

Subcontracting Meetings 2016

| Short Profile Purchaser | Purchasing Company 1 | Purchasing Company 2 | Purchasing Company 3 | Purchasing Company 4 | Purchasing Company 5 |
|---|--|---|--|--|---|
| Country | Germany | Germany/Switzerland | Germany | Germany | Germany |
| Company Name | ABM Greiffenberger Antriebstechnik GmbH | BERGHOFF-Gruppe | Feldbinder Spezialfahrzeugwerke GmbH | IFA Rotorion GmbH | KROENERT GmbH & Co KG |
| Employees buying company | 750 | 220 | 950 | 44 Purchasers, 2200 Employees | 240 |
| Turnover buying company in EUR | 95 - 100 Mio € | 44 Mio. | 180 Mio. | 350 Mio. | 50 Mio. |
| Correspondence Language(s) | German/English | German/English | German/Englisch | German/English | German/English |
| Company-Homepage | www.abm-antriebe.de | www.berghoff.eu | www.feldbinder.com | www.ifa-rotorion.com | www.kroenert.de |
| Buyer's Industry / Business Sector | Customized drive solutions composed of motor, gearbox, brake and frequency inverter for hosting technology and warehousing, in material handling and in e-mobility, in biomass heating systems and other markets | Mechanical processing of highly complex components, mainly for following sectors: Semiconductor, Oil&Gas, Aerospace, transportation | Special vehicles (silotrailers, tank rtailers, rail wagons and containers) | Driveshafts for automotive | Turnkey line solutions for coating technology (Coating and Laminating Machinery) |
| General interest in Metal Working Stamped/ turned/ milled/ pressed/ welded parts, tubes, coils, forging, casting (alu, steel, investment, bronze, | yes | yes | yes | yes | yes |
| General interest in Plastics / Electronics pressed, stamped, moulded parts, motors, cable wires, etc. | yes | no | no | no | yes |
| General interest in Complementary Goods O-rings, screws, ... | yes | yes (pins, inserts, washer, scrwes) | yes | yes | yes |
| Products of current interest | shafts; end shields; gear box housing; gears; | turned/milled parts; cstee/grey & alu casting | alu casting and welding | tubes, forging parts, rubber/metal parts | machined drawing parts (turning, milling mainly from 10 to 100 kg weight), electric motors, pneumatic components (cylinders, tubes, valves) |
| Interested in Mass Production | yes | no | no | yes | no |
| Supplier's Export Share (%) | min. 20% | min. 20% | | min. 10% | min. 70% |
| Which certificates are a must have for a supplier? | ISO 9001 | ISO 9001 | ISO 9001 is better, but not a must | TS 16949 | ISO 9001 (or TS16949) |