

**Elenco fabbisogni buyer_Updated 3 April
Affidabilità e Tecnologia 2015**

* Country	Activity description	Year turnover	N employees	AUTOMATION, ROBOTICS, MANUFACTURING CONTROLS, ARTIFICIAL VISION	SIMULATION, ADDITIVE MANUFACTURING	TESTING, MEASUREMENTS, QUALITY CONTROLS, MAINTENANCE	CHARACTERIZATION OF MATERIALS, METROLOGY	MACHINE TOOLS AND SPECIAL TOOLS, SPECIAL MATERIALS MACHINING	LASER, OPTOELECTRONICS	SUBCONTRACTING - MECHANICS & MATERIAL TRANSFORMATION	SUBCONTRACTING - PLASTICS PROCESSING INDUSTRY	PRODUCTS/PROCESSES you need TO IMPROVE	PRODUCTS/PROCESSES/SERVICES you ARE LOOKING for	REQUIREMENTS
1 Finland	Business brokers office. Compressing molding and tools. We are looking for new suppliers and technologies to our clients and new clients to our suppliers. With good connections to Asia we are helping our clients to keep their price competitiveness and production here in Europe	0.6	3								Assembly Cutting Extrusion Forming Hydroforming Injection / Microinjection Machining Moulding Overmoulding Thermoforming Welding	Top of the list are now large die-casted parts (aluminium) and all kind of technical injection and rotation molded plastics parts.	Please see above, added with design and development services.	Basic quality systems are needed. Communication in English.
2 Morocco	Metrology laboratory	2	11			Acoustic, stress, vibration Certification safety and type approvals Instruments Calibration Mechanical and dimensional testing Process control systems Quality control systems Sensors	Calibration Certifications and regulations Characterization of materials, surfaces and components Electronic and electric measurement Mechanical and dimensional measurement Quality control systems	Dimensional measurement	Optoelectronic equipment and devices Sensors Tools and equipment for diagnostics and measurement Traceability			We are interested in the field of accreditation metrology and the science of measurement.	Instruments which detects: temperature, humidity, pressure, flow	
3 Germany	Leading manufacturer and supplier of high voltage insulators with global sales and references in more than 70 countries. Our company reaches back to 1916 with the founding of the firm in LeRoy, New York, USA and from the traditional roots of the European renowned manufacturers Rosenthal and Siemens. For our customers from the OEM sector we produce high quality hollow insulators, insulator bushings and insulating housings from ceramics and composites.	135	1200	Machine tools and special tool Production control		Process control systems	Destructive and non-destructive test		Automatic identification Traceability		Assembly Cutting Extrusion Injection / Microinjection Machining Moulding Overmoulding Welding	Polymer, ceramic, purchasing of components	Metal parts: forged parts (Schmiedeteile) C35, C45, C60; casted parts (steel and alu) GGG, EN AW 6060 and 6082; stainless steel casted parts. Quantity: some thousands parts/year for each type of parts (c.ca 50-75 types in use) - Raw materials and ceramics: Aluminiumoxid, Clay (Tone), Feldspar - Injection molding machines for epoxy and silicone, molds making, compounder, extruder for silicone	
4 India	We are an ISO 9001 Compliant Company Engaged in, Design, Manufacturing, Integration and Support of Technical products and Engineering Equipment for Automotive, Aviation, Propulsion and Space.	10	35	Artificial vision Lasers, optical, optomechanics and optoelectronics Mechatronic components Robots for assembling, manufacturing and process control Sensors	Additive manufacturing/3D print (sintering, lamination and fused deposition modelling - FDM) CAD - CAE Electronic and electromagnetic simulation Fluid Dynamic Simulation (CFD) FMEA (Failure Mode and Effect Analysis) Immersive virtual reality Multiphysics Simulation PLM (Product Lifecycle Management) Reverse engineering Simulation with finite element limit analysis (FEA) Virtual testing	Acoustic, stress, vibration Instruments Calibration Mechanical and dimensional testing Process control systems Sensors Test benches	Calibration Certifications and regulations Data acquisition Destructive and non-destructive test Mechanical and dimensional measurement	CAD/CAM Machine tools for special materials machining Numerical control Robotics Special tools Vision systems	Laser and optical components Laser and systems Optoelectronic equipment and devices Sensors					Aerospace & Defence background preferred of suppliers
5 Italia	Leading worldwide manufacturer and supplier of ball and roller bearings, linear motion products, precision bearings, spindles and seals. Tooling to drawing management.	872	3000					Special tools				Find tooling to drawing global producer suppliers working and supplying at worldwide level	Competitive and reliable suppliers	Company internal requirement including ISO 50001 with global capabilities
6 France	Infrastructure manager and all kind of station and train operation	34000	25000		Simulation, additive manufacturing	Testing, measurements, quality controls, maintenance								ISO 9000 version 2000 Cofrac Iso 14001. Rail network qualification

