

# 10th Purchasing Initiative Western Balkans Information Kit

11.06.2024 | Pre-Evening Event | Altes Hackerhaus

12.06.2024 | Matchmaking Day | IHK Munich

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Commissioned to implement this project as part of the federal funding programme Mittelstand Global/ Market Development Programme:


 Association for  
 Supply Chain Management,  
 Procurement and Logistics

The market development programme for small and medium-sized enterprises is a funding programme of the:


 Federal Ministry  
 for Economic Affairs  
 and Climate Action


**MITTELSTAND  
GLOBAL**  
 FOREIGN MARKET  
 ENTRY PROGRAMME

# 10<sup>th</sup> Purchasing Initiative Western Balkans

Agenda: Pre-Evening Event & Matchmaking Day 11 – 12 June 2024

## Pre-Evening Event 11<sup>th</sup> of June 2024

Venue: Altes Hackerhaus | Sendlinger Str. 14 | 80331 Munich

Informal welcome & Networking:	10 <sup>th</sup> Purchasing Initiative Western Balkans
18:00 (CET)	<p><b>Registration of the participants</b></p> <p><b>Informal Welcome</b></p> <p><b>Mr. Olaf Holzgrefe</b> Association Supply Chain Management, Procurement &amp; Logistics (BME)</p> <p><b>Mrs. Andrea König</b> Market Entry Programme, Germany Trade &amp; Invest</p> <p><b>Mr. Alexander Markus</b> German-Serbian Chamber of Commerce</p> <p><b>Mr. Christoph Angerbauer</b> Chamber of Commerce &amp; Industry Munich</p>
18:30 (CET)	
22:00 (CET)	End of networking event



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**MITTELSTAND GLOBAL** FOREIGN MARKET ENTRY PROGRAMME

# B2B Matchmaking Day 12<sup>th</sup> of June 2024

Venue: Chamber of Industry & Commerce | Max-Joseph Str. 2 | 80333 Munich

<b>Opening Session &amp; B2B-Matchmaking:</b>	<b>10<sup>th</sup> Purchasing Initiative Western Balkans</b>
08:00 (CET)	<b>Registration of the B2B participants</b>
09:00 (CET)	<p><b>Welcome remarks</b></p> <p><b>Mr. Christoph Angerbauer</b> Chamber of Commerce &amp; Industry Munich</p> <p><b>Mr. Olaf Holzgrefe</b> Association Supply Chain Management, Procurement &amp; Logistics (BME)</p>
9:10 (CET)	<p><b>Keynote</b></p> <p><b>Mrs. Dr. Nina Wunderlich</b> Ministry of Economic Affairs and Climate Action</p>
9:20 (CET)	<p><b>Opening remarks</b></p> <p><b>Mrs. Andrea König</b> Market Entry Programme, Germany Trade &amp; Invest</p> <p><b>Mr. Alexander Markus</b> German-Serbian Chamber of Commerce</p> <p><b>Mrs. Anja Quiring</b> German Eastern Business Association</p>
9:35 (CET)	<p><b>Short panel discussion</b> (Moderation: Olaf Holzgrefe)</p> <p>tbz</p>
10:00 (CET)	<b>Coffee Break &amp; Networking</b>
<b>10:30 – 18:00 (CET)</b>	<b>B2B Matchmaking</b>
<b>18:00 (CET)</b>	<b>End of event</b>



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MITTELSTAND GLOBAL FOREIGN MARKET ENTRY PROGRAMME

# B2B-MATCHMAKING

## Overview

### First Floor „Maffei-Saal“

AS Schneider  
**F. REYHER Nchfg. GmbH & Co. KG**  
 Gabler Thermoform GmbH & Co. KG  
**Hansgrohe SE**  
 Lapp Mobility GmbH  
**Stahlbau März GmbH**  
 Vemag Maschinenbau GmbH (Table 1)  
**VEMAG Maschinenbau GmbH (Table 2)**

### First Floor „Börsensaal“

EWM GmbH  
**J.M. Voith SE & Co. KG | VPH**  
 LEWA Attendorn GmbH  
**Otto Bihler Maschinenfabrik GmbH & Co.KG**  
 pro-beam Systems GmbH  
**Spier GmbH & Co. Fahrzeugwerk KG**  
 STÄUBLI BAYREUTH GMBH  
**Suer Nutzfahrzeugtechnik GmbH & Co. KG**  
 Suspa GmbH  
**Windmüller & Hölscher KG**  
 WP Kemper GmbH

