Portfolio</b>	
Electronics	
Cables	
PET	
Dash boards	
Moulded parts	
Deep drawn parts	
Pressed parts	
Stamp parts	
Others - please, specify	
Others - please, specify	
Others - please, specify	
<b>Historic Information:</b>	
Number of Employees 12 months ago	
Annual Turnover in EUR 12 months ago	
In last 12 months, did your company have positive development in terms of product development/Innovation? <b>IF YES, PLEASE SPECIFY HOW</b>	
In last 12 months, did your company introduce a new IT/digital solution in order to improve the business performance? <b>IF YES, PLEASE SPECIFY HOW</b>	
In last 12 months, from which foreign companies did you receive concrete purchase inquiries for the first time? <b>PLEASE SPECIFY ALL COMPANY NAMES</b>	

- \* D-A-CH-Region: Germany, Austria, Switzerland - please, notify company name
- \*\* Automotive, Mechanical Engineering / Mechatronic, Packaging, Medical Engineering, Pharma / Chemistry, Textile, etc.
- \*\*\* Metal Working, MKO, Foundry, Electrical Engineering / Electronics, Plastics / Synthetics, Packaging, etc.

German Companies at the event	Please, mark all purchaser you like to meet with a cross (x)
Agilent Technologies Manufacturing GmbH & Co. KG	
Armaturenfabrik Franz Schneider GmbH + Co. KG	
Atlas Material Testing Technology, GmbH	
Aug. Winkhaus GmbH & Co. KG	
battenfeld-cincinnati Germany GmbH	
Bischof + Klein Holding SE & Co. KG (1)	
Bischof + Klein Holding SE & Co. KG (2)	
BOGE KOMPRESSOREN Otto Boge GmbH & Co. KG	
Boyd Corporation GmbH	
BPW Bergische Achsen Kommanditgesellschaft	
BWG Bergwerk- und Walzwerk-Maschinenbau GmbH	
Diehl Defence GmbH & Co. KG	
Dula-Werke Dustmann & Co. GmbH	
DUMA-BANDZINK GmbH	
EWM AG	
GEZE GmbH	
Giebelier GmbH	
Hettich-Heinze GmbH & Co. KG	
HOLZ-HER Maschinenbau GmbH	
HOMAG Plattenaufteiltechnik GmbH	
HÜBNER GmbH & Co. KG	
HYDAC VERWALTUNG GMBH	
ILIG Maschinenbau GmbH & Co. KG	
Kohlhase Fasteners GmbH & Co. KG	
KUBOTA Baumaschinen GmbH	
Lelheit AG	
Liebherr-Werk Biberach GmbH	
MANN+JUMMEL GmbH	
Maschinenfabrik Bernard Krone GmbH & Co. KG	
MASCHINENFABRIK NIEHOFF GmbH & Co. KG	
MASCHINENFABRIK REINHAUSEN GMBH	
MEMMINGER-IRO GmbH	
Minimax GmbH & Co. KG	
mid - steeldesign gmbh	
Osborn International GmbH	
Outotec GmbH & Co. KG	
Peinex	
proxowell® GmbH	
ROBEI Balmaschinen GmbH	
Schunk Sonosystems GmbH	
Sennheiser electronic GmbH & Co. KG	
Siemens AG	
SIKORA AG	
SMS Group - CTI Systems S.à r.l.	
SMS group GmbH	
SNR Walzlager GmbH	
Thielenhaus Technologies GmbH	
Walther Flender GmbH	
WIK - ELEKTROGERÄTE Entwicklungs- und Service-GmbH & Co. KG	
WILU SE	
WINDEMILLER & HÖLSCHER KG	
ZOLLERN GmbH & Co. KG	
Number of German Companies	52