**Elenco fabbisogni buyer_Updated 3 April
Affidabilità e Tecnologia 2015**

* Country	Activity description	Year turnover	N employees	AUTOMATION, ROBOTICS, MANUFACTURING CONTROLS, ARTIFICIAL VISION	SIMULATION, ADDITIVE MANUFACTURING	TESTING, MEASUREMENTS, QUALITY CONTROLS, MAINTENANCE	CHARACTERIZATION OF MATERIALS, METROLOGY	MACHINE TOOLS AND SPECIAL TOOLS, SPECIAL MATERIALS MACHINING	LASER, OPTOELECTRONICS	SUBCONTRACTING - MECHANICS & MATERIAL TRANSFORMATION	SUBCONTRACTING - PLASTICS PROCESSING INDUSTRY	PRODUCTS/PROCESSES you need TO IMPROVE	PRODUCTS/PROCESSES/SERVICES you ARE LOOKING for	REQUIREMENTS
7 Netherlands	Manufacturer of industrial electric towing tractors and electric platform vehicles.	10	46							Cold pressing Ironworks Machining Metal cutting		I like to outsource production of metal work parts, turning and milling metal work in SMALL series (10-50 pieces).	Looking for suppliers of complete axles for vehicles, which should be standard. The same for differentials which different gear ratios. From sales perspective we search for dealers to sale our products in Italy.	Preferable ISO 9001:2008
8 Italy	Product Design Development	4.5	50		Additive manufacturing/3D print (sintering, lamination and fused deposition modelling - FDM) CAD - CAE Electronic and electromagnetic simulation Electronic and printed circuit boards Fluid Dynamic Simulation (CFD) FMEA (Failure Mode and Effect Analysis) Immersive virtual reality Multiphysics Simulation PLM (Product Lifecycle Management) Rapid manufacturing/prototyping by subtractive technology or chips removal Reverse engineering Simulation with finite element limit analysis (FEA) Virtual testing							Digital Model , Database	Digital model, Engineering Feasibility.	
9 France	Design and production of Electronic onboard calculators	140	500		Reverse engineering	Mechanical and dimensional testing			Microscopy		Injection / Microinjection Moulding Overmoulding Thermoforming			ISO 9001 or ISO TS
10 France	Manufacturer of dessalination unit - watermakers	6	26							Cold pressing Forming Foundry Ironworks Machining Mechano-welding Metal cutting Microtechnics Precision mechanics Stamping Surface treatments Undercutting				
11 France	Production of ball and roller screws and actuators	36	250							Ironworks Machining				

