Sample Report: Potential German Customers for Precision Machined Parts

Sample report. This example shows the format of our service "Find the Right Industrial Customers in Germany". The client profile is fictitious; the ten companies and all sources are real and were checked on 21 November 2026. A real report covers up to 15 companies, based on the client's questionnaire.

Summary

We researched ten German candidates whose fit is documented to different degrees; three are priority A, two are reserve candidates. Nine publish machined parts as a purchasing category; one (KSB) is included because of its India purchasing office, without a documented machined-parts category.

Client profile (fictitious): Indian contract manufacturer of CNC turned and milled parts (shafts, flanges, bushings, milled housings) in steel, stainless steel, aluminium and brass. Part size 5–300 mm, 500–20,000 pcs per part number and year. ISO 9001 certified, IATF 16949 in preparation, already exporting to Italy and the Netherlands.

Start with these three:

- **Bürkert** (valves, Baden-Württemberg): buys milled parts in brass, aluminium and stainless steel from 1 to 100,000 pieces, and names ISO 9001 or IATF 16949 as its certification criterion.
- **HAWE Hydraulik** (hydraulics, Bavaria): "Machining" with turning and milling is one of its 13 purchasing categories.
- **ARGO-HYTOS** (hydraulics, Baden-Württemberg): buys custom turned and machined parts, and runs its own purchasing office in Coimbatore, India.

Shortlist

Evidence type 1 = the company publicly lists machined parts as a purchasing category. Type 2 = the products contain machined parts, but external sourcing is not documented.

#	Company	Location	Industry	Size	Evidence	Priority
1	Bürkert	Ingelfingen, BW	Valves, fluid control	3,700+ employees	1	A
2	HAWE Hydraulik	Aschheim, BY	Hydraulics	~2,770 employees (2023)	1	A
3	ARGO-HYTOS	Kraichtal, BW	Hydraulics, filtration	1,600+ employees (2022)	1	A
4	Ziehl-Abegg	Künzelsau, BW	Fans, motors	~5,800 employees	1	B
5	Neugart	Kippenheim, BW	Planetary gearboxes	781 employees	1	B
6	BAUER Maschinen	Schrobenhausen, BY	Foundation equipment	€473m revenue	1	B
7	Knorr-Bremse	Munich, BY	Brakes, rail and truck	~30,500 FTE	1	B

#	Company	Location	Industry	Size	Evidence	Priority
8	KSB	Frankenthal, RP	Pumps, valves	16,838 employees	2	B
9	GROB-Werke	Mindelheim, BY	Machine tools	9,600 employees	1	C
10	SMS group	Mönchengladbach, NRW	Metallurgical plants	€3.6bn revenue	1	C

Priority A

1. Bürkert Fluid Control Systems

What they make: solenoid and process valves, sensors and controllers for liquids and gases. Ingelfingen, Baden-Württemberg; 3,700+ employees, €679m product revenue (2025).

Why it fits: Bürkert buys milled parts in brass, bronze, aluminium and stainless steel, from 1 to 100,000 pieces, which covers the client's materials and batch sizes. The client meets the published certification criterion (ISO 9001 or IATF 16949); overall supplier suitability, including quality, logistics and development requirements, remains to be assessed.

Entry route: Supplier self-disclosure form and signed Code of Conduct, sent with a company brochure to the purchasing department mailbox named on the purchasing page.

Buying entity: Christian Bürkert GmbH & Co. KG, purchasing in Ingelfingen; which German plant would order is open.

Key open point: full supplier approval beyond certification (quality, logistics, development).

Requirements: ISO 9001 or IATF 16949; ISO 14001 and ISO 50001 preferred; 2.2/3.1 material certificates; drinking-water approval for some parts; RoHS, REACH, conflict minerals; Kanban/consignment stock.

Statement	Source	Evidence level
Milled parts in brass, bronze, aluminium, stainless steel, 1–100,000 pcs	Metal and metal processing	Company's own statement
ISO 9001 or IATF 16949 required	Purchasing at Bürkert	Company's own statement
Revenue around €700m	IHK Heilbronn-Franken	Third-party report
Turned parts as a separate category	–	Open question

2. HAWE Hydraulik

What they make: hydraulic pumps, valves and power packs for machinery and mobile hydraulics. Aschheim near Munich, Bavaria; about 2,770 employees and €519m revenue (2023).

