

Short Profile Purchaser	Purchasing Company	Purchasing Company 2	Purchasing Company 3	Purchasing Company 4	Purchasing Company 5	Purchasing Company 6	Purchasing Company 7
Country	Germany	Germany	Germany	Germany	Germany	Germany (Headquarter, world-wide subsidiaries)	Germany
Company Name	CERTUSS Dampfautomaten GmbH & Co. KG	Volz Gruppe GmbH	Wibu Zentralverwaltungs GmbH	Illig Maschinenbau GmbH & Co. KG	Mosca GmbH	Witzenmann GmbH	ZIPPE Industrieanlagen GmbH
Employees buying company	105	200	more than 350	> 700	540	4000 (group-wide)	180
Turnover buying company in EUR	19 millions	25 Mio		> 140 Mio. €	30 Mio. € in Germany, 55 Mio € Group	560 million	40 Mio
Correspondence Language(s)	DE / EN	DE / EN	DE / EN	DE / EN	DE / EN	DE / EN	DE / EN
Company-Homepage	www.certuss.com	www.volz.de	www.wibu-gruppe.de	www.illig.de	www.mosca.com	http://www.witzenmann.de/en/index.jsp	www.zippe.de
What is the Company's Industry / Business Sector	plant engineering	tube couplings and connections for hydraulic systems, made of stainless steel and carbon steel	wholesaler for old homes and nursing homes, ambulant care	mechanical engineering	Strapping machines/ Strap for machines	Automotive, Commercial Vehicles, Energy, Aerospace	Plant engineering and construction for the glass industry
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.	<p>1. welded pipe in different dimensions (Ø21,03x2,6mm – Ø44,5x2,9mm)</p> <p>material: P235GH-TC1 and Grade A (double certified) standard material: DIN EN 10217-2 and ASME SA-178(M) (double certified) add. requirements: conform AD2000-W4, PED 2014/68/EU, ASME Section II latest edition, NDE acc. to ASME SA-450, seam abraded from inside, pipe delivered with no residues from abrasion material certificate: acc. to DIN EN 10204 – 3.1 (german and english language), pipe labelled within complete length with designation of: material, standard, heat-no.</p> <p>2. seamless pipe in different dimensions (Ø21,03x2,6mm – Ø44,5x2,9mm)</p> <p>material: P235GH-TC1 and Grade B (double certified) standard material: DIN EN 10216-2 and ASME SA-106 (double certified) add. requirements: conform AD2000-W4, PED 2014/68/EU, ASME Section II latest edition, material certificate: acc. to DIN EN 10204 – 3.1 (german and english language), pipe labelled within complete length with designation of: material, standard, heat-no.</p>	yes	yes, e.g. glove holder, bedpan, ...	YES	yes	yes	yes
Are you generally interested in Plastics / Electronics? pressed, stamped, moulded parts, motors, cable wires, etc.	no	no	yes, e.g. disposable cups, glove holders, ...	YES - in Electronic (cable wires + switch cabinet construction)	yes	yes (plastics)	no
Are you generally interested in Complementary Goods? O-Rings, screws, ...	no	no	no	NO	yes	yes	no
Are you generally interested in one of the following? paintings, surface treatment, tool construction	yes	no	no	YES - tool construction (Thermoforming tools)	no	yes	no
Products of current interest	(surfaced) drawing parts; welded boiler tubes	Turned parts, forged parts, pressed parts, made of stainless steel and carbon steel	glove holder, bedpan, disposable cups, garbage bag, trash bag, catheter sets, bandage, plaster, toilet paper, towel paper, plastic products (medical cup, bin, towel dispenser, medication dispenser)	Mechanical assemblies, Machine frames, Manufacture of complete machinery, Control cabinet, Cylinders and valves, Conveying systems, Bearings, General machine elements, Tool making (thermoforming), Lineartechnik	all kind of metal working parts according to our drawings, later mounted groups, Control Cabinets	formed pipes, deep drawn parts, investment casting, sand casting, elastomer hoses, fine-blanked parts	<p>1) Conveyor technique/components/equipment: - bucket elevator - screw conveyor - vibratory tray feeder - bin activator - filter - belt conveyor - 2/3 way diverter - butterfly valve (dia.150mm - 400mm)</p> <p>2) Erection company for plant construction/ steel work/electrical installation (mechanical erection, installation and commissioning, refurbishment and maintenance of industrial plants)</p>
