



SCHÜTTE & BÜNEMANN

— INTERNATIONAL TRADING —

18  91



SERVICE & LOYALTY

SINCE 1891



125 YEARS

SERVICE AND LOYALTY

Dear Clients and Business Partners,

Schütte & Bünemann: this name stands for numerous positive characteristics such as working hard to build strong business relationships or personal dedication – but most of all it has been emblematic for service and loyalty for 125 years. This is something we are very proud of and it strengthens us for the future in striving to work hard to be the first and best address for obtaining products from Germany and Europe and for international transit trades. Our team takes care of the entire export process from advising you about your options, handling the sales process all the way to a fast and safe delivery. Should you need our help with anything else, we will give our best to find the ideal solution for you.

We highly value trusting and long-lasting relationships with our clients and we look forward to taking care of your trade business in the following years as well as to helping you with anything regarding the export of European goods. This brochure provides a closer look at our services, operating principles, partner brands and products.

In an ever-changing world, you will always be able to rely on us as your loyal partner in trade.

Carl Richard Bünemann

Simon Sebastian Bünemann

3RD EDITION 2021

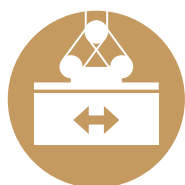
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WHAT WE CAN DO FOR YOU

YOUR ONE STOP SOLUTION FOR INTERNATIONAL TRADING

We handle everything for you when it comes to exports via ocean or air freight, courier services or trucks. Should you require goods from different manufacturers, we also provide consolidated shipments. We coordinate with suppliers, buffer different delivery times via our warehouses and ship everything to you in one grouped shipment. International transit trade is also included in our comprehensive range of services. We take care of everything, such as insurance, customs and export control regulations, purchasing and financing, and also act as your commission agent all over the world.



WORLDWIDE EXPORT AND TRANSIT TRADE

Are you looking to purchase machinery and equipment, spare parts or consumables? Perhaps you do not know the manufacturer or a good source of supply? Or you know the manufacturer but he is not answering your inquiries?

Simply hand over the entire export or transit trade process to our team of experts and let us put our many years of experience to work for you. We let you choose between different logistical options like couriers or carriers. Regardless whether you require an entire machine or just a spare part – our international trading company will gladly help you with all of your needs.



ONE STOP SOLUTION

No matter what, how often or when you need to ship, just contact us and we will take care of everything. We offer you a one stop solution that includes having a dedicated permanent contact person who you can always reach out to. You can turn to your contact with any questions or ideas regarding the entire business process.

We are also happy to let you ship all of your different orders in one consolidated group shipment to reduce your administrative burden and lower the processing and delivery charges. We can load and export all kinds of European goods for you – whether they come from a single manufacturer or from five different ones. Bremen, our hometown in the north of Germany, is perfectly located and close to big ports such as Hamburg or Bremerhaven.



TROUBLE SHOOTING

In the case of an emergency or a special problem, we will always do our best to help you. We are well-versed in our business. On top of that, we possess the necessary flexibility to constantly adjust to new undertakings and fulfil your wishes. Be it a machine standstill, a ship that cannot leave port or manufacturing being on hold. We will always give top priority to your problems.

Trading internationally also means constantly facing new situations and challenges. Do you have a specific problem or are you stuck with something? Please do not hesitate to get in touch with us. We have the necessary expertise to find the right solution for you. On top of that, our collaborative way of working and communicating with each other gives us the necessary flexibility to embrace new challenges. We always strive to meet your needs.



COMPLIANCE MANAGEMENT AND CUSTOMS

We have a profound knowledge of customs and export regulations. It is our top priority to make sure that every aspect of your shipment meets the latest standards and laws of both the country of origin and the country it is being exported to. Given that we are in daily contact with the wide field of customs and exports, it is your major advantage to have someone you can outsource these time-consuming processes to. Our Internal Compliance Programme (ICP) has been certified by the German Federal Office for Economic Affairs and Export Control (Bundesamt für Wirtschaft und Ausfuhrkontrolle). All of our employees are charged with complying strictly with every relevant agreement and policy. Furthermore we are a certified holder of the AEO Certificate. This enables us to ship your articles much faster and will save you a lot of time. We can advise you in anything regarding these key fields, including EUR1-documents or any other relevant documents you might need, such as certificates of origin or certificates of conformity. Let us handle your export and customs affairs for you and we will make sure that you receive your shipment swiftly and hassle-free.



