

# MELCHERS COMPONENTS

INTERNATIONAL MANUFACTURING OF CUSTOM PARTS

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EASTERN EUROPE - TURKEY - INDIA - THAILAND - VIETNAM - CHINA

# Melchers Group



1806

Founding

1866

First branch in Hong Kong

25+

Representative offices in Asia

500 Mio. €

Turnover

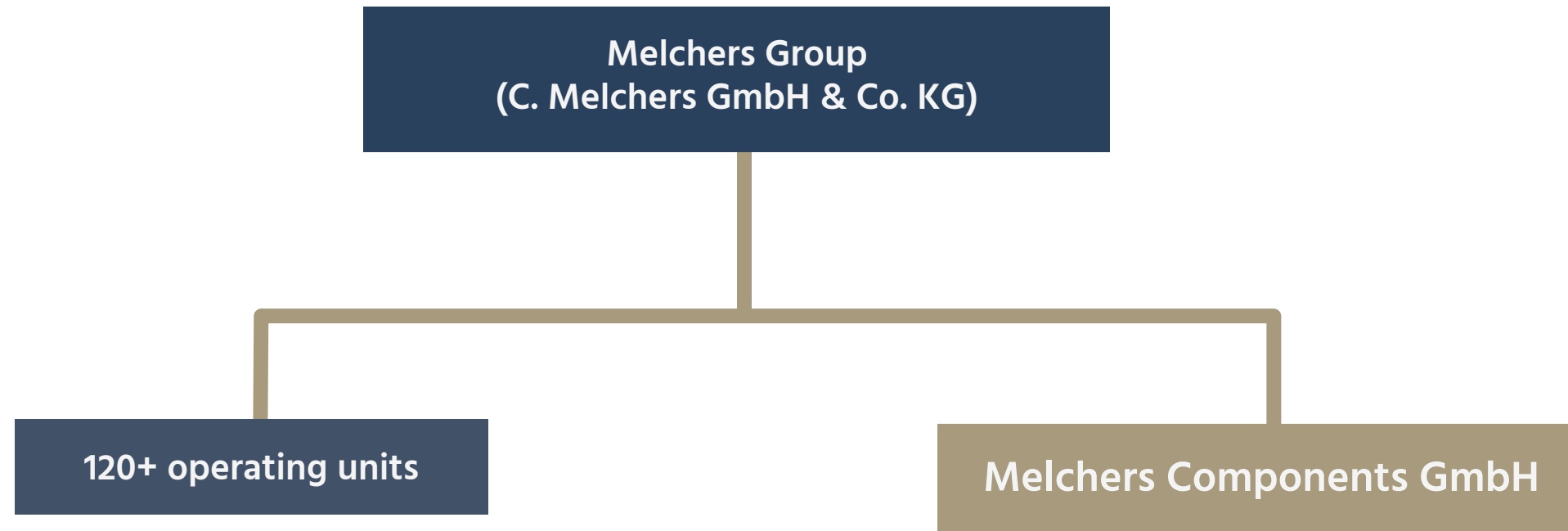
1.200+

Employees worldwide

120+

Operational units

# Melchers Components



**Melchers Components GmbH is part of the Melchers Group.**

**Supplier of custom parts from Eastern Europe, Turkey, India, Thailand, Vietnam, China**

# Our experience



50

Main suppliers

25+

Years on the market

4,5 Mio

Products delivered per year

10

Countries in Europe and Asia supplied

15.000

Offered products

500 Mio.

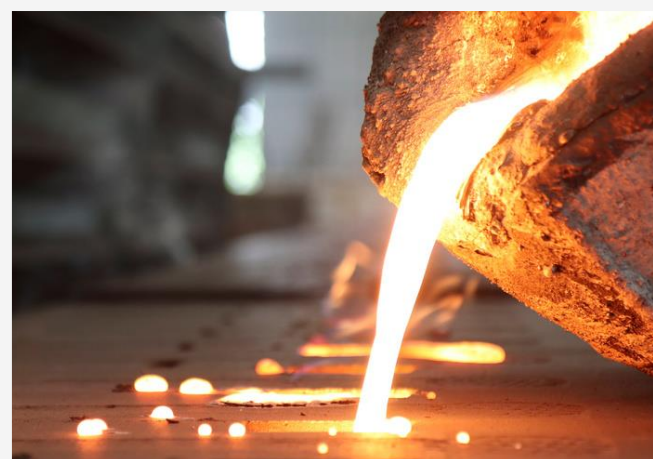
Turnover



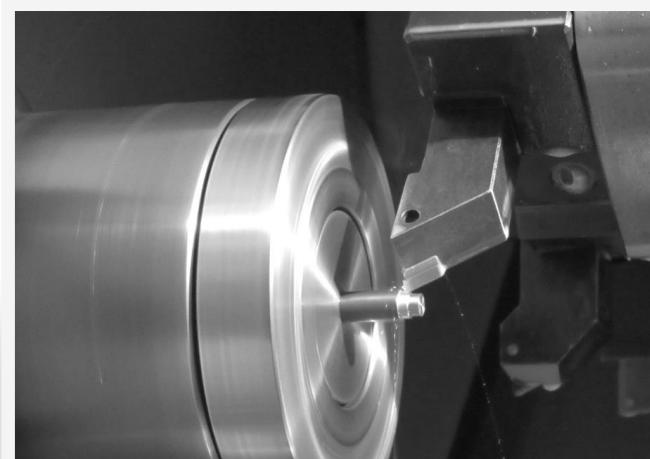
# Capabilities



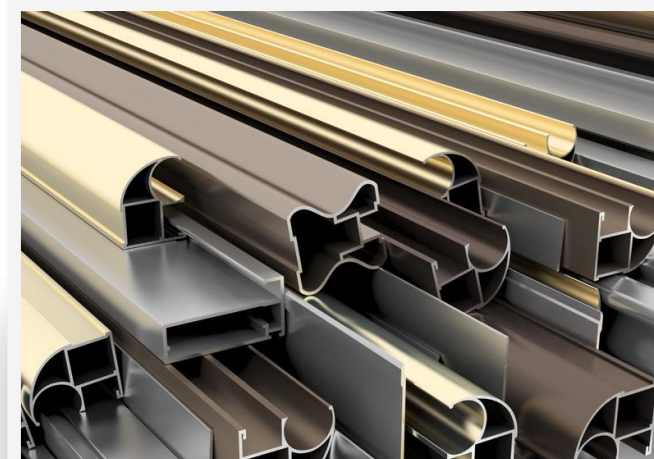
**Forging**



**Casting**



**CNC machining**



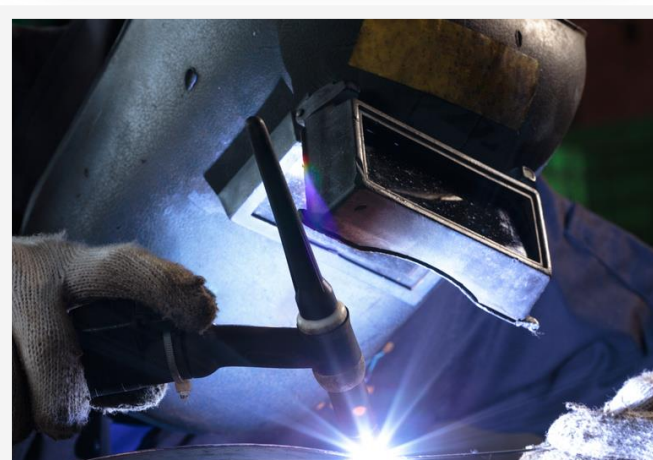
**Aluminium extrusion**



**Wire bending**



**Sheet metal working**  
Stamping/Bending/Lasercutting



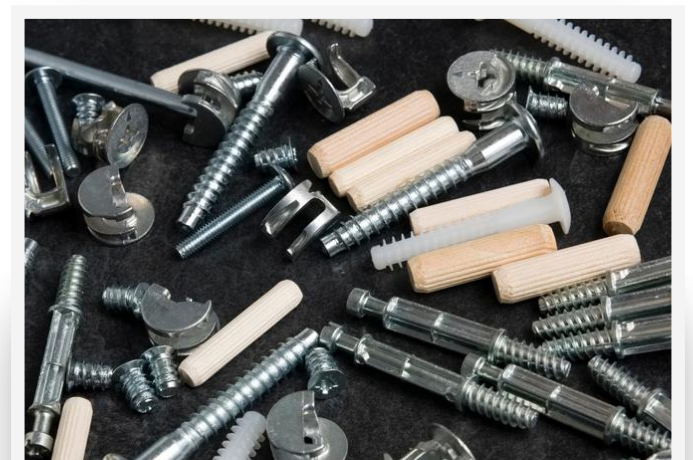
**Welding**



**Injection moulding**



**Assemblies**



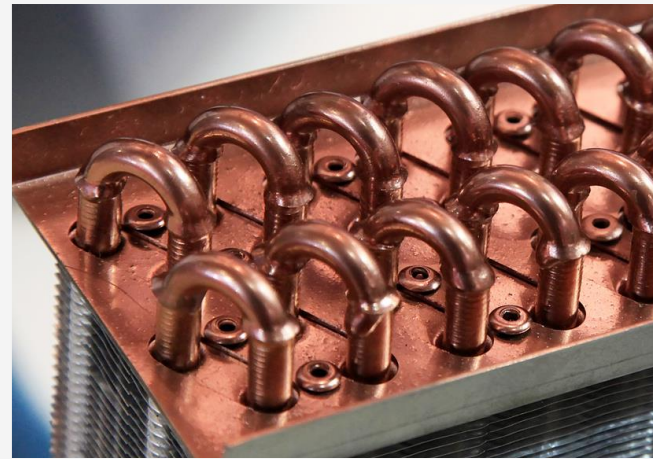
