

## Balkan Procurement Initiative - Munic, 09 June 2015

Short Profile Purchaser	Purchasing Company 1	Purchasing Company 2	Purchasing Company 3	Purchasing Company 4
<b>Company Name</b>	<b>Aerzener Maschinenfabrik GmbH</b>	<b>Baumüller Nürnberg GmbH</b>	<b>Big Dutchman International GmbH</b>	<b>Bühler Technologies GmbH</b>
Employees buying company	1800 worldwide	350	2500	140
Turnover buying company in EUR	300 Mio. € (AM-Group)	100	700	25
Correspondence Language(s) DE / EN	German/English	deutsch	german, english	german, english
Company-Homepage	<a href="http://eng-de.aerzen.com/Company/Purchasing/Organisation">http://eng-de.aerzen.com/Company/Purchasing/Organisation</a>	<a href="http://www.baumueller.de">www.baumueller.de</a>	<a href="http://www.bigdutchman.de">www.bigdutchman.de</a>	<a href="http://www.buehler-technologies.com">www.buehler-technologies.com</a>
What is the Company's Industry / Business Sector	Maschinen- und Anlagenbau	Automation & Drives	Equipment producer for Poultry and Pig	fluid systems and gas analysis
Interested in Mass Production	none	open	>10,000 (nice to have)	open
Supplier's Export Share (%)	30	open	>20	open
Which certificates are a must have for a supplier?	ISO 9001 Must Have; ISO 14001 Nice to Have; ISO 16949 Nice to Have	ISO 9001 Must Have; ISO 14001 Nice to Have;	ISO 9001 Nice to Have; ISO 14001 Nice to Have	ISO 9001 Must Have;
Turnover selling company in EUR	1,1	10	>5	open
Employees selling company	11	50	>70	open

Short Profile Purchaser	Purchasing Company 5	Purchasing Company 6	Purchasing Company 7	Purchasing Company 8
<b>Company Name</b>	<b>Dometic Group</b>	<b>Draexlmaier</b>	<b>GEA Refrigeration Germany GmbH</b>	<b>Holzma Plattenaufteiltechnik GmbH</b>
Employees buying company	7200	55000	285	5100
Turnover buying company in EUR	1 Billion EUR	3500	103 Mio €	850 Mio €
Correspondence Language(s) DE / EN	German / English	English, German	German / English	deutsch / English
Company-Homepage	<a href="http://www.dometic.com">www.dometic.com</a>	<a href="https://www.draexlmaier.com/en/supplier-portal.html">https://www.draexlmaier.com/en/supplier-portal.html</a>	<a href="http://www.gearefrigeration.com/de-de/Pages/default.aspx">http://www.gearefrigeration.com/de-de/Pages/default.aspx</a>	<a href="http://www.holzma.com">www.holzma.com</a>
What is the Company's Industry / Business Sector	Leisure / Recreational Vehicles (RV) / Truck / Marine / Lodging	Automotive	Maschinenbau	Maschinenbau
Interested in Mass Production	open	open	lotsizes of 10 to 500 pcs / year	open
Supplier's Export Share (%)	open	open	50	20
Which certificates are a must have for a supplier?	ISO 9001 Must Have; ISO 14001 Must Have; ISO 16949 Must Have	ISO 9001 Nice to Have; ISO 14001 Nice to Have; ISO 16949 Nice to Have	ISO 9001 Must Have; ISO 14001 Must Have; ISO 16949 Nice to Have	ISO 9001 Must Have;
Turnover selling company in EUR	0,5 Mio EUR	open	5 to 50 Mio €	open
Employees selling company	10	open	50 to 250	open

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<b>Company Name</b>	<b>Ipsen International GmbH</b>	<b>Jost-Werke GmbH</b>	<b>Kesseböhmer Holding e.K.</b>	<b>Kirchhoff Automotive GmbH</b>
Employees buying company	ca. 300 ee in DE ca. 1000 global	3000	ca. 2300	8400
Turnover buying company in EUR		600 mio. €	ca. 400	1205
Correspondence Language(s) DE / EN	Deutsch / Englisch	Deutsch/Englisch	deutsch / english	German, English
Company-Homepage	<a href="http://www.ipсен.de">www.ipсен.de</a>	<a href="http://www.jost-world.com">www.jost-world.com</a>	<a href="http://www.kesseboehmer.de">www.kesseboehmer.de</a>	<a href="http://kirchhoff-automotive.de/">http://kirchhoff-automotive.de/</a>
What is the Company's Industry / Business Sector	Industriefenbau	Automotive	Metal Working Industry	Automotive
Interested in Mass Production	open	open	10000	open
Supplier's Export Share (%)	open	>10%	50	1
Which certificates are a must have for a supplier?	ISO 9001 Nice to Have; ISO 14001 Nice to Have; ISO 16949 Nice to Have	ISO 9001 Must Have; ISO 14001 Nice to Have; ISO 16949 Nice to Have	ISO 9001 Must Have; ISO 14001 Nice to Have; ISO 16949 Nice to Have	ISO 9001 Must Have; ISO 14001 Must Have; ISO 16949 Must Have
Turnover selling company in EUR	open	open	5	1
Employees selling company	open	open	50	1