Short Profile Purchaser	Germany/Singapore	Germany	Germany	Germany	Germany	Germany	Germany
Country	Germany/Singapore	Germany	Germany	Germany	Germany	Germany	Germany
Company Name	<b>Agilent Technologies</b>	<b>Armatorenfabrik Franz Schneider GmbH + Co. KG</b>	<b>Atlas Material Testing Technology, GmbH</b>	<b>Aug.Winkhaus GmbH &amp; Co.KG</b>	<b>battenfeld-cincinnati Germany GmbH</b>	<b>Bischof + Klein Holding SE &amp; Co. KG (1)</b>	<b>Bischof + Klein SE &amp; Co. KG (2)</b>
Employees buying company	14000	3	90	2000	ca. 280	2300	
Turnover buying company in EUR	4.000.000.000	20 Mio. €	42M	300000000		576 Mio. EUR	est. 500 million
Correspondence Language(s)	e.g. DE / EN - both ok	DE / EN	English	DE / EN	DE / EN	DE / EN	DE/EN
Company-Homepage	<a href="http://www.Agilent.com">www.Agilent.com</a>	<a href="http://www.as-schneider.com">www.as-schneider.com</a>	<a href="http://www.atlas-mts.com">www.atlas-mts.com</a>	<a href="http://www.winkhaus.de">www.winkhaus.de</a>	<a href="http://www.battenfeld-cincinnati.com">www.battenfeld-cincinnati.com</a>	<a href="http://www.bk-international.com">www.bk-international.com</a>	<a href="http://www.bk-international.com">www.bk-international.com</a>
What is the Company's Industry / Business Sector	analytical lab equipment	oil and gas, chemical, power industry	Testing Instruments	window and door fitting systems, entrance control systems	Mechanical engineering for plastics extrusion	Flexible Packaging, Technical Film	
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 - primary focus	yes, turned-, milled-, pressed parts and forgings in carbonsteels and stainless steel and exotic alloys	yes	yes	yes	no	yes
Are you generally interested in Plastics / Electronics? <small>pressed, stamped, moulded parts, motors, cable wires, etc.</small>	yes (colleagues of mine)	yes, plastics turned parts	yes	yes	yes	yes, Films (PET, OPP, OPA)	yes
Are you generally interested in Complementary Goods? <small>O-Rings, screws, ...</small>	yes	yes, screws in carbonsteels and stainless steel and exotic alloys	yes	yes	no	no	yes
Are you generally interested in one of the following? <small>paintings, surface treatment, tool construction</small>	yes (surface treatment related to the metal working parts above)	no	yes	yes	no	yes	yes
Products of current interest	high precision machined parts	turned-, milled-, pressed parts and forgings in carbonsteels and stainless steel and exotic alloys  trunnion mounted balls and single piston ballseats  forgings in carbonsteel and stainless steel  turned and pressed parts in carbonsteel and stainlesssteel and excotic steels	all the above, parts and sub-assemblies across different commodities	further information at: <a href="https://www.winkhaus.com/en/company/procurement/product-groups">https://www.winkhaus.com/en/company/procurement/product-groups</a> , powdermetallurgic parts, zamak die casted parts, brass parts forging, steel parts forging, cold formed parts,	sheet metal assemblies, welded assemblies, mechanical processing	Resins (LDPE, LLDPE), Films (PET, OPA, OPP) Aluminium Foil (7my - 13my), PVC - Cores, Hadpaper Cores, Printing Inks, Adhesives, Solvents, Pigments / Additives, Corrugated Cardboard, Pallets, Logistic Services, Mechanical Engineering	plastic films and aluminium foil for printing and laminating purposes. Spouts and zippers/sliders for reclosable packaging solutions in Flexible Packaging
Interested in Mass Production	high mix low volume, typically between 100 and 4000 units p.a.	yes, turned parts and forgings in steel and stainless steel	no	yes	no	no	yes
Supplier's Export Share (%)	needs to have international business experience, share does not matter	10%	not too important	65%	no matter		not defined
Which certificates are a must have for a supplier?	ISO 9001	ISO 9001	ISO9001 or at least complies with requirements		the usual	Depending on our applications we need certain certificates, e.g. food approval, etc.	DIN EN ISO 9001, EMAS, BRC/IoP, Code of Conduct or comparable
Expected turnover of the supplier company in EUR	10-100 million	1 Mio. €	-	> 1 Mio EUR	no matter		not defined
Minimum employees the supplier company should have	10	10	-	20	no matter		not defined

