

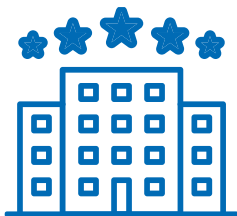


HEILIND

Performance. Trust. Innovation.

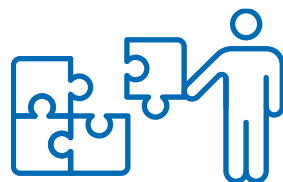
Heilind Europe Sales Presentation 2023

ABOUT US



Since 1974

Heilind is a world-leading specialist distributor for connectors and electro-mechanical building components



2100
employees



1,18 BLN EUR
turnover



132

- Key worldwide manufacturers
- Including all leading connector manufacturers
- As a distributor we offer you a very extensive product portfolio



10+
Quality Certificates
(e.g. ISO 9001,
EN 9100:2018)



+30 years
For more than 30 years
we have been a strong
partner in the German
market

PRODUCTS



MARKETS MIL/AERO/SPACE/MARINE & INDUSTRIAL

Aviation



Marine



Information
technology



Energy



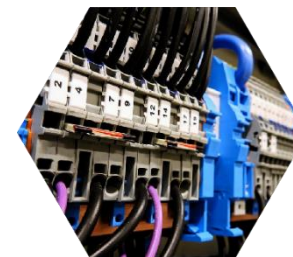
Robotics



Telecommunication



Automation &
control



Aerospace



Defense



Heavy
construction
machinery



Medical sector



Home
appliances



Industry



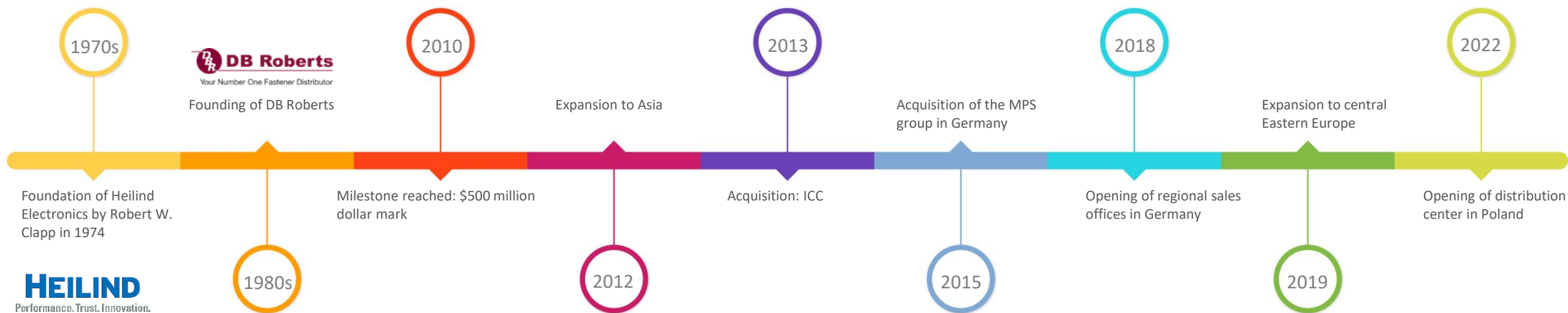
Mass transport



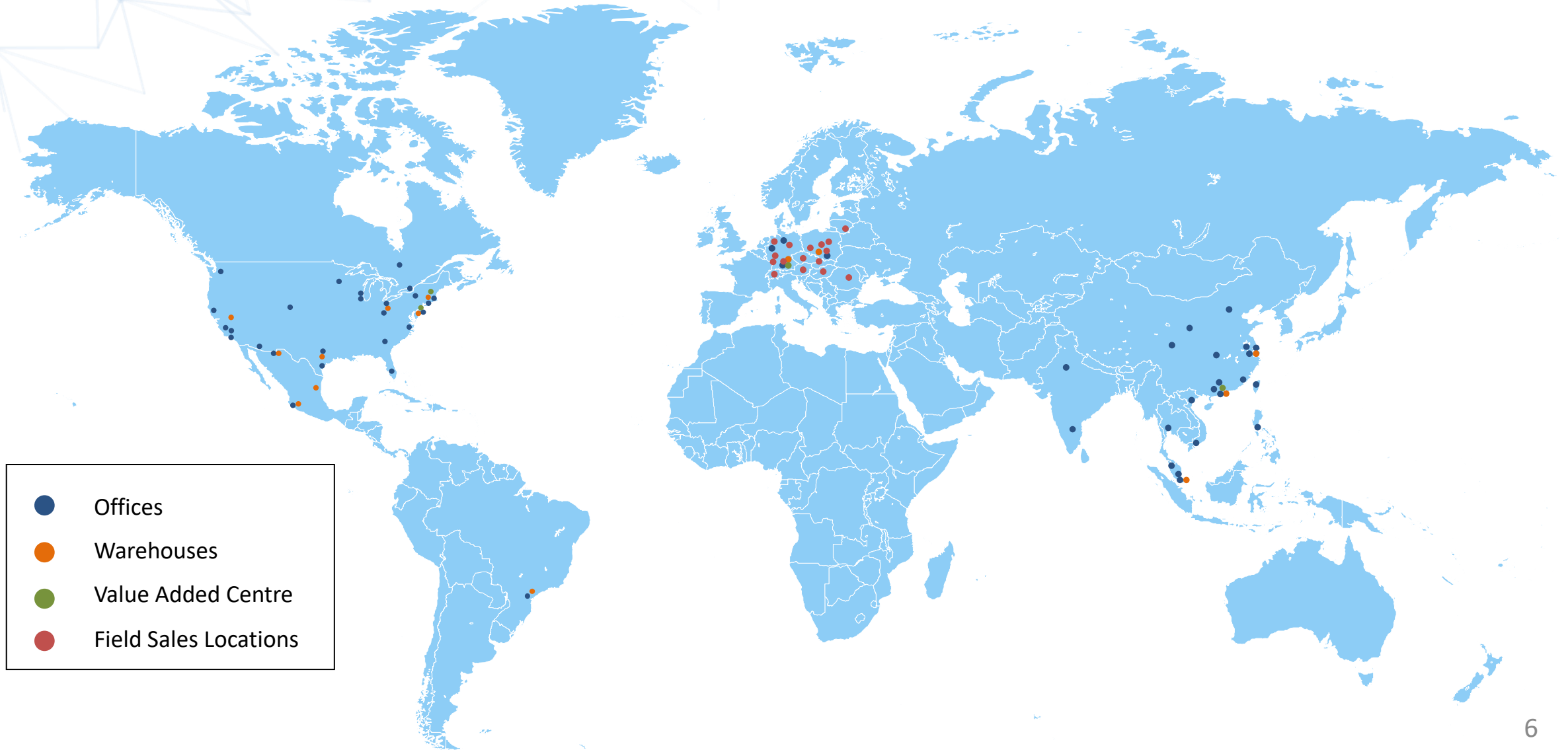
Smart Home



TIMELINE & HEILIND EUROPE MILESTONES

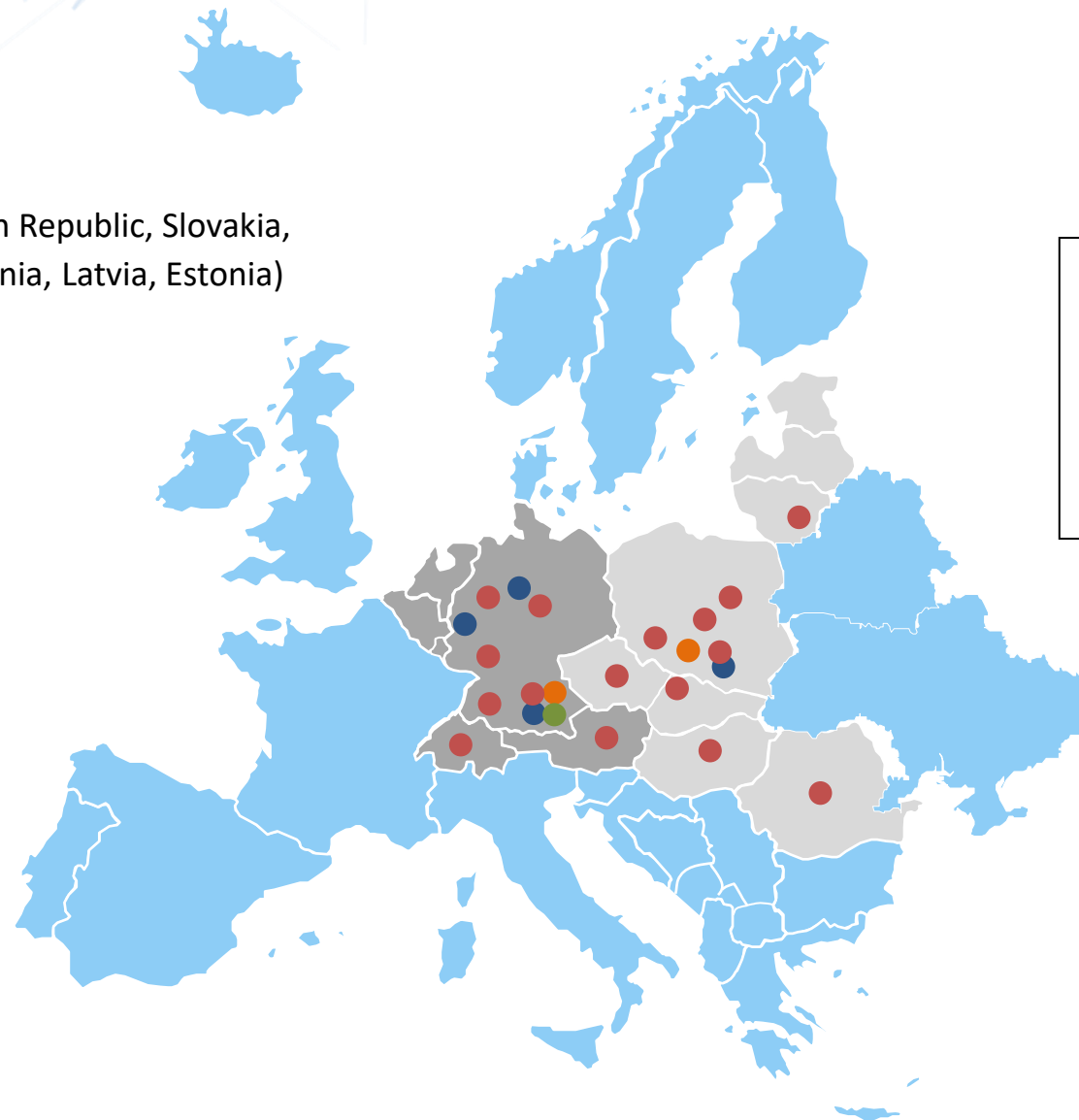


Heilind Global Footprint



HEILIND EUROPE

Expansion to Eastern Europe: Poland, Czech Republic, Slovakia, Hungary, Romania, Baltic countries (Lithuania, Latvia, Estonia)



- Office
- Warehouses
- Value Added Centre
- Field Sales Locations

REASONS FOR HEILIND