**Kitting (Sets)**



# Our industries



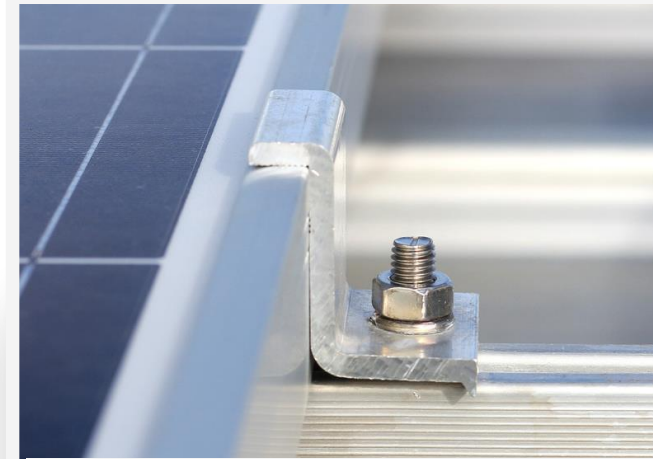
**Air conditioning**



**Heat exchanger**



**Rapid deployment**



**Solarmounting**



**Intralogistics**



**Machinery  
and plant engineering**



**Special faucets  
and industrial valves**



**Fasteners  
and fittings**



**Healthcare**



**Bicycle components**



# 1 Engineering

We speak all technical languages to realize your product.

- We take care of communication with the manufacturer in their national language
- Our engineers translate the technical requirements
- You receive support for your project from DFM analysis to final production release
- Our expertise is integrated into your development phase as early as possible

# 2 Sourcing

We solve your strategic procurement challenges.  
You concentrate fully on your core competencies.

- A strong and diversified network of over 50 long-term partners
- Minimization of own expenses through outsourcing of procurement processes
- Risk-free international procurement solution with a German partner
- We deliver with DDP - worry-free



# 3 Production

We take over your entire production planning.

- Managing the flow of information between the manufacturer and your departments
- We navigate you safely through the international differences in production
- Monitoring the production process and keeping you informed of current progress
- We are on site within hours to resolve the cause of any problems

# 4 Quality

We check according to your quality standards. Every delivery. On site.

- We are close to the production site to counteract any potential problems at an early stage
- Our suppliers, engineers and QCs are involved in the early stages of quality planning
- We carry out an IPQC (In Process Quality Control) and follow production very closely on site
- Final quality control by our own QC staff

# 5 Transportation

With our logistics service, your schedule is in professional hands.

- Management of the entire international transportation from production to your destination in Europe
- Access to internationally renowned logistics partners (DHL, Schenker, Roehlig, ISS, Logwin, Forto)
- We offer sea, rail, air and express transportation services
- We ship goods by LCL or FCL container shipments
- We take care of customs clearance as a European privileged import company



# 6 Warehousing

We store our products in Germany so that you can call them up quickly and flexibly.