Short Profile Purchaser							
Country	Germany	Germany	Germany	Germany		Germany	Germany
Company Name	<b>BOGE Kompressoren</b>	<b>Boyd Corporation GmbH</b>	<b>BPW</b>	<b>BWG Berwerk - und Walzwerk-Maschinenbau GmbH</b>	<b>Diehl Defence GmbH &amp; Co. KG</b>	<b>Dula-Werke Dustmann &amp; Co. GmbH</b>	<b>DUMA-BANDZINK GmbH</b>
Employees buying company	850		7000	130	50	500	55
Turnover buying company in EUR	approx 90M€		1000000000	ca. 50 mio €	300 Mi. EUR	100 Mio. Euro	25000000
Correspondence Language(s)	e.g. DE / EN	e.g. DE / EN	DE / EN	DE / EN	e.g. DE / EN	DE / EN	DE / EN
Company-Homepage	<a href="http://www.boge.com">www.boge.com</a>	<a href="https://www.boydcorp.com/">https://www.boydcorp.com/</a>	<a href="https://www.bpw.de/index.html">https://www.bpw.de/index.html</a>	<a href="http://www.bwg-online.com">www.bwg-online.com</a>	<a href="http://www.diehl-defence.com">www.diehl-defence.com</a>	<a href="http://www.dula.de">www.dula.de</a>	<a href="http://duma-bandzink.com">duma-bandzink.com</a>
What is the Company's Industry / Business Sector	Air Compressors	Aerospace, Ag & Construction, Automotive, Commercial Vehicle, Consumer Electronics, e-Mobility, Enterprise Electronics, Industrial, Medical, Mobile Electronics, Recreational Vehicle	axle and trailer components	Mechanical Engineering		Shopfitting / Interieur / Ships interieurs	Steel & aluminum industry
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	yes	metall working including assembly	yes	yes	yes
Are you generally interested in Plastics / Electronics? <small>pressed, stamped, moulded parts, motors, cable wires, etc.</small>	yes	yes	yes	no	yes	yes, but no automotive quantities	no
Are you generally interested in Complementary Goods? <small>O-Rings, screws, ...</small>	no	yes	yes	yes, but mainly in metall working including assembly	yes	no	no
Are you generally interested in one of the following? <small>paintings, surface treatment, tool construction</small>	no	yes, tool construction	no	yes	yes	yes	no
Products of current interest	pressure vessels sheet metal (bended, coated, etc.)	Extruded parts, Metall parts (Aluminum or Stell clips, Aluminium Profile.), Foam, Liners, Termal Interface Material, ..	forging parts, press- and stamp parts including welding parts, castings, springs, bearings, bushes	BWG is looking for contract manufacturer who will produce (including machining, welding, painting and assembly) machines based on the provided drawings. BWG will engineer machinery, including development of drawings for production, and will supply the drawings to the contract manufacturer.  The machinery is used in the production lines in the production of steel or aluminum lines.  BWG is interested in manufacturing agreement and subcontracting.	Please see the above mentioned parts	Metal constructions from steel, stainless steel, aluminium. Milling of aluminium sheets, welding of aluminium profiles. Constructing and producing furnitures and upholstered furnitures in small quantities (1+) according to our specifications. Glass and acrylic elements.	steel construction incl. assembly, casting, electrical cabintes, laser cutting, milling turning (low/middle complexity)
Interested in Mass Production	yes	yes, but also in small production	yes	no	no	no	no
Supplier's Export Share (%)		75%	no requirement	depending on projects	no comment	50-100%	>60%
Which certificates are a must have for a supplier?	DIN9001 preferred	Min. ISO 9001	9001	see attached list	EN 9001, better EN 9100	Our NDA and Suppliers Kodex must be signed in case of a cooperation.	ISO 9001, ISO 14001
Expected turnover of the supplier company in EUR	10M	-	no requirement	open	no comment	Depends on the project.	50.000 - 200.000 (depending on part)