HOW WE WORK

WHAT'S MOST IMPORTANT TO US AND WHAT WE ARE BEST IN

OUR CUSTOMERS COME FIRST

We are dedicated to providing personal service to our customers and always finding the best deal. Be it a minor emergency order or a big project – you will always get the same high level of service. As your one stop solution, our company has all necessary departments to ensure that your orders are smoothly processed. You can entrust us with your entire project: we handle everything from initial inquiries and quotes all the way to the shipping procedure. For decades, our customers have trusted in our expertise because they know that their business is in safe hands. Our excellent reputation is a result of our reliability, our fast customer care and the high quality of our products and services.

TRUST AND A GOOD RELATIONSHIP

We have always been committed to getting to know our clients personally and basing our working relationships on deep and profound trust. Carl Richard Bünemann, our CEO, travels for three months a year to visit as many of our clients as possible with the express aim of building this trust and gaining in-depth knowledge of everyone's values and concerns. His nephew Simon Bünemann, the Deputy Managing Director, has already visited business partners in South and Middle America, India, Vietnam and Singapore. Sitting down, talking, getting to know each other and working on solutions to a wide range of problems – we see this as the key to a solid and well-oiled partnership. For this reason, Schütte & Bünemann provides you with a permanent contact person you can always reach out to (in addition to contacting the management). This ensures that you will come to know each other well after time and can work together as efficiently as possible.

TRADITION

We are a fourth-generation family-run company. Also, as descendants of the German Hanseatic League, we have the passion for trade running through our veins. All of this makes us a company that is personal, reliable and loyal to employees who have been working for us for up to sixty years. We know what we do and we do it best. The definition of an “honourable trader” has existed in Germany for hundreds of years. It stipulates having a sense of responsibility for business partners and employees, being fair, loyal and socially committed and working to further good in your community. We always strive to live up to this definition.

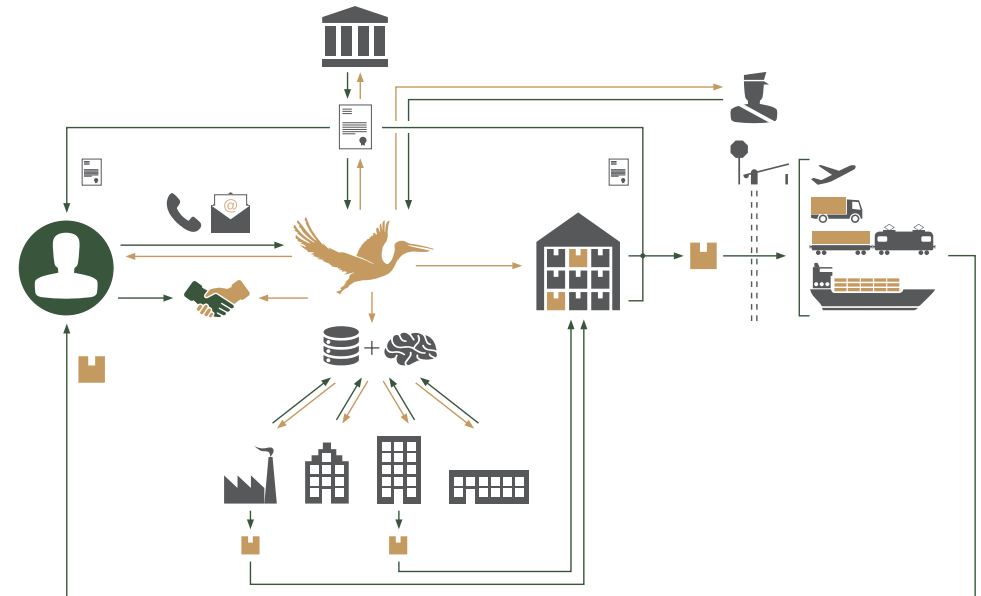
WE UNDERSTAND YOU – IN EVERY WAY

To truly understand your priorities and businesses, it is important to overcome language barriers as best as possible. All of our employees speak several languages. Everyone is fluent in English, Spanish and, of course, German. But we also have team members who speak French, Russian, Polish and Greek.

ALWAYS BROADENING OUR HORIZONS

Although we have been working in trade, export and import for 125 years, we constantly take care to stay informed about new regulations as well as changes in and additions to trading laws. We regularly require our employees to undertake training in these matters.