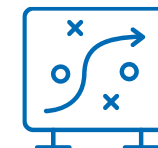
Regional
and global



Personally
here for you



Catalogue &
Premium
Distributor



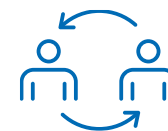
Support with 3D
modeling,
Datasheets and
samples
for prototyping



Focus on
electromechanics



Consultation from the
concept to the series
production



Design with you,
production
outsourced, Heilind
worldwide

OUR OFFER

Wide portfolio of well-known manufacturers of electromechanical components



Our Field Sales Engineers will be happy to assist and advise you on site if needed



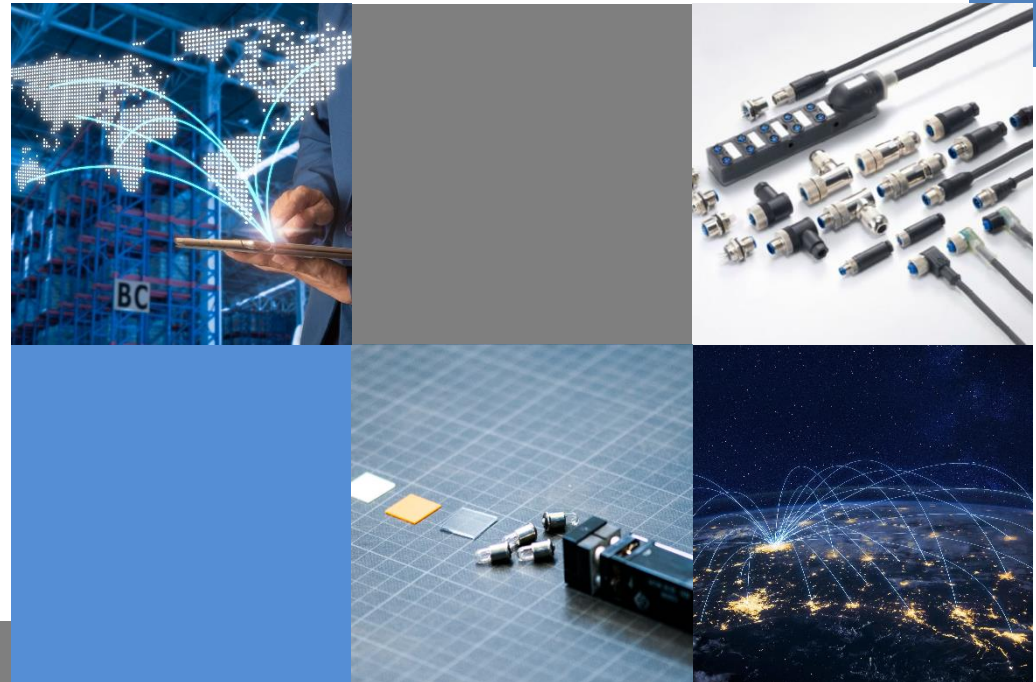
Your contact person in the office is personally available and will process your inquiries and orders promptly



