

Short Profile Purchaser	Buyer1	Buyer2	Buyer3	Buyer4	Buyer5	Buyer6
Country	Austria	Germany	Germany	Switzerland	Germany	Germany
Company Name	EMCO GmbH	Uhlmann & Zacher GmbH	GHM GROUP	Noventa AG	PALFINGER Platforms GmbH	BKS GmbH
Employees buying company	850		85	400	500	600
Turnover buying company in EUR	160 Mio.		20 Mio.	65 Mio.	60 Mio CHF	approx. 60 Mio. EUR
Correspondence Language(s)	German / English	German, English	Italian - English	German, English	German, English	German, English
Company-Homepage	www.emco-world.com	www.uundz.de	www.ghm-group.de	www.noventa.com	https://www.palfinger.com/de-de/produkte/hubarbeitsbuehnen	www.bks.de
What is the Company's Industry / Business Sector	We offer modular turning and milling machines within a wide range from S to XXL for maximum customer benefit. Under the umbrella of the EMCO Group, we develop and produce customized Traveling-column and portal milling machines with a wide range milling head program and diverse options of EMCO MECOF in Italy and CNC turning and milling centers with numerous automation possibilities. We offer ideal conditions for CNC training with the Concept machines with software solutions and courseware.	electronic devices	scientific instruments for the measurement of physical quantities	OEM manufacturer for product development and production	Development and manufacturing of "Access Platforms" from 10 to 103m height and from 3.5 to 60t	Mortise lock, profile cylinders, door hardware
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.	<i>milling, turning, casting (grey and sphero, alu), grinding, welding</i>	<i>stamping, turning, milling parts, springs, motors, zinc die-cast,</i>	<i>stamped/ turned/ milled aluminium/steel/brass parts</i>	<i>metall springs</i>	yes	<i>focus on investment casting, copper alloy die casting and zinc die casting</i>
Are you generally interested in Plastics / Electronics? pressed, stamped, moulded parts, motors, cable wires, etc.	no	<i>plastic injection parts</i>	NO	<i>heaters, electronic motors,PCBA's elastomer moulding (EPDM, NBR)</i>	no	yes
Are you generally interested in one of the following? paintings, surface treatment, tool construction	<i>yes in connection with the other works</i>	no	NO	<i>pulp moulding (packaging)</i>	no	no
Products of current interest	<i>Simple parts machined</i>		<i>mainly aluminium turned parts possibly provided complete of anodizing process</i>	<i>metall springs heaters electronic motors PCBA's elastomer parts packaging (pulp moulding)</i>	<i>-aluminum parts (milled, turned, welded) -aluminum parts (higher grades e.g. EN AW 7075, 7020) -extrusion profiles (bigger ones for aluminum telescopes) -bigger aluminum parts 400x400x5500mm (e.g. telescopes, welded and machined) -thin plate steel welding constructions (high strength e.g. S690/700, S960 with wall thicknesses from 2 to 6mm) -> 80% machined after welding! -steel parts with laser or laser hybrid welding (high strength, 2-6mm) -gear shafts and gear wheels(up to 350mm) -forged parts (aluminum, higher grades EN AW 7020 or 7075 as alternative to steel welding constructions)</i>	<i>- Investment casting parts with brushed and polished surface - Preciseinvestment casting parts with narrow tolerances that might require CNC rework - Brass / copper alloy die casting parts - Zinc die casting parts with assembly (especially with metal inserts) - Rubber extrusion parts - EMS companies - Electric motors</i>
Type of skills required	<i>3D measurements</i>		<i>affordable prices / high quality / stricted tolerances manufacture / fast response for quotation/production / good packaging systems / included shipment</i>		<i>required skills for steel components: -experiences and references for thin plate welding of high strength steel + possibility to machine the parts after welding -certificates + welding procedure qualification skillsfor aluminum parts: -experiences with higher aluminum grades For all the parts we expect a high grade of quality awareness, because our customers expect perfect quality of our access platforms. Further the supplier has to know that our platforms moves people in heights up to 103m. For this reason a lot of parts are safety related parts. If a parts collapes in the worst case people could be harmed or killed.</i>	<i>Quality control</i>
Which certificates are a must have for a supplier?	not necessarily a must	ISO 9001	ISO certificates; inspection report with measured dimensions; materials certification 2.2 and 3.1 type;		generally: ISO 9001 for welding components: ISO 3834-2	ISO 9001