Minimum employees the supplier company should have	30	-	no requirement	open	no comment	10	25
----------------------------------------------------	----	---	----------------	------	------------	----	----

Western Balkan Purchasing Initiative | 05 June 2019 | Dortmund Germany



Short Profile Purchaser	Germany	German & Serbian factory	Germany	Germany	Austria & Germany	Germany	Germany
Country	Germany	German & Serbian factory	Germany	Germany	Austria & Germany	Germany	Germany
Company Name	<b>EWM AG</b>	<b>GEZE GmbH &amp; GEZE d.o.o.</b>	<b>Giebeler GmbH</b>	<b>Hettich Group</b>	<b>HOLZ-HER Maschinenbau GmbH</b>	<b>HOMAG Group</b>	<b>Hübner Group</b>
Employees buying company	1000	3.000 employees worldwide	220 people	5500	400	6500	50
Turnover buying company in EUR	100000000	430 Mio. €	32.000.000,- €	1000000000	100000000	400 Mio €	130m/anno
Correspondence Language(s)	e.g. DE / EN	DE / EN	German / english	DE/EN	DE / IT / EN	e.g. DE / EN	DE / EN
Company-Homepage	<a href="http://www.ewm-group.com">www.ewm-group.com</a>	<a href="http://www.geze.com/">http://www.geze.com/</a>	<a href="http://www.giebeler.eu">www.giebeler.eu</a>	<a href="http://www.hettich.com">www.hettich.com</a>	<a href="http://www.holzher.de">www.holzher.de</a>	<a href="http://www.homag.com">www.homag.com</a>	<a href="http://www.hubner-group.com/">http://www.hubner-group.com/</a>
What is the Company's Industry / Business Sector	welding machines	building automatization	Automotive industrie	Furniture fittings	wood working machines	machine producer furniture industry	Mobility (rail/bus/industrie)
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 we are interested in milling, drilling, grinding we are interested in tool-shop for plastic - parts	yes, stamped/pressed parts	yes	yes	yes stamped/turned/milled/welded parts, forging, casting(alu, steel), sheet metal parts,assemblies
Are you generally interested in Plastics / Electronics? pressed, stamped, moulded parts, motors, cable wires, etc.	yes	yes	YES	yes, plastics injetion moulding	yes	no	yes
Are you generally interested in Complementary Goods? O-Rings, screws, ...	yes	yes	NO	no	no	yes	yes
Are you generally interested in one of the following? paintings, surface treatment, tool construction	no	yes	Tool construction / build tools	yes, tool construction, surface treatment	no	yes	yes powder coating, painting
Products of current interest	metal sheet, DIN-parts, turning parts, electrical components	- 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	Plastic-injection-tools, 5-axis-milling-process	Stamped parts, assembling	welded steel constructions, milled parts, lasered metal parts	turning and milling parts, welding parts inkl. painting and CNC-manufacturing, assembly parts	welded parts alu and stell EN15085-2, metal assemblies, powder coating of frames up to 2,5 meter height and 2 meter width
Interested in Mass Production	no	yes	yes	yes, but also smaller quantities and ramp-up production	series production	yes	not really, depends on the orders
Supplier's Export Share (%)	-		should have experience with export to Germany		6000%		/
Which certificates are a must have for a supplier?	-	DIN EN ISO 9001	not important		ISO 9000ff	iso 9001	DIN EN 15085-2 would be great, DIN EN ISO 9001, AEO for deliveries to the EU (2nd step)
Expected turnover of the supplier company in EUR	no number important		min. 1.000.000,- €		2000000	500000	/
Minimum employees the supplier company should have	not important	> 10	min. 5 worker	10	15	10	/