### First Floor „Clubraum“

Waiting Room



### First Floor „Kleiner Konferenzraum“

Online  
 Meetings

**Claudius Peters Projects GmbH**



# Purchasing Initiative Western Balkans 2024

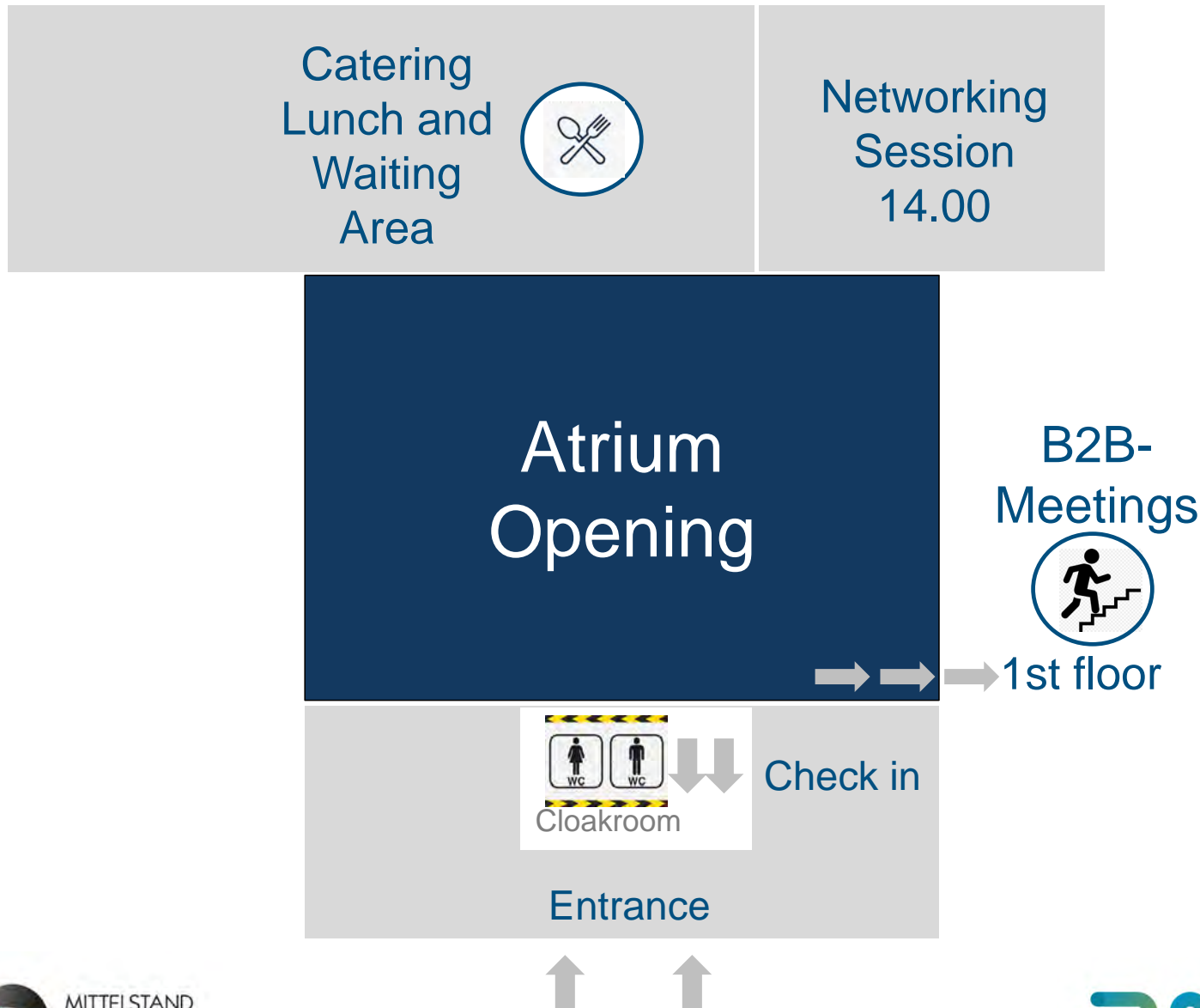
## Meet & Greet Slots

Buyer	Available from
AS Schneider	11:30
Claudius Peters Projects GmbH	13:40
Hansgrohe SE	14:10
Stahlbau März GmbH	14:40
Lapp Mobility GmbH	14:40
VEMAG Maschinenbau GmbH (Table 2)	14:40
Gabler Thermoform GmbH & Co. KG	15:10
F. REYHER Nchfg. GmbH & Co. KG	15:10
Otto Bihler Maschinenfabrik GmbH & Co.KG	15:10
EWM GmbH	16:00

Buyer	Available from
LEWA Attendorn GmbH	16:00
Windmüller & Hölscher KG	16:30
Spier GmbH & Co. Fahrzeugwerk KG	17:00
STÄUBLI BAYREUTH GMBH	17:00
WP Kemper GmbH	17:30
Vemag Maschinenbau GmbH (Table 1)	17:30
Suspa GmbH	fully scheduled
Suer Nutzfahrzeugtechnik GmbH & Co. KG	fully scheduled
J.M. Voith SE & Co. KG   VPH	fully scheduled
pro-beam Systems GmbH	fully scheduled



Association for  
Supply Chain Management,  
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## Purchasing Initiative Western Balkans

### Buying companies' needs

**F. REYHER Nchfg. GmbH & Co. KG**: we are looking for manufacturer of all kind of fasteners acc. to DIN or ISO as well as drawings in small and medium quantities.