Why it fits: "Machining", from drilling, milling and turning parts to grinding and special parts, is one of HAWE's 13 purchasing categories. Our assessment: typical hydraulic parts such as valve bodies, spools and sleeves are likely to fall within the client's 5–300 mm range; HAWE's actual dimensions, tolerances and batch sizes are not published.

Entry route: Application form on the supplier portal page. HAWE responds only when there is a specific need.

Buying entity: HAWE Hydraulik SE, central purchasing; ordering plant open.

Key open point: actual part dimensions, tolerances and batch sizes; HAWE reacts only to a concrete need.

Requirements: DUNS number and an IntegrityNext profile (anti-corruption, environment, human rights, quality) before application; Supplier Code of Conduct.

Statement	Source	Evidence level
Category “Machining” incl. turning and milling	Purchasing categories	Company’s own statement
DUNS and IntegrityNext required	Supplier portal	Company’s own statement
~2,770 employees, €519m revenue (2023)	Produktion.de	Third-party report
Typical batch sizes	–	Open question

3. ARGO-HYTOS (Voith group)

What they make: hydraulic valves, filtration and sensors. German operations in Kraichtal, Baden-Württemberg; more than 1,600 employees (2022).

Why it fits: ARGO-HYTOS buys “custom-made technical parts (turned, machined …)”. Its purchasing runs through local teams, one of them in **Coimbatore, India**, which gives an Indian supplier a natural first contact. It also means competing with suppliers that team already knows.

Entry route: Company profile and supplier self-assessment via the purchasing page, or its contact form.

Buying entity: ARGO-HYTOS purchasing in Kraichtal for the German plant; the Coimbatore team buys for its own location.

Key open point: whether the German plant sources machined parts from India, or only the Indian plant does.

Requirements: Established quality management system or a quality agreement; EDI; LkSG, REACH and RoHS compliance.

Statement	Source	Evidence level
Turned and machined parts; purchasing office in Coimbatore	Purchasing	Company’s own statement
1,600+ employees, production incl. India	Voith press release 2022	Company’s own statement (parent)
Whether German plants buy from Indian suppliers today	–	Open question

Priority B

Good fit on paper, but one condition limits it: demanding requirements, a local-sourcing preference, a different part profile or a long qualification.

4. Ziehl-Abegg

What they make: fans, electric motors and drive technology. Künzelsau, Baden-Württemberg; about 5,800 employees, over €1bn revenue (2025).

Why it fits: Ziehl-Abegg publishes a product group “Shaft & turned parts” in free-cutting and tempered steels. That is a direct match for shafts and turned parts. The same group asks for centerless grinding and in-house heat treatment.

Why B: Requirements include a positive process audit, SPC/FMEA, cost breakdowns and VDA labels. Moves to A if the client has centerless grinding and in-house heat treatment.

Entry route: SRM tool or website application via the supplier portal.

Buying entity: ZIEHL-ABEGG SE, Künzelsau.

Key open point: centerless grinding and in-house heat treatment at the client; whether ISO 9001 alone is accepted.

Statement	Source	Evidence level
“Shaft & turned parts”, steel grades, grinding, heat treatment	Commodity profile	Company’s own statement
ISO 9001/IATF 16949, process audit, cost breakdowns	Requirements	Company’s own statement
Whether ISO 9001 alone is enough	–	Open question

5. Neugart

What they make: precision planetary gearboxes. Kippenheim, Baden-Württemberg; 781 employees, €96.9m revenue (2024).

Why it fits: “Machined parts” is Neugart’s first production-related purchasing category. Housings, shafts, flanges and bushings are typical parts.

Why B: Neugart says it buys “global, but local”, close to its plants. An Indian supplier must show a clear cost or capacity advantage.

Entry route: Online registration in the supplier portal, linked from the purchasing page.

Buying entity: Neugart GmbH, Kippenheim.

Key open point: a cost or capacity advantage strong enough to outweigh “global, but local”.