WHAT WE DO FOR YOU

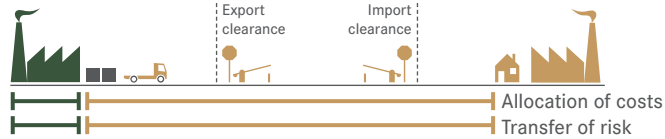


This graph is a strongly simplified illustration of how we work. Customers contact us via email or telephone to tell us what they need. Thanks to our experience and market expertise, we can directly find the right partner or contact in our database and get in touch with them. We set up and send you a personalised quote with our best offer for the required goods – without delay and according to the conditions negotiated. Upon acceptance, we purchase the goods in our name. In this example, you can see us handling goods from two different sources, which we collect at our warehouse and consolidate in a single shipment. At the same time, we handle all dealings with customs, the German Federal Office for Economic Affairs and Export Control, banks, various authorities and insurances. This ensures that all legal requirements are met, that your goods are correctly registered with customs for export and that all necessary documents have been issued. Finally, we ship your consolidated shipment as quickly as possible according to the terms you selected (possible all the way up to DDP; see Incoterms on pages 7 and 8). Your personal contact at Schütte & Bünemann will provide all necessary documentation and information before your shipment arrives.

CLAUSES FOR ALL MODES OF TRANSPORT

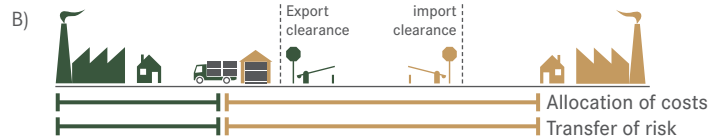
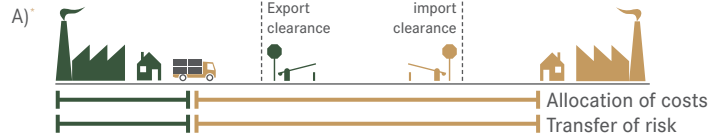
EXW