Elenco fabbisogni buyer_Updated 3 April
Affidabilità e Tecnologie 2015

*	Country	Activity description	Year turnover	N employees	AUTOMATION, ROBOTICS, MANUFACTURING CONTROLS, ARTIFICIAL VISION	SIMULATION, ADDITIVE MANUFACTURING	TESTING, MEASUREMENTS, QUALITY CONTROLS, MAINTENANCE	CHARACTERIZATION OF MATERIALS, METROLOGY	MACHINE TOOLS AND SPECIAL TOOLS, SPECIAL MATERIALS MACHINING	LASER, OPTOELECTRONICS	SUBCONTRACTING - MECHANICS & MATERIAL TRANSFORMATION	SUBCONTRACTING - PLASTICS PROCESSING INDUSTRY	PRODUCTS/PROCESSES you need TO IMPROVE	PRODUCTS/PROCESSES/SERVICES you ARE LOOKING for	REQUIREMENTS
12	Turkey	Conduct maintenance, repairs and modernization of all kinds of vehicles used in the railway transportation. we started manufacturing and design of parts, components and systems as well as a variety of related products and services. Ozbir is experienced in welded constructions especially for railway vehicles and also engaged in manufacturing and assembly of electrical and mechanical equipment.	0	84									welding technology, bonding technology, painting technology	Carbody manufacturer (especially aluminium car body), adhesives and bonding, railway component manufacturer, companies who need to an agent in Turkey.	
13	Saudi Arabia	Third Party QA/QC inspection services, vendor inspection services and Project Management QualityEngineering/Technical Supports services in the field of Oil&Gas, onshore & offshore both upstream and downstream, petrochemical Industries, Construction power mining sectors.	6	150									Inspection/Consultancy services	Inspection/Consultancy services	Saudia aramco Vendor Approval & commodity approval
14	Belarus	Trucks and buses	1000	18000		Additive manufacturing/3D print (sintering, lamination and fused deposition modelling - FDM) CAD - CAE Reverse engineering Virtual testing			Numerical control Special tools				Equipment for machining and heat treatment of metals. Besides industrial equipment, we are interested in some components for trucks and buses: L electronic components, steel wheels, exhaust systems, radiator, transmission, glue and sealants, interiors, gas (CNG) equipment (gas tank, valves, features)		ISO 16949 for components
15	Italy	Design, research, modeling, engineering	10.65	80	Artificial vision Machine tools and special tool Sensors	Additive manufacturing/3D print (sintering, lamination and fused deposition modelling - FDM) Immersive virtual reality Reverse engineering Virtual testing	Virtual testing		Robotics Special tools					Piezoelectric sensors/dielectric elastomers (DES) Haptic volumetric rendering matched with virtual simulation	
16	Italia	One of the world's leading automobile manufacturers and the largest carmaker in Europe.												Com Metal: fine sheet metal, extrusion profiles, metal trim, heat shield panels, exhaust system components Com Electric: wipers, grommet, secondary lighting, cable guides	Certifications: ISO9001, ISO/TS 16949, ISO 14000; preferably global presence

Elenco fabbisogni buyer_Updated 3 April
Affidabilità e Tecnologie 2015

*	Country	Activity description	Year turnover	N employees	AUTOMATION, ROBOTICS, MANUFACTURING CONTROLS, ARTIFICIAL VISION	SIMULATION, ADDITIVE MANUFACTURING	TESTING, MEASUREMENTS, QUALITY CONTROLS, MAINTENANCE	CHARACTERIZATION OF MATERIALS, METROLOGY	MACHINE TOOLS AND SPECIAL TOOLS, SPECIAL MATERIALS MACHINING	LASER, OPTOELECTRONICS	SUBCONTRACTING - MECHANICS & MATERIAL TRANSFORMATION	SUBCONTRACTING - PLASTICS PROCESSING INDUSTRY	PRODUCTS/PROCESSES you need TO IMPROVE	PRODUCTS/PROCESSES/SERVICES you ARE LOOKING for	REQUIREMENTS
17	Uzbekistan	A holding company, which operates in the automotive industry. The company founded the largest manufacturing companies of vehicles and automotive components in Uzbekistan, such as JSC "General Motors Uzbekistan", LLC "SamAvto" JV «MAN Auto Uzbekistan» and JSC «GM Uzbekistan Powertrain».	3400	25000	Marking, automatic identification and traceability	CAD - CAE Reverse engineering		Calibration Characterization of materials, surfaces and components	Machine tools for special materials machining Special tools	Marking	Foundry Ironworks Machining Surface treatments	Extrusion Machining Moulding Thermoforming		Localization in Uzbekistan the following automotive components and systems: chassis, brakes, brake pads, starter motors, steering, seat belts, development and production of tooling, roll-forming components and extrusion rubber seals.	Experience with international automakers, nomination for the OEM supply of automotive components, international quality certificate ISO
18	Germany	Automotive Manufacturer	00	35000	Marking, automatic identification and traceability Production control Robots for assembling, manufacturing and process control	Additive manufacturing/3D print (sintering, lamination and fused deposition modelling - FDM) Rapid manufacturing/prototyping by subtractive technology or chips removal	Mechanical and dimensional testing Sensors	Destructive and non-destructive test	Robotics Vision systems				MFG System improvement due to new industry 4.0 technologies (augmented reality; HMI; data analytics, storage and sourcing; sensor technologies; actuation technologies; Cyberphysical system, ID-systems	Additive manufacturing technologies (merge plastic&metal?) Man-Machine Interaction (new enabling technologies) Testing , measurements , quality controls	Global supply base; CE certification
19	Turkey	Manufacturing and Repairing of all type Railway Passenger Coaches	90	1100									Aluminum car body manufacturing for railway vehicles Robotics Welding Machines for aluminum car bodies Jigs & Fixtures for aluminum car bodies EMU components such as HVAC Doors , Dampers, Couplers TCMS, Train Control and Monitoring System Traction Equipmnt's for Electrical Multiple Units Wheel for railway vehicles		