Statement	Source	Evidence level
“Machined parts” category; “global, but local”	Purchasing	Company’s own statement
Share bought in vs. made in-house	–	Open question

6. BAUER Maschinen

What they make: drilling rigs and foundation-engineering equipment. Schrobenhausen, Bavaria; €473m revenue (2025).

Why it fits: BAUER lists turned parts and milled parts in steel and stainless steel as purchasing groups.

Why B: Parts on heavy equipment are often larger than 300 mm and bought in smaller quantities.

Entry route: Registration via the purchasing department mailbox on the purchasing page; self-assessment, Code of Conduct and NDA to download.

Buying entity: BAUER Maschinen GmbH, Schrobenhausen.

Key open point: whether part sizes and quantities fit series production.

Statement	Source	Evidence level
Turned parts and milled parts in steel and stainless steel	Purchasing	Company’s own statement
Revenue €473.1m (2025)	Annual accounts, Bundestag lobby register	Register filing (company’s own accounts)
Typical part and batch sizes	–	Open question

7. Knorr-Bremse

What they make: braking systems for rail and commercial vehicles. Munich, Bavaria; about 30,500 employees, €7.8bn revenue (2025).

Why it fits: The strongest evidence of all ten. The truck division lists turned, milled and drilled parts as a commodity group, and Knorr-Bremse held a Supplier Summit in Chennai in 2025 on “Procurement in India for the Global Market”.

Why B: Qualification at a large Tier-1 takes long, and IATF 16949 may be required for truck parts. A target for the second wave, once the certification requirements are clear.

Entry route: Contact form on the purchasing portal; Knorr-Bremse India is probably the more realistic first contact.

Buying entity: Global Purchasing Commercial Vehicle; the ordering legal entity and plant are open.

Key open point: whether IATF 16949 is mandatory for the relevant parts.

Statement	Source	Evidence level
Machined parts (turned, milled, drilled)	Direct purchasing truck	Company’s own statement
Supplier Summit India 2025	The Machine Maker	Third-party report
IATF mandatory for truck parts	–	Open question

8. KSB

What they make: pumps and valves. Frankenthal, Rhineland-Palatinate; 16,838 employees, €3.0bn revenue (2025).

Why it fits: Pump shafts, sleeves, bushings and flanges are classic machined parts. KSB’s purchasing office in India “supports procurement from India for KSB Group companies located worldwide”.

Why B: Evidence type 2. KSB does not name machined parts as a purchasing category on the pages checked.

Entry route: KSB India purchasing page, which asks suppliers to send their range and infrastructure; global online application form.

Buying entity: KSB International Purchasing Office India, on behalf of group companies; the route to a German plant is open.

Key open point: whether KSB buys machined parts externally at all.

Statement	Source	Evidence level
India office buys for KSB plants worldwide	KSB India purchasing	Company’s own statement
KSB buys machined parts externally	–	Open question

Reserve candidates (priority C)

The purchasing category is documented, but our assessment of the fit is weak. Keep them in reserve, behind the A and B candidates.

9. GROB-Werke

What they make: machining centres and production systems. Mindelheim, Bavaria; 9,600 employees, about €2.0bn revenue; a plant in Bangalore.

Why C: GROB buys “single manufactured parts for machining, milling, and turning” as drawing parts and aims for complete part purchase, with material and all process steps from one supplier. Our assessment: machine-tool building suggests moderate volumes, but GROB’s batch sizes are not published. The client would need to cover the full process chain.

Buying entity: GROB-WERKE purchasing, Mindelheim. **Key open point:** batch sizes, and whether the client can deliver complete parts including all process steps.

Statement	Source	Evidence level
Single machined, milled and turned parts	Supplier portal	Company's own statement

10. SMS group

What they make: plants for the steel and aluminium industry. Mönchengladbach, North Rhine-Westphalia; €3.6bn revenue (2025).

Why C: Purchasing ranges include "Sub-contracting: Machining" and "Single machined items", mostly large parts in project quantities. Possibly relevant for recurring spare parts.

Buying entity: SMS group GmbH, Strategic Purchasing. **Key open point:** recurring demand for spare parts in series quantities. The source page blocks some automated access; confirm in a real assignment.