- 25,000 m<sup>2</sup> of storage space in Bremen (Germany) and 10,000 m<sup>2</sup> of storage space in Sweden
- Short delivery times for your call-offs
- One year's storage as standard for your orders
- Call-off lot sizes and order picking according to your specifications
- Flexible availability thanks to buffer stock

# 7 Geo-Diversification

## Procurement areas:

- Eastern Europe
- Turkey
- India
- Thailand
- Vietnam
- China

## Procurement offices:

- Bremen (head office)
- Dalian
- Shanghai
- Guangzhou
- Ho Chi Minh City
- Bangkok

# 8 Financing

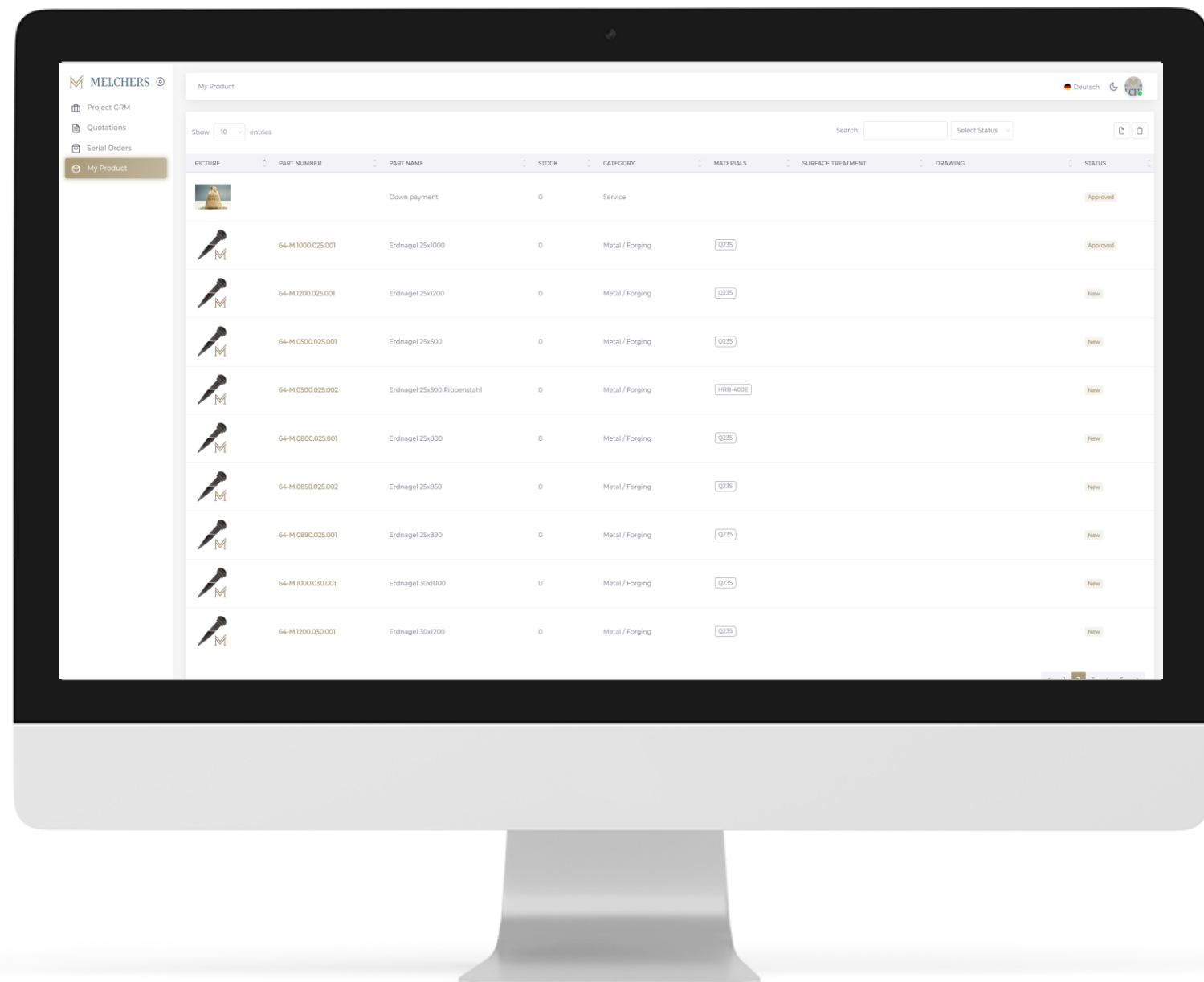
We improve your liquidity by pre-financing your projects.

- We offer you a convenient pre-financing service
- We pay in the currency of the country of production
- Currency hedging to minimize risk in the event of price increases
- Flexible payment terms
- German law applies - alternatively European law



# 9 Dashboard

Supply-Chain transparency / Insight into our system



- RFQ's
- Running projects
- Purchase orders/frame contracts
- Shipments
- Market conditions (EXR, Freight rate, raw material base)
- Call-offs
- Stock level
- Products incl. their status (new/approved)
- Payments / Invoices
- CO2 emissions scope 3
- Supplier network insights



# Our Team



**Contact**

**Philipp Montini**  
Managing Director

