

Elenco buyer tedeschi e relativi fabbisogni_update28Nov
Piemonte Industry meets Germany

Short Profile Purchaser	Purchasing Company 1	Purchasing Company 2	Purchasing Company 3	Purchasing Company 4	Purchasing Company 5
Country	Germany	Germany	Germany	Austria	Germany
Company Name	RMIG Nold GmbH	Truetzschler Nonwovens & Man Made Fibers	Hartmann Valves	Siemens Mobility Austria GmbH	MISUMI Group
Employees buying company	110	300	160	1.000	11.200 (worldwide); 250 (Germany)
Turnover buying company in EUR	30 Mio.€	80 Mio. EUR	28 Mio	500.000.000	2,7 Mrd.€; 134 Mio.€ in Germany
Correspondence Language(s)	German, English	English, German	German, English	German, English	German, Englisch
Company-Homepage	www.rmig-nold.com	www.truetzschler.de	www.hartmann-valves.com	www.siemens.com	https://de.misumi-ec.com/
What is the Company's Industry / Business Sector	Loudspeaker and ventilation grills, interieur + exterior mainly Automotive	Production of machines for Nonwovens production	Valve and Wellhead market for special applications in Oil, Gas, Chemie, Petro-Chemie, Geothermie and more	railway	Manufacturer and Distributor
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	stamped/lasered/bent/welded; steel & stainless steel	Turning, Milling, Welding, Tubes, Forgings	yes	Turning, Milling, Surface and Heat treatment
Are you generally interested in Plastics / Electronics? pressed, stamped, moulded parts, motors, cable wires, etc.	YES	no	Plastics, e.g. like sealing components	no	no
Are you generally interested in one of the following? paintings, surface treatment, tool construction	YES	surface treatment: zinc hot galvanisation; powder coating, spray-paint	not really	no	no
Products of current interest	Etching of sheet metal, tool making incl wire erosion and milling services, gauges, crimping tools, plastic injection molding of surface visible parts (see and no-see plastic carriers): painted, grained, galvanized, PVD (physical vapor deposition) surface refinement, powder coating, other type of surface treatment for automotive interieur, acoustic foam/fleece, expanded metal, lighting guides, high performance camera systems for checking surface of high quality products	Sheet metal constructions	Machining of Valve Components, also with cladding, including/excluding material	Category Casting & Forging Category Pre Fabrication:	surface and heat treatments
Type of skills required		stamped/lasered/bent/welded; steel & stainless steel	Machining from diameter Ø60mm up to Ø1.500mm	Category Casting & Forging steel casting Spärocast eg. GJS 400 -18 Aluminium casting forging Category Pre Fabrication: Milling , Drilling, banding, grinding	Milling Block production with coating and/or heat treatments Turning parts with coatings Low pressure casting parts - angle plates
Interested in Mass Production	YES both, batch and mass				high mix low volume
Supplier's Export Share (%)	>40%				
Which certificates are a must have for a supplier?	ISO 9001 (IATF16949 is a benefit)	n.a.	ISO 9001, restamping approval DIN EN 10204 - 3.1 for machining companies; for forging companies there could be other certifications necessary	Basic: ISO 9001 Ideal: IATF 16949 optimal: HQP + IRIS + EN 15085	ISO 9001 would be an advantage