

OUR PURCHASING PHILOSOPHY

We can meet the demands of the market and further expand our market position through **sustainable supply** only **together**. Our partners are experts in their field and keep us informed about new technical developments in their area. We strive for **early supplier involvement** and **long term partnerships**, in order to be able **to ensure the goal of sustainable Purchasing.**

Together with our suppliers, we want to set new standards and ensure the commercial and innovative competitiveness of TROX in the long term - ${\bf globally}$.

Together, we aim to find and implement optimal solutions for the high demands of our customers - throughout the ${f entire}$ supply ${f chain}$.

EXPECTATIONS TOWARDS OUR SUPPLIERS



Delivery reliability	High flexibility, reliability, on-time deliveries		
Quality responsibility	We expect a high degree of quality and state-of-the-art production . We pursue a zero defect strategy.		
Supplier Development	Our suppliers are characterized by ahigh level of problem-solving competence and the will to make constant progress.		
Sustainability	Sustainability and the conservation of resources is not a "nice to have" for us for an ecological, economic and social behavior.		
Internationality	As an internationally active company, we pursue aglobal procurement strategy with a local for local approach.		
Competitive Advantage			

MATERIAL WE REQUIRE

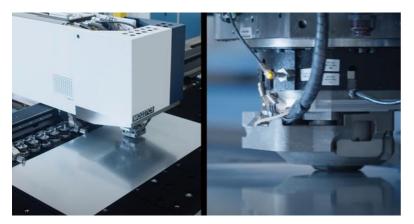






DIRECT MATERIAL

Metal	Steel, Stainless steel, Aluminium, Other non-ferrous metals				
Plastics	Plastic injection moulding, plastic extrusion, plastic tubing				
Paints & Powders	Liquid and powder paint				
Adhesives	One-component adhesives, multi-component adhesives, hot melt adhesives				
Insulating material	Rock wool, glass wool, moulded parts, non-woven fabrics, lamination				
Sealants	Foam gaskets, punched gaskets, sealant cartridges / hoses etc., sealing profiles, other seals, sealing rings vulcanised / extruded / injected				
Fire protection materials	Fire protection plates, Foamers, Moulded parts				
Filter material & filter	Filter media (paper, glass fibre, synthetic fibre), materials for filter production				
Standard-	Connecting elements, sealing elements (O-rings etc.)				
Components, Norm and small components	Ball valves, plastic caps, plugs and covers, adjustable feet, vibration dampers, standard pipe accessories and connecting material, sight glasses, filter driers, sanitary accessories, pressure expansion vessels				
Machined metal parts according to drawing	Turned parts, stamped parts, pressed and deep-drawn parts, extruded and forged parts, flanges, springs, bent wire parts, steel construction, fittings				
Casted metal parts according to drawing	Die casting, gravity die casting, sand casting, investment casting				
Components & systems for pneumatic & hydraulic applications	Pneumatics (controllers + drives), pumps, compressors				
Electrical & electronic components & systems	Fans, electronic components, electronic systems, industrial computers and control panels (MSR), touch panels, sensors, cabels & accessories, control cabinets (expect merchandise), lights				
Drives & Controllers	electric actuators, controllers for actuators, accessories and spare parts				
Motors & inverters	Synchronous motors, asynchronous motors, DC motors, frequency converters				
Components & systems for thermal applications	Heat exchangers, chilled ceilings (except trade goods), systems for thermal applications				
Packaging material	Corrugated board / paper, foils, Styrofoam, wood, pallets, packaging aids				
Subcontracting	Painting, anodising, pickling, galvanising, shot-blasting / sandblasting, laminating of insulating mats, machining of metal parts, machining of fire protections panels, assembly activities				
Fittings	Hinges, handles, door locks				



INDIRECT MATERIAL

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O	ffi	CP	SHI	n	nl	ies

Industrial safety

Services (AÜ, facility management, catering etc.)

Energy

IT / Telecommunications

Maintenance

Tools and machines

Advertising and printing material

Plant and equipment

GETTING IN TOUCH WITH US



- 1) Please complete the supplier self-assessment: TROX supplier portal
- 2) The responsible purchaser will contact you if your profile matches our needs and requirements $% \left(1\right) =\left(1\right) \left(1\right$