Western Balkan Purchasing Initiative | 05 June 2019 | Dortmund Germany



Short Profile Purchaser	Germany	Germany	Germany	Germany - Tschechische Republik	Germany	Germany	
Country	Germany	Germany	Germany	Germany - Tschechische Republik	Germany	Germany	
Company Name	<b>Hydac International</b>	<b>ILLIG Maschinenbau GmbH &amp; Co. KG</b>	<b>Kohlhage Fasteners GmbH &amp; Co. KG</b>	<b>Kubota Baumaschinen GmbH</b>	<b>Leifheit AG</b>	<b>Liebherr-Werk Biberach GmbH (Tower Cranes)</b>	<b>Mann+Hummel</b>
Employees buying company	~10.000	> 750	35	600	1000	1400	>20.000

Turnover buying company in EUR	1.5 billion €	> 160 Mio. Euro	17077026	527241151	237000000	400MEUR	>4.000.000.000
Correspondence Language(s)	DE / EN	DE / EN	DE / EN	DE / EN	e.g. DE / EN nabockish	DE/EN	e.g. DE / EN
Company-Homepage	<a href="http://www.hydac.com">www.hydac.com</a>	<a href="http://www.illig.de">www.illig.de</a>	<a href="https://www.kohlhage.de/">https://www.kohlhage.de/</a>	<a href="https://kbm.kubota-eu.com/constructionmachinery/en/">https://kbm.kubota-eu.com/constructionmachinery/en/</a>	<a href="http://www.leifheit.com">www.leifheit.com</a>	<a href="http://www.liebherr.com">www.liebherr.com</a>	<a href="http://www.Mann-hummel.com">www.Mann-hummel.com</a>
What is the Company's Industry / Business Sector		mechanical engineering	fasteners / standard parts	Construction machinery	product for household	Construction Machinery	Automotive
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 - stamped, turned, pressed	yes	no	yes	yes
Are you generally interested in Plastics / Electronics? pressed, stamped, moulded parts, motors, cable wires, etc.	yes	no	no	yes	yes	yes	yes
Are you generally interested in Complementary Goods? O-Rings, screws, ...	yes	no	no	no	yes	no	yes
Are you generally interested in one of the following? paintings, surface treatment, tool construction	yes	no	no	no	yes	yes	yes
Products of current interest	please, list here all products you are currently looking for	Sheet metal work; welded assemblies, Mechanical assemblies; Machine frames; Castings & molding; Tool making (thermoforming);	nuts, screws, bolts	Hydraulic, e.g. valves, pumps, motors, hoses, swivel joints, adapters	weld tubes, wire, textile, granulate, sheet of metal,	welded steel constructions, welded sheet metal structures, forgings, milled or turned parts, electric drives	please, list here all products you are currently looking for
Interested in Mass Production	depending on product	no	yes	yes	yes	no	yes
Supplier's Export Share (%)	N/A	> 20%	-	min. 10-15%	not important	50%	25%
Which certificates are a must have for a supplier?	ISO 9001	---	DIN ISO EN 9001		not important	DIN EN 1090 for welding, 3834 for welding, ISO 9001 in general	IATF 16949; ISO14001
Expected turnover of the supplier company in EUR	N/A	> 5 Mio. €	-		not important	SMEUR	t.b.d.
Minimum employees the supplier company should have	N/A	20	-	15	not important	30	100

