

## **bdp Mechanical Components Deutschland GmbH**

*German quality standard and global sourcing*



## **Newsletter June 2022: bdp Mechanical Components' activities and solutions for customer acquisition**



We are ISO 9001:2015 certified, many of our producers are also IATF 16949 certified.

Since our founding 30 years ago, we, bdp Mechanical Components (MC), have been providing our customers with high-quality mechanical components at the most competitive prices and streamlining their supply chains when sourcing from producers globally. It has always been our priority to continuously develop and optimize our activities and solutions for customer acquisition.

Global supply chains have changed significantly over the past 30 years.

- It started with a handful of companies able to supply components internationally. The focus was on sourcing from the Far East, especially China. After that, competition increased as more companies sourced components and the major manufacturers expanded their distribution channels to supply end customers directly. The final step came when the customers started procuring internationally by themselves and establishing representative offices (and factories in some cases) in the sourcing countries.
- Sourcing markets have also faced structural changes. Several product categories have been closed to specific sourcing markets due to international trading disputes (tariffs), enforcement of more tight environmental regulations and social advances, among other factors. For these cases, new markets must be opened up and developed to establish stable and high-quality production. It may take several years before the new procurement market and production supply chain are well established again.

The big changes forced companies working in the international supply of mechanical components to adapt. Only the companies with the highest degree of adaptability were able to survive this very competitive market. bdp MC has gone through these changes and learned to adapt in a way that few have been able to. We always keep our customers' interests in mind by improving your purchase prices, providing you with the highest quality parts you need from the most competitive markets, and optimizing your supply chains.

In our thirty years of development, we have acquired extensive knowledge of the industries we serve, the products we develop, the manufacturing technologies, the sourcing locations, etc. Our knowledge enables us to operate a wide range of tools that are of great use in customer acquisition, such as:

- Regarding the technical aspects, we know the materials, certifications, production processes, manufacturing tolerances, part finishing, and potential problems each of the product range our potential customers in the same industries will want to develop.
- Regarding logistics, we have a broad understanding of customs duties, export and import procedures, transit times and backup solutions so that the global supply chain of our potential customers is guaranteed under any circumstance in these uncertain times.
- Regarding supplier management, we have a clear picture of the required certifications, supplier auditing processes, production follow-up, and a wide range of suitable pre-selected suppliers for each industry and technology we want to develop a product.
- Regarding the aspect of quality, we can guarantee that quality definition, production inspection, quality management, and final inspection will ensure the highest level of satisfaction. In the few

cases when problems appear, we stand by the side of our customers and will take charge of everything until solutions are found, and problems are solved.

Some of the main industries we cover include fluid conduction, automotive, and public works. Besides these industries in which we are more experienced, we also look for potential customers, industries, and technologies out of our comfort zone. We strive for sustainable growth and are constantly expanding our areas of activity. Our extensive experience in high-demanding sectors, such as automotive and fluid conduction, allows us to serve other industries as well and adapt quickly to the specific needs of each industry.

bdp MC's comprehensive know-how and capabilities as a one-stop supplier provide effective solutions for our customers when they look to develop, produce, inspect, and ship high-quality mechanical components at the most competitive prices from global sources. For our customers, we are the extension of their purchasing department. At the same time, we try to fully integrate into our customers' organizations in order to build close and long-term stable relationships.

**Author**



**Carlos Carulla**

**Sales Manager at Mechanical Components España bdp, S.L.**

Mr. Carulla's responsibilities at bdp MC include business development, customer acquisition, customer support, and project execution. He graduated as an industrial engineer and has over ten years of experience in project management and business development in various industries. Having spent several years in China and Korea, he has the extra management and communication tools and global perspective required to ensure the satisfactory completion of each project.

### **About bdp Mechanical Components**

Founded in 1982, today's bdp Mechanical Components is headquartered in Berlin and has 14 other offices in Germany, China, Poland, Spain, Bulgaria, and Switzerland. bdp Mechanical Components is a specialized provider in the field of international sourcing of castings and forgings for customers who do not have a detailed overview of the most suitable suppliers for their products, especially in Asia (China), Turkey and Eastern Europe. And of course, also for customers who cannot accompany corresponding project start-ups closely on site with the suppliers and monitor the ongoing production.

For more professional advice, please follow us on WeChat: public number bdp-Group-1992, or scan the QR code below to follow us.



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