Our team will support you with technical questions and offers bespoke solution proposals



We will procure samples and 3D data to support your development and product testing



**... DISTRIBUTION
AS IT SHOULD BE.**

OUR SERVICE

We deliver *exactly* the quantity you need and also break down large manufacturer packages

We adapt to your needs

Many items are available and on stock



We ship starting at 1 piece!



**NO MINIMUM ORDER!
NO MINIMUM ORDER VOLUME!**

DESIGN-IN SUPPORT

We will support you in your search for the right product or a suitable replacement for discontinued parts



Technical cooperation with your developers



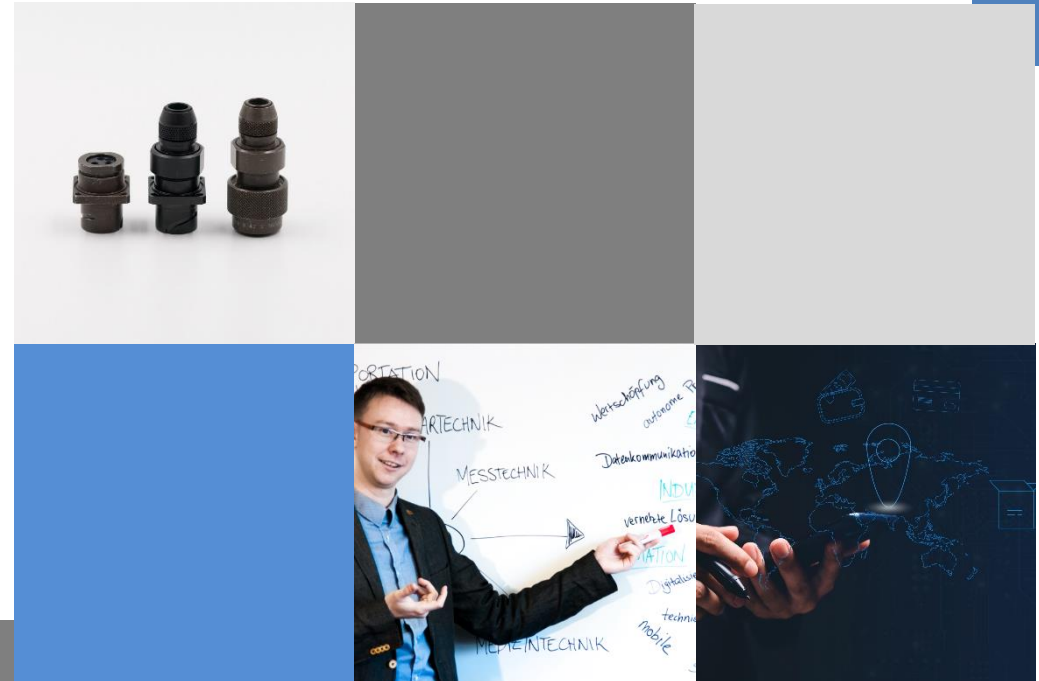
Research for possible solutions



Project support together with manufacturers



Global coordination from the design-in through to your production partners worldwide (e.g. EMS service providers)



**...PERSONALLY,
COMPETENTLY, RELIABLY.**

VALUE ADDED SERVICES

Preparatory activities that facilitate your receipt of goods and production processes



Packing, kitting



Modification of components



Installation of switches, relays, etc.



