

KMWE TO SUPPLY AT A HIGHER LEVEL FOR AIRBUS

With the acquisition last year of DutchAero, a supplier of airframe and engine parts for the aerospace industry, KMWE has further enhanced its position within the industry. Conversely, DutchAero is reaping the benefits of now being part of a company that also works for numerous other high-tech sectors. Of its 85 million euros in turnover, KMWE gets 30 million from aerospace. Thanks to the takeover, customers like GE, Rolls Royce and Boeing have been added to its roster. More recently, its position vis-à-vis customer Premium Aerotec,

an important German supplier of Airbus, has been strengthened precisely because of the presence of KMWE in numerous other high-tech markets, explains CEO Edward Voncken. 'Premium Aerotec wants to reduce the number of its suppliers for the production of wing components from a hundred to fifteen. At the same time, they want to be supplied at a higher level, so that the components are ready to assemble. Before you win an order like that, you have to go through a series of audits and at that point it helps to be able to demonstrate that you have

experience of supplying at a high level and managing your own chain for complex high-tech products. Additionally, our success in delivering previous orders to their satisfaction naturally also makes a difference', says Voncken, who is also investing heavily in DutchAero: recently, the first of two Grob 550 five-axis milling machi-

nes were installed. The aim is that the cross-fertilization between KMWE and DutchAero will contribute to securing production of a nozzle for the F35 (JSF) in the Netherlands. 'We are in the race for that order together with Fokker.'

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