Ex Works



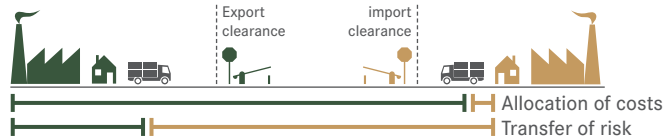
FCA*

Free Carrier



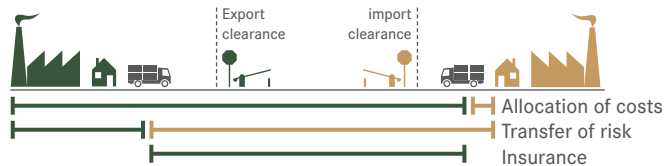
CPT*

Carriage Paid To



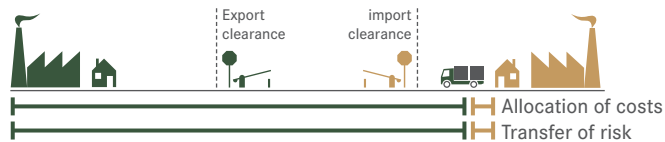
CIP*

Cost and Insurance Paid to



DAP*

Delivered At Place



DPU

Delivered at Place Unloaded



DDP

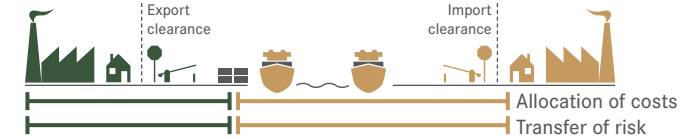
Delivered Duty Paid



CLAUSES FOR SEA AND INLAND WATERWAY TRANSPORT

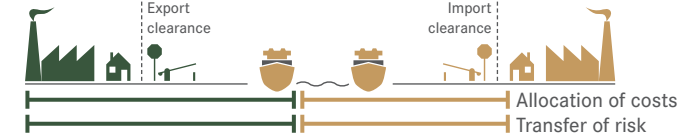
FAS

Free Alongside Ship



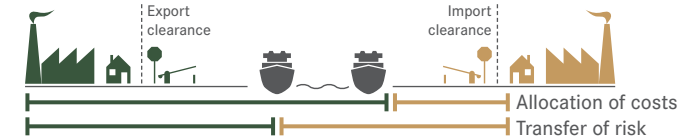
FOB

Free On Board



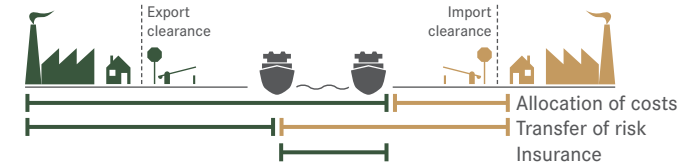
CFR*

Cost and Freight



CIF*

Cost, Insurance and Freight



* Preferred clauses

■ Seller

■ Buyer

■ Shared responsibility

OUR CUSTOMERS

WE SUPPLY MANY DIFFERENT INDUSTRIES WITH MANY DIFFERENT PRODUCTS

What makes us a dependable partner for leading industrial companies is our dedication to always finding perfectly fitting trade solutions for our customers, the way we handle our business and our extensive expertise. We know how to communicate with manufacturers because we have nurtured relationships to each and every one for many years. Solid business relationships that have grown over time mean that we always benefit from the best terms, even for minor orders. Thanks to our complex business network, we can process orders quickly and flexibly, even if they are unusual or very specific. We always know where to receive the best price, quality and/or fastest delivery. As a result of our consistent efforts to maintain a stable relationship to all of our suppliers, we have personal contacts at every company and have known most of them for years.

Here are some examples of the products that we have exported for various clients from different industries. This is just an excerpt of our export range. Please do not hesitate to send us a request regarding any other product or industry.

AEROSPACE ENGINEERING

Thread rolls and other tools, measuring equipment, radio transmitting devices

ALTERNATIVE ENERGY INDUSTRY

Sensors, valves, linear bearings, measuring systems, gear racks, slides, positioning systems, electronics, automation, connectivity

AUTOMOTIVE INDUSTRY

Modules and patch panels, circuit breakers, gear units, motors, various industrial cables, converters, transmitters, filters, couplings, compressors, electromagnetic parts, relays, fuses, valves, pumps, bearings, power supply, sensors, connectivity

CEMENT INDUSTRY

Gears, couplings, air compressors, fluid couplings, hydraulic couplings, separators, pumps, propellers, balancing, rotating and reciprocating components

CHEMICAL INDUSTRY

Valves, switches, capacitors, modules, pumps, heaters, coolers and heat exchangers, safety circuits, capacitors, gears, couplings, gaskets, springs, screws, diaphragms, o-rings, flame electrodes, thermistors, measuring equipment, sensors, light barriers

FOOD & BEVERAGE INDUSTRY

Cardan shafts, pressure-regulating equipment, switches, valves, temperature sensors, pumps, gear units, motors, air compressors, fluid couplings, hydraulic couplings

MARITIME INDUSTRY

Separators, pumps, compressors, propellers, cables, gears and couplings, industrial brakes, clutches, radar parts, electronic parts, transistors, valves, crystals, magnetrons

MINING, MINERAL & METAL INDUSTRY

Encoders, sensors, web-tension equipment, guiding rails, linkages, winches, turning heads, bushings, converters, amplifiers, expansion joints, power supply modules, connectors, capacitors, lights, switches, turbochargers, filters, valves, couplings, pump membranes, level switches, filter elements, remote controls, protection systems

OIL & GAS INDUSTRY

Sensors, gears, couplings, air compressors, fluid couplings, hydraulic couplings, valves, vane pumps, flame detectors, gas burners, bushings, motor reducers

OTHERS

Tools, batteries, air-conditioning systems, gas-cylinder valves, band knives, saw blades, pressure regulators, fittings, wires, painting tools, brushes, drawing instruments, writing instruments

PACKAGING INDUSTRY

Gear boxes, temperature controllers, heaters, bearings, knives, contactors, switches, fuses, motors, pumps, sensors

POWER GENERATION INDUSTRY

Acceleration sensors, velocity transducers, vibration switches, proximity transducers, transmitters, valves, heating elements, thermocouples, electrical interconnections, connectivity

PRINTING INDUSTRY

Bearings, seals, filters, motors, gears, bevels, hoists, nozzles, knives, screws, guiding rails, hoses, collets, keys, locks, valves, lamps

PULP & PAPER INDUSTRY

Valves, gears, couplings, electro-pneumatic positioners, circuit counters, measurement parts, control parts

TEXTILE INDUSTRY

Rotary joints, gears, gearboxes, sensors

WATER & WASTEWATER INDUSTRY

Solenoid valves, sensors, transmitters, controllers, energy management, electrical interconnections

OUR PARTNERS

WE WORK TOGETHER WITH LEADING INDUSTRIAL ENTERPRISES

Here are some of