Western Balkan Purchasing Initiative | 05 June 2019 | Dortmund Germany



Short Profile Purchaser	Germany	Germany	Germany	Germany	Germany	Germany	Germany, US
Country	Germany	Germany	Germany	Germany	Germany	Germany	Germany, US
Company Name	Maschinenfabrik Bernard Krone GmbH & Co.KG	MASCHINENFABRIK NIEHOFF GmbH & Co. KG	Maschinenfabrik Reinhausen GmbH	MEMMINGER-IRO GMBH	Minimax GmbH & Co. KG	msd - steeldesign GmbH	Osborn International GmbH
Employees buying company	2000 employees	800	3300	~ 230	8000	75	1250
Turnover buying company in EUR	350 Mio Euro	250 Mio	750 Mio. Euro	~ 40 Mio€	1,4 billion EUR		130000000
Correspondence Language(s)	DE / EN	e.g. DE / EN	e.g. DE / EN	e.g. DE / EN	DE / EN	DE / EN	DE, EN
Company-Homepage	<a href="https://landmaschinen.krone.de/">https://landmaschinen.krone.de/</a>	<a href="https://www.niehoff-gmbh.info/de/">https://www.niehoff-gmbh.info/de/</a>	<a href="http://www.reinhausen.com">www.reinhausen.com</a>	<a href="http://www.memminger-iro.de">www.memminger-iro.de</a>	<a href="http://www.minimax.com">www.minimax.com</a>	<a href="http://msd-steeldesign.de">msd-steeldesign.de</a>	<a href="http://www.osborn.com">www.osborn.com</a>
What is the Company's Industry / Business Sector	Agriculture machines	Machine Building	yes	general machine and apparatus for Knitting Industry		rail industry, system components	Brushes, Polishing
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	Yes
Are you generally interested in Plastics / Electronics? pressed, stamped, moulded parts, motors, cable wires, etc.	yes	NO	yes	yes	yes	no	No
Are you generally interested in Complementary Goods? O-Rings, screws, ...	no	NO	yes	no	yes	yes	Yes
Are you generally interested in one of the following? paintings, surface treatment, tool construction	no	NO	yes	no	no	yes	Yes

Products of current interest	welding components weight from 5 kg to 1000 kg	Complete machined welding parts with weight over 5 tons.	welding parts, forging hot cold, alu castings, steel casting, machined parts, plastic parts, electrical contact parts	turning and milling parts Plastic injection Metal sheet parts	Castings (incl. machining) Turned parts Stamped parts Forged parts (incl. Machining) Welded parts (Metal sheet)	laser parts, bending parts, cnc parts, welding assemblies	metal parts, stamping, drilling, steel, wire, welding, trade goods, filaments, aluminium
Interested in Mass Production	yes	NO	yes	yes	yes (after audit & approval process)	no	Yes
Supplier's Export Share (%)	30%	50%	approx. 50%	50%	60%		5000%
Which certificates are a must have for a supplier?	welding certification DIN EN ISO 3834-2	DIN EN ISO 3834-2, ISO 9001	ISO 9001 or TS 16949, ISO14001	9001/2015	ISO 9001 (possibly: ISO14000   ISO14001   TS16949   QS9000)	DIN EN ISO 9001:2015	none
Expected turnover of the supplier company in EUR	750.000 Euro			2-5 Mio €	tbd		2000000
Minimum employees the supplier company should have	100 employees	50	>50	50	tbd		20

