

# 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 - **globally**.

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

# EXPECTATIONS TOWARDS OUR SUPPLIERS



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

# 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-Components, Norm and small components	Connecting elements, sealing elements (O-rings etc.)  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, cables & accessories, control cabinets (except 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 protection panels, assembly activities
Fittings	Hinges, handles, door locks



INDIRECT MATERIAL

Office supplies
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