Interested in Mass Production	no	yes	yes	NO	no	our range is: small quantities to mass production	no
Supplier's Export Share (%)	30-40%	-			65%		
Which certificates are a must have for a supplier?	ISO 9001, DGRL 2014/68/eu	-		no specification	ISO 9001:2008	In general ISO 9001; for automotive business ISO TS 16949; as per specific certificates, a sector-wise evaluation must be conducted	DIN 9001; +DIN 1090 for steel work
Expected turnover of the supplier company in EUR	2 million	-			no rules		Depending on the delivery parts up to 1 Mio. EUR
Minimum employees the supplier company should have	20	-			> 20		10

Short Profile Purchaser	Purchasing Company 8	Purchasing Company 9	Purchasing Company 10	Purchasing Company 11	Purchasing Company 12	Purchasing Company 13	Purchasing Company 14	Purchasing Company 15	Purchasing Company 16
Country	Germany	Germany	Germany	Germany	Germany	GERMANY	Germany	Germany	Germany
Company Name	Bischof + Klein Holding SE & Co. KG	Heinrich Georg GmbH	WECO Contact GmbH	battenfeld-cincinnati Germany GmbH	Aug. Winkhaus GmbH & Co. KG	SMS GROUP GMBH	Rittal GmbH & Co. KG	Mitsubishi Hitachi Power Systems Europe GmbH	CHIRON Werke GmbH
Employees buying company	around 2600 total B+K group	372 in Germany, 450 worldwide		worldwide ca. 770	2.000	14.000	>10.000	600	2.000
Turnover buying company in EUR	around 560 mio Eur total B+K group	70 Mio.			260.000.000	600.000.000	>2.000.000.000		350 Mio €
Correspondence Language(s)	DE / EN	german / english	DE, EN FR	DE / EN	DE / EN	DE / EN	DE / EN	DE / EN	DE / EN
Company-Homepage	www.bk-international.com	www.georg.com	www.wecogroup.de	www.battenfeld-cincinnati.com	www.winkhaus.com	https://www.sms-group.com/	www.rittal.com	www.eu.mhps.com	www.chiron.de
What is the Company's Industry / Business Sector	flexible packaging manufacturer	Steel, Steel service, Aluminium	electronics	machine building	Fittings for doors and windows	Steelplants	industrial cabinets and climatization		CNC machining
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	yes	YES
Are you generally interested in Plastics / Electronics? pressed, stamped, moulded parts, motors, cable wires, etc.	yes	no	yes	YES	yes	no	yes	yes	YES
Are you generally interested in Complementary Goods? O-Rings, screws, ...	yes	no	yes	YES	yes	no	yes	no	NO
Are you generally interested in one of the following? paintings, surface treatment, tool construction	yes	no	yes	NO	yes	no	yes	yes	NO
Products of current interest	plastic films, aluminium converter foil, spouts, zippers/ sliders (reclosure systems)	pre-machined forged parts, shafts, mandrels, welded parts, complete machine assembly, casted iron, circular knives, shear knives (tools for coil processing lines)	assembly services, screws, contact springs	seamless rolled rings, free formed parts, metal sheet constructions, gears and motors, controll cabinets, etc., machining of parts about 1250mm diameter	zinc diecasting parts metal injection moulding parts sintered components(powder metallurgy)	forging, casting, machining, steel constructions, Assembly units acc. our drawing, - mostly single items - low quantity	Cable Harness, Heatexchangers, Electronics for climatization applications	cables bus ducts (power distribution) motors steel constructions pressure vessels dampers pumps piping flake lining rubber lining FRP tanks etc.	Milling, drilling and turning parts of high tolerances and quality Welding Parts CNC electronic enclosure (Schaltschrank) Iron sheet (Blechverkleidungen)
Interested in Mass Production	yes	no	yes	NO	yes	no	yes	no	YES
Supplier's Export Share (%)	N.N.		-	EQUAL	65%	25%	open		50%
Which certificates are a must have for a supplier?	DIN EN ISO 9001:2008 (Quality Mgmt.) DIN EN 15593 (Hygiene Mgmt.) EMAS Certificate (Environmental Mgmt.)	DIN ISO 9001 or similar	ISO9001	ISO 9001:2008		ISO 9001. ISO 14001 welding certificates if necessary	ISO 9001	EN Iso 9001	ISO certification 9001
Expected turnover of the supplier company in EUR	N.N.	> 3 Mio EUR	-	EQUAL	> 1.000.000		> 7 Mio. Euro		> 1 Mio €
Minimum employees the supplier company should have	N.N.	20	-	EQUAL	20	50	open		> 30