Statement	Source	Evidence level
Machining and single machined items	Supplier form	Company's own statement
Employee count	–	Open question

What German buyers require

Five requirements appear again and again on the purchasing pages above. Preparing them before the first contact saves months.

1. **Certified quality management:** ISO 9001 as a minimum, IATF 16949 for automotive-related groups, often a process audit (Bürkert, Ziehl-Abegg, BAUER).
2. **Material certificates and traceability:** 2.2 or 3.1 certificates to EN 10204, exact steel grades, sometimes drinking-water approvals (Bürkert, Ziehl-Abegg).
3. **Compliance and supply-chain due diligence:** Code of Conduct, German Supply Chain Act (LkSG), conflict minerals, REACH/RoHS, ESG profiles such as IntegrityNext; a DUNS number (HAWE, Knorr-Bremse, ARGO-HYTOS).
4. **Digital integration:** EDI connection, supplier portals (JAGGAER, SAP), CAD exchange in STEP (GROB, KSB, Knorr-Bremse).
5. **Logistics and cost transparency:** Kanban, consignment stock in Germany, VDA labels, cost breakdowns and binding capacity (Ziehl-Abegg, Bürkert, Neugart).

Excluded candidates

We checked further companies and left them out where the evidence was not solid. Several are worth a second look in a real assignment.

Company	Reason
CLAAS (Harsewinkel)	Supplier portal names no commodity groups; machined parts only mentioned in an expired job ad
Wilo (Dortmund)	Supplier pages not reachable on the research date; recheck, also has a plant in India
Flender (Bocholt)	No commodity groups published; supplier portal by invitation only
SEW-Eurodrive, NETZSCH	Purchasing pages blocked access; nothing verifiable

Company	Reason
HYDAC, ebm-papst, J. Schmalz, Sennebogen	Supplier pages exist, but name no machined-part categories
KHS (Dortmund)	Large in-house parts manufacturing; no purchasing categories found
Kaeser Kompressoren	No supplier page; core components made in-house
Bosch, ZF, Schaeffler, Mahle	Left out on purpose to keep the list focused on the Mittelstand

Recommended next steps

Approach the three A-companies first, prepared for their documented requirements; for Knorr-Bremse, clarify the certification requirements for the relevant commodity before investing in an application.

1. **Before any contact:** obtain a DUNS number, prepare a short company profile in English with machine list, certificates and 3–5 reference parts, and a filled-in Code of Conduct.
2. **Weeks 1–2:** apply at Bürkert and HAWE through their published routes; contact ARGO-HYTOS in Kraichtal and its Coimbatore team in parallel.
3. **Weeks 3–6:** follow up by phone; offer sample parts on two or three real drawings.
4. **In parallel:** check Ziehl-Abegg's grinding and heat-treatment requirements against your own processes.

Questions the client answers before a real assignment:

- Exact processes: turning range, milling axes, grinding (centerless?), heat treatment, surface treatment
- Tolerances, measuring equipment and free capacity for Germany
- IATF 16949 target date; experience with PPAP/VDA initial samples, 8D and process audits
- 3.1 material certificates, REACH/RoHS, conflict-minerals reporting, DUNS, ESG rating
- Incoterms, lead times, willingness to hold stock in Germany
- Reference customers in Italy and the Netherlands, and industries to avoid
- Existing contacts with German companies or their Indian subsidiaries, to avoid double approaches

Method

Every source was opened on 21 November 2026; search results alone were never used as evidence.

- **Third-party report:** a chamber or trade-press publication reports the information. This is not an independent check; such figures often repeat company press releases. A register filing is assessed by its type and origin, e.g. annual accounts filed by the company itself.
- **Company's own statement:** the company's website, documents or press releases. It shows what a company says it buys, not that it is taking on new suppliers right now.
- **Open question:** not publicly verifiable; to be clarified in conversation.

Our assessment is kept separate from the sources: "Why it fits", "Why B/C", the key open point and the priority are our professional judgement, based on the documented purchasing information and our industry experience. Where a statement is our judgement, the text says so.

Figures come from different years (2022–2025) and scopes (group or legal entity), as noted. Contact routes are given at company or department level only; no individuals were researched, and no company was contacted.

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