Western Balkan Purchasing Initiative | 05 June 2019 | Dortmund Germany



Short Profile Purchaser							
Country	HQ Finland	Germany	Germany	Germany	DE	Germany	Germany
Company Name	<b>Outotec GmbH &amp; Co. KG</b>	<b>Peimex</b>	<b>Proxowell GmbH</b>	<b>Robel Bahnbaumaschinen GmbH</b>	<b>Schunk Sonosystems GmbH</b>	<b>Sennheiser electronic GmbH &amp; Co. KG</b>	<b>Siemens AG</b>
Employees buying company	worldwide ~ 4000	2	31	560		2700 (worldwide)	
Turnover buying company in EUR	1,1 Mrd EUR	weniger als 1 Mio €	6000000	90000000			
Correspondence Language(s)	DE, EN	DE, EN, Russian, Bulgarian	DE / EN	DE / EN / HU	DE	e.g. DE / EN	DE / EN
Company-Homepage	<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.proxowell.de">www.proxowell.de</a>	<a href="http://www.robels.com">www.robels.com</a>	<a href="http://www.schunk-sonosystems.com">www.schunk-sonosystems.com</a>	<a href="http://www.sennheiser.com">http://www.sennheiser.com</a>	<a href="http://www.siemens.com">www.siemens.com</a>
What is the Company's Industry / Business Sector	metals and mining, industrial water treatment, alternative energy, and chemical industries	construction	Medicine machines for healthy and rehabilitation	Railway Track construction Solutions / Machines	Maschinenbau	Professional Audio and Consumer Electronics	Energy Mobility
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	no	yes	yes	yes	yes	steel welded parts (frames, tanks) incl. painting
Are you generally interested in Plastics / Electronics? <small>pressed, stamped, moulded parts, motors, cable wires, etc.</small>	yes	no	no	yes	no	yes	No
Are you generally interested in Complementary Goods? <small>O-Rings, screws, ...</small>	yes	no	no	no	no	no	No
Are you generally interested in one of the following? <small>paintings, surface treatment, tool construction</small>	yes	no	no	yes	no	yes	No, see Metal working
Products of current interest	castings forging, machined steel structure, welded subassembly groups	subcontractors from the Balkan countries for work in the construction branch in Germany	welded assemblies including powder coating	welding, milling, turning, aluminium casts, assembly, paintings, gears, batteries, motors	Mechanische Bearbeitung	Die casting parts (alu and zinc) in low volumes i.e. 1000 to 5000 pcs. per year with highly decorative surfaces incl. Painting and printing. Small and precise metal stamping parts, moulded rubber parts, special products like stamped/printed foils	steel welded parts (frames, tanks) incl. Painting, Dimensions e. g. 3x3x1 meter
Interested in Mass Production	no	no	yes	yes, series up to 500 - 1000 pcs	no	yes	around 400 - 1500 pcs p.a.
Supplier's Export Share (%)		no limits	50%			n/a	
Which certificates are a must have for a supplier?		national certificate as a construction company	EN ISO 9001-2015 better would be ISO 13485	must have none, it would be great ISO9001, for welding would be great EN15085		ISO 9001 or similar	EN15085 - CL1 / 2

Expected turnover of the supplier company in EUR		more than 0,5 Mio €	around 150.000,00 €			n/a	10 to 60 Mio. EUR
Minimum employees the supplier company should have		ten- fifteen	25			15	n/a

