

The logo for bdp, consisting of the lowercase letters 'bdp' in a white, sans-serif font on a blue rectangular background.

Mechanical Components

## Your benefits

- Our mission: Help European industrial SMEs import from China, Europe and North Africa easily and quickly, including small businesses with a minimum order of 5.000 € per batch.
- Let us know what products you need or your current problems; we'll quote you within two weeks.
- We are an extension of your purchase and quality departments allowing your company to focus on the development and growth of your core business.
- We are on-site for you – Due to our international positioning with locations in Europe and China, we can overcome space, language, and time differences to facilitate constant communication and minimize risks from the beginning.
- Quality is our passion – We accompany and monitor the quality through the entire product lifetime, from pattern development, initial sampling, pre-serial and serial production to shipping door to door.
- Cost optimization – With our knowledge about the local markets, we always purchase at fair market prices.
- Among our products, we develop and deliver safety parts with high requirements for the automotive industry and machinery industry, such as fluid and gas conduction industries, which gives us excellent specialist knowledge to successfully handle every complex project down to the smallest detail.
- We ensure compliance with the new "Supply Chain Due Diligence Act" ("Lieferkettengesetz"), which became effective in Germany in July 2021.

## Contact

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## Locations

<b>Germany</b>	Berlin Frankfurt/M. Hamburg
<b>China</b>	Tianjin Qingdao Shanghai
<b>Spain</b>	Madrid Marbella
<b>Bulgaria</b>	Sofia
<b>Poland</b>	Warsaw
<b>Switzerland</b>	Zurich

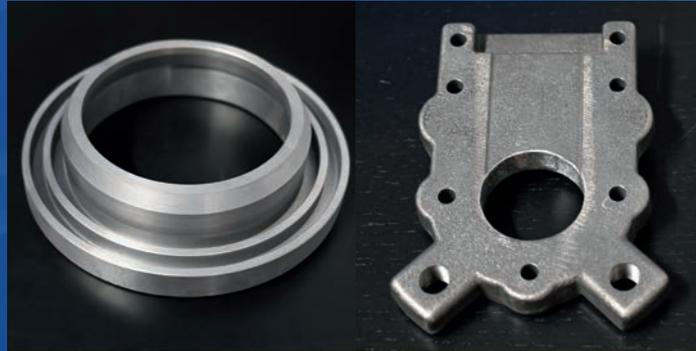
Complete one-stop service for  
sourcing from three continents  
(Asia, Europe & North Africa)

## Complete one-stop service for sourcing from China, Europe and North Africa

bdp Mechanical Components was founded in 1982. We are headquartered in Berlin and have 14 further offices in Germany, China, Spain, Bulgaria, Poland, and Switzerland. We are a global supplier in international sourcing of high-quality castings, forgings, machining, and automotive parts (especially in China, Europe and North Africa) for manufacturing companies in Germany, Austria, Switzerland, and Spain.

Currently, we supply more than 50 European customers in the automotive, engineering, railroad, energy, gas, food, and liquid transportation sectors. We offer you, our customers, the best solutions without using your resources or increasing your company's fixed costs. Thus, we can actively reduce your purchasing costs.

## How bdp MC works – our eight key steps:



Sand casting



Precision casting



Die casting

### 1 Technical analysis

We know European, German, Chinese and international norms and standards and the relevance for your quality assurance. We analyze the drawings and quality guidelines from the perspective of material, technology, production processes, quality, and inspection to obtain the optimum scheme for your cost reduction

### 2 Make a sourcing plan

Sourcing a product from China and Europe is not only a matter of research. You need a well-developed product sourcing plan to make your overseas procurement and supply chain processes safe and smooth.

bdp MC develops a properly implemented sourcing plan, including market, technical, and total cost analysis, supplier portfolio, negotiating with and selecting suppliers. You will get a quotation within two weeks.

### 3 Factory audit

Auditing Chinese and European factories is a significant challenge to most importers. In fact, ISO 9000 and IATF 16949 certificates alone are not enough. There are external factors such as language barriers, lack of knowledge on German / Spanish quality standards and requirements, limited factory quality control checks.

Our local teams can represent you in China and Europe, audit on your behalf, and provide detailed results, including legal and financial information, production capabilities, and support with potential quality issues.

### 4 Price negotiation

Price negotiations with sales managers who speak English very well are no guarantee of the best deal and price. It would be best to talk to influential people within the factory, such as the general manager or the owner. Even if they don't speak English, they are the key people who determine the actual price of the products. With this approach, it will be easier to get the best prices.

As a foreigner, there is a high risk that you will pay more for the products, besides wasting your valuable time. bdp MC has 40 years of experience in negotiating with key people in the facto-

ry. With our expertise in the Chinese and European procurement market, we can help you achieve fair market prices.

### 5 Production monitoring

Production and shipping delays are among the most common frustrations importers experience when working with overseas suppliers. And one of the leading causes of delays is a general lack of transparency.

Our local teams will do the early product inspection at the start of production, giving insight into the status and quality of materials and parts used. Besides, we also inspect every production stage and check factory workers produce parts according to work instructions at workstations.

### 6 Quality control

Quality control is an integral part of the whole product sourcing process.

At bdp MC, our local quality inspection teams will visit the factory through the entire production process. Our teams use a Gantt Chart to track production, take photos, record possible problems, determine root causes for quality issues, and update our customers on the status of production.

### 7 Inspection and packaging

100% inspection of sample submission. Inspection in the early, middle, final stages of serial production and before delivery.

We use a defect catalog to help minimize the defect rate, ensuring the profitability of our clients' businesses.

We will follow European customer's packaging guidelines and ensure the products are delivered in good condition.

### 8 Preparing customs documents and shipping door to door

As bdp MC's customers, you don't need to worry about customs clearance, customs duty, insurance, import VAT, import permits, or other shipping logistics.

Our logistic teams will handle all the paperwork on your behalf. We ensure all your goods are cleared in time. We can export either full container load (FCL) or less than container load (LCL) to major ports in Europe. You can choose to receive goods in your country's port or warehouse.



Forging



Machining



Stamping