Short Profile Purchaser	Purchasing Company 13	Purchasing Company 14	Purchasing Company 15	Purchasing Company 16
<b>Company Name</b>	<b>Leopold KOSTAL GmbH &amp; Co.KG</b>	<b>Kubota Baumaschinen GmbH</b>	<b>Masa GmbH</b>	<b>Max Frank GmbH &amp; Co. KG</b>
Employees buying company	> 10k	400 / Konzern 30000	approx. 500	ca. 650
Turnover buying company in EUR	> 1 Bln €		approx. 100	ca. 80 Mio
Correspondence Language(s) DE / EN	Deutsch, English	Deutsch/Englisch	German, English	German / English
Company-Homepage	<a href="http://www.kostal.com">www.kostal.com</a>	<a href="http://www.kubota-baumaschinen.de">www.kubota-baumaschinen.de</a>	<a href="http://www.masa-group.com">www.masa-group.com</a>	<a href="http://www.maxfrank.de">www.maxfrank.de</a>
What is the Company's Industry / Business Sector	Automotive Mechatronic	(mini) construction machines	machinery and plant engineering and construction	Technologies for the construction industry
Interested in Mass Production	open	yes	not necessary	open
Supplier's Export Share (%)	open	open	> 50%	>20%
Which certificates are a must have for a supplier?	ISO 9001 Must Have; ISO 14001 Nice to Have; ISO 16949 Nice to Have	ISO 9001 Nice to Have; ISO 14001 Nice to Have; ISO 16949 Nice to Have	ISO 9001 Nice to Have; ISO 14001 Nice to Have; ISO 16949 Nice to Have	ISO 9001 Nice to Have; ISO 14001 Nice to Have; ISO 16949 Nice to Have
Turnover selling company in EUR	open	open	open	open
Employees selling company	open	open	20	open

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Short Profile Purchaser	Purchasing Company 17	Purchasing Company 18	Purchasing Company 19	Purchasing Company 20
<b>Company Name</b>	<b>Nordic Yards Wismar GmbH</b>	<b>Roth Werke</b>	<b>SAMSON AG</b>	<b>SCHULER PRESSEN GMBH</b>
Employees buying company	1315	round about 1.200	4000	> 5000
Turnover buying company in EUR	private	> 250 mio. Euro	640	> 1 Mrd.
Correspondence Language(s) DE / EN	german, english	german / englisch	German/English	German, English, Russian
Company-Homepage	<a href="http://www.nordicyards.com/suppliers.html">http://www.nordicyards.com/suppliers.html</a>	<a href="http://www.roth-werke.de">www.roth-werke.de</a>	<a href="http://www.samson.de">www.samson.de</a>	<a href="http://www.schulergroup.com">www.schulergroup.com</a>
What is the Company's Industry / Business Sector	Shipbuilding, Offshore Oil & Gas, Offshore Wind	Energysystems	Industrial Valves	Maschinenbau, Automotive
Interested in Mass Production	open	open	open	open
Supplier's Export Share (%)	open	open	50	30
Which certificates are a must have for a supplier?	ISO 9001 Must Have; ISO 14001 Must Have; ISO 16949 Nice to Have	ISO 9001 Must Have; ISO 14001 Nice to Have;	ISO 9001 Must Have; ISO 14001 Nice to Have;	ISO 9001 Must Have; ISO 14001 Nice to Have; ISO 16949 Nice to Have
Turnover selling company in EUR	open	open	open	SME ok
Employees selling company	open	open	50	70

Short Profile Purchaser	Purchasing Company 21	Purchasing Company 22	Purchasing Company 23	Purchasing Company 24
<b>Company Name</b>	<b>Stabilus GmbH</b>	<b>Villeroy &amp; Boch AG</b>	<b>VSM Vereinigte Schmirgel- und Maschinenfabriken AG</b>	<b>Windmüller &amp; Hölscher KG</b>
Employees buying company	3500	7500	700	2000
Turnover buying company in EUR	> 500 mil. Euro	744	115	Over 500 Mill.
Correspondence Language(s) DE / EN	german, english	DE / EN	German, english, French	German, English
Company-Homepage	<a href="http://www.stabilus.com">www.stabilus.com</a>	<a href="http://www.villeroy-boch.com">www.villeroy-boch.com</a>	<a href="http://www.vsmag.de">http://www.vsmag.de</a>	<a href="http://www.wuh-lengerich.de/en/units/purchase/purchasing-program/schematics/">http://www.wuh-lengerich.de/en/units/purchase/purchasing-program/schematics/</a>
What is the Company's Industry / Business Sector	Automotive / Furniture / Medical / other ind. applications	Sanitary	Chemie/ Chemical Industry	Mechanical Engineering
Interested in Mass Production	(pieces also requested, mass production up to 100,000 p.a. or even more / nice to have)	open	open	open
Supplier's Export Share (%)	open	10	open	>20
Which certificates are a must have for a supplier?	ISO 9001 Must Have; ISO 14001 Nice to Have; ISO 16949 Nice to Have	ISO 9001 Must Have; ISO 14001 Must Have; ISO 16949 Must Have	ISO 9001 Nice to Have; ISO 14001 Nice to Have;	ISO 9001 Nice to Have; ISO 14001 Nice to Have;
Turnover selling company in EUR	SME ok	open	open	>5
Employees selling company	SME ok	open	open	>50

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Short Profile Purchaser	Purchasing Company 25			
<b>Company Name</b>	<b>Wittenstein AG</b>			
Employees buying company	1900			
Turnover buying company in EUR	175 Mio €			
Correspondence Language(s) DE / EN	english			
Company-Homepage	<a href="http://www.wittenstein.de">www.wittenstein.de</a>			
What is the Company's Industry / Business Sector	Mechanical engineering			
Interested in Mass Production	open			
Supplier's Export Share (%)	60			
Which certificates are a must have for a supplier?	ISO 9001 Must Have; ISO 14001 Nice to Have;			
Turnover selling company in EUR	open			
Employees selling company	50-200			