**J.M. Voith SE & Co. KG**: is looking for welded and machined structures made out of carbon steel (primary coat and painted). From 500kg up to 10 metric tons. Sheet metal thickness 10 to 80mm. Welded structures of carbon steel and stainless steel. Sheet metal thickness 3mm. Length up to 10m. Wight <1 .000kg.



**Lapp Mobility GmbH**: Lapp Mobility focuses on the development, production and sale of charging solutions in the field of e-mobility. We are looking for a possibility to assemble the whole product and buy all parts such as plastic components and contact parts within the Balkan area. We are looking for suppliers with automotive quality standards and experience.”

**Stahlbau März GmbH**: based in Starnberg, Germany, was founded in 1876 and is successfully family-run in the 5th generation. We advise, plan and execute high-quality steel and metal constructions in the Bavarian region as well as in the entire DACH region. Our long-standing customers from industry, trade, commerce, public institutions and the private sector are delighted with our creative solutions, customised products and trustworthy services. Core competence: Consultancy / planning / production / delivery / assembly of steel & metal construction products.



**Suer Nutzfahrzeugtechnik GmbH & Co. KG**: is looking for bending metal between 3- and 5-mm thickness, length between 2 and 7,6 m, welding profiles from point 1, galvanize or hot dip galvanize this profiles, powder coat this profiles, forging and casting parts, plastic injection molding parts.

**Suspa GmbH**: is a renowned provider of innovative development and system solutions for lifting, lowering, tilting, and damping. Their products are globally recognized in various industries, including automotive, mechanical engineering, furniture, household appliances, medical technology, and consumer goods. The company excels in the production of gas springs, dampers, and adjustment systems, and is a world leader in applications for washing machines and adjustable hydraulic dampers. For these products we are buying different parts, as turned parts, plastic parts, tubes, rubber parts. More information you can find here:

<https://www.suspa.com/uk/company/purchasing>

**Windmüller & Hölscher KG**: We are interested in drilling and milling parts. Further we are looking for suppliers for welding parts or welding groups with mechanical machining. Plastic or electrical parts are not our focus, but we are open for other business. We want to get in contact with companies from the Western Balkans, perhaps for a collaboration in the future.

**WP Kemper GmbH**: WP Kemper is a special machinery manufacturer for bakery technology. Currently our main focus is the establishing of strategic suppliers in sheet metal works (laser, stamp, bending) and welded assemblies (sheet metal and tubular frames). Due to the fact that we are supplier for the industrial food industry we expect only suppliers with high quality standards.

**VEMAG Maschinenbau GmbH (Table 1)**: we need most of our parts in stainless steel and a glass bead blasting with our work standard.

**VEMAG Maschinenbau GmbH (Table 2)**: I am looking for reliable suppliers for stainless steel welded assemblies. Our assemblies are made of 2 or 3 mm thick sheet metal and the surface of the components is blasted with stainless steel beads.



procurement &  
supply forum  
central eastern europe



[www.bmematchmaking.com](http://www.bmematchmaking.com)

# 10<sup>th</sup> CEE Procurement & Supply Forum

Qualified Sourcing in Central and Eastern Europe  
Individual B2B-Matchmaking | Conference | Network

8<sup>th</sup>  
October  
2024



CONTINENTAL HOTEL - BUDAPEST - HUNGARY

Procurement strategy insights | Qualified B2B-Matchmakings  
3 minute pitches on current CEE challenges & topics

In cooperation with:



Deutsch-Ungarische  
Industrie- und Handelskammer  
Német-Magyar  
Ipari és Kereskedelmi Kamara

# 10<sup>th</sup> CEE Procurement & Supply Forum

INDIVIDUAL B2B-MATCHMAKING | CONFERENCE | NETWORK

## CONFERENCE INFORMATION:

- The platform to connect with Central Eastern European suppliers from 18 countries
- Opportunity to meet buyers with active sourcing needs in CEE
- Commodity focus: automotive, machinery and plantengineering sector as well as the electronics



Source: BME e.V.



Source: BME e.V.

## B2B FOR SUPPLIERS:

- Register and complete company your profile: [www.bmematchmaking.com](http://www.bmematchmaking.com)
- After being selected by the buyers for an individual meeting in the B2B-Matchmaking, you can register for the event.
- You will receive an individual meeting plan one week before the 10<sup>th</sup> CEE Procurement & Supply Forum.

## B2B FOR BUYERS:

- REGISTER: [www.bmematchmaking.com](http://www.bmematchmaking.com)
- Complete a standardised company profile, stipulating your sourcing needs. Suppliers will be searched accordingly.
- Meet these suppliers at the event in pre-scheduled **B2B-Meetings** or at a **Meet and Greet** table.



Source: BME e.V.

## CONTACTS


### BUYER AND SUPPLIER CONTACT

**Joanna Chrzanowska**  
Phone: +49 6196 5828-186  
Email: [joanna.chrzanowska@bme.de](mailto:joanna.chrzanowska@bme.de)

### SPONSORING

**Roland Knoor**  
Phone: +49 6196 5828-113  
Email: [roland.knoor@bme.de](mailto:roland.knoor@bme.de)



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