Re-reeling and cutting of reel contacts



Cutting hoses and strands to length



Customized labelling



**WAREHOUSING
TAILORED TO YOUR**

NEEDS

Continuously adapted inventory planning and access to our storage locations in Europe, Asia and USA allow us to ensure high availability and short delivery times



Complete traceability through batch and date codes



High stock accuracy - no stock movement possible without booking



System-controlled inventory rotation - first in first out principle



SUPPLY CHAIN SERVICES



Reserved stock

Volume calculation according to historical consumption and manufacturer's lead time

Safety stock: Automatic refill after depletion



Daily or weekly collective shipment and collective invoice



Automated ordering, order confirmation, changes, delivery confirmation and invoicing via EDI



**CUSTOMER-SPECIFIC
BARCODE LABELLING**

ELECTRONIC DATA INTERCHANGE (EDI)



EDI transactions:

- 810 Invoice
- 830 Forecast
- 840 Request for an offer
- 850 Order
- 855 Order confirmation
- 856 Delivery slips
- 860 Order amendment
- 865 Confirmation of the order amendment
- 997 Functional confirmation



Automated processes:

- MRP integration
- Order
- Shipping confirmation by e-mail (ASP)



**AUTOMATED UP UNTIL THE
SHIPPING CONFIRMATION**

CONNECTOR PRODUCTION FOR HIGH RELIABILITY & MIL/AERO



Connector production of leading manufacturers:

Amphenol, BEL-Cinch, Conesys, GLENAIR, TE Connectivity
EATON – Souriau Sunbank Division

Specifications:



VG: VG95234, VG95328 and VG96918

EN: EN3645 and EN3646

MIL: MIL-DTL-26482 Series I, MIL-DTL-26482 Series II

MIL-DTL-26500

MIL-DTL-28840

MIL-PRF-28876

MIL-DTL-38999 Series I, MIL-DTL-38999 Series II and

MIL-DTL-38999 Series III

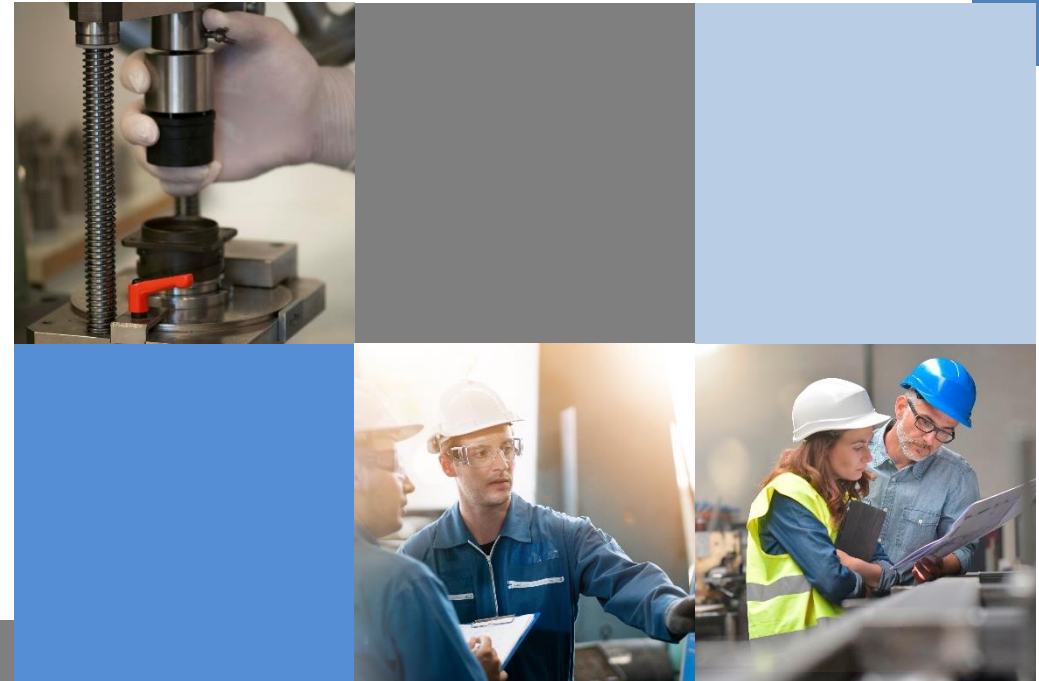
MIL-DTL-5015

MIL-DTL-83513

MIL-DTL-83723 Series III

EFA: JN1003 and JN1034

BACC: BACC63CU and BACC63CT



**STANDARD
SHIPPING TIME: 2 DAYS**

LINECARD



BOYD



Amphenol



AVDEL



BIVAR



G&K



cannon



DZUS



Pushing Performance



MERSEN



molex

NELSON



OTTO



smiths interconnect



TELAIRE



ZETTLER GROUP

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Thank you for your attention.