Western Balkan Purchasing Initiative | 05 June 2019 | Dortmund Germany



Short Profile Purchaser							
Country	Germany	Germany, Luxembourg	Germany, Italy	Germany	Germany	Germany	Germany
Company Name	Sikora AG	SMS Group - CTI Systems S.à r.l.	SMS Group	SNR WÄLZLAGER GMBH	Thielenhaus Technologies GmbH	Walter Stauffenberg GmbH & Co. KG	WIK Elektrogeräte Entwicklungs- und Service-GmbH & Co. KG
Employees buying company	200	200	7000	120		550	n.a.
Turnover buying company in EUR		50000000	x	55000000		120	n.a.
Correspondence Language(s)	e.g. DE / EN	DE/EN/FR	DE/EN	DE / EN	e.g. DE / EN	e.g. DE / EN	DE / EN
Company-Homepage	<a href="http://www.sikora.net">www.sikora.net</a>	<a href="http://www.ctisystems.com/">http://www.ctisystems.com/</a>	<a href="https://www.sms-group.com/">https://www.sms-group.com/</a>	<a href="http://WWW.NTN-SNR.COM">WWW.NTN-SNR.COM</a>		<a href="http://www.stauff.com">www.stauff.com</a>	<a href="http://www.wik-group.com">www.wik-group.com</a>
What is the Company's Industry / Business Sector	Measuring devices	Aviation, intralogistics, surface treatment	equipment for Metal Industry		Machine Engineering, Gear boxes, Air compressors	Hydraulic parts	Development & Production of small electrical household appliances (OEM, ODM)
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, special in welded parts and pressure vessels Stainless steel forgings	yes / -no	yes / -no	yes	yes	yes stamped, turned, forged alu, steel, sphero	yes
Are you generally interested in Plastics / Electronics? pressed, stamped, moulded parts, motors, cable wires, etc.	yes, special in preassembled cables	yes / -no	yes- / no	no	yes	yes plastic molded parts	yes
Are you generally interested in Complementary Goods? O-Rings, screws, ...	no	yes- / no	yes- / no	no	yes	yes	yes
Are you generally interested in one of the following? paintings, surface treatment, tool construction	no	yes- / no	yes- / no	yes	yes	maybe	yes
Products of current interest	welded parts, pressure vessels, preassembled cables, stainless steel forgings	manufacturing acc. To CTI System drawings and BOM ( welding, machining, assembly)	steel construction incl. assembly/design, milling+turning parts ( middle-high komplexity) quantity 1-5 pieces; Turning >Ø800mm, Assembly units acc. our drawing weight between 1 till 15t with piping and wiring	turned and milled parts (maerial steel, aluminum, CAST Iron); CAST Iron	index table, cooling coil, casting, metal parts, metal parts (high precision), electronic cabinets	forged and turned steel parts for hydraulic fittings Alu parts made by die cast and gravity casting	Silicon Rubber, Metal Stamping, Packaging, Pulp-Tray, PCBA, Plastic Injection Molding, Die-Casting
Interested in Mass Production	no	yes- / no	yes- / no	yes but, small to medium quantity	no	yes, depends	yes
Supplier's Export Share (%)			>40%				n.a.
Which certificates are a must have for a supplier?		if producer of welded parts - welding certificates	ISO 9001, ISO 14001, welding certificates	ISO 9001 is welcome		ISO 9001	ISO9001, ROHS/REACH Compliant, Social Responsibility to be respected, details to be discussed
Expected turnover of the supplier company in EUR			10.000 - 200.000 (depending on part)	100.000 - 250.000 €			n.a.
Minimum employees the supplier company should have		20	30	40			n.a.

Western Balkan Purchasing Initiative | 05 June 2019 | Dortmund Germany



Short Profile Purchaser							
Country	worldwide company, headquarter in Germany Dortmund	Germany	Germany				
Company Name	<b>Wilo SE</b>	<b>Windmüller &amp; Hölscher KG</b>	<b>Zollern GmbH &amp; Co. KG</b>				
Employees buying company	~ 7.500	2200	500				
Turnover buying company in EUR	~ € 1,4 billions	760000000	130Mio				
Correspondence Language(s)	DE / EN	DE / EN	e.g. DE / EN				
Company-Homepage	<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.zollern.com">www.zollern.com</a>				
What is the Company's Industry / Business Sector	Pumps for water transfer (trink, heating, sewage)	machine and plant construction for flexible packaging	mechanical engineering				
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	yes				
Are you generally interested in Plastics / Electronics? <small>pressed, stamped, moulded parts, motors, cable wires, etc.</small>	yes-> My main focu: plastic parts	yes	no				
Are you generally interested in Complementary Goods? <small>O-Rings, screws, ...</small>	yes	no	no				
Are you generally interested in one of the following? <small>paintings, surface treatment, tool construction</small>	tool construction	no	no				
Products of current interest	PE Foam (packaging material) as bolt protection for mixer inserts	turning, milling and drilling sheet metal parts welding parts stainless steel / mild steel	Machining of casting, welded and steel parts Laser cut				
Interested in Mass Production		no	no				
Supplier's Export Share (%)	experience in export is always helpful, but not a "have to" point	30%	50%				
Which certificates are a must have for a supplier?	ISO9001 or a comparable system for quality assurance (QA) liability insurance, Reach, Rohs, konflikt minerals confirmations	nice to have, nothing special	DIN ISO 9001				
Expected turnover of the supplier company in EUR		more than 200.000 €	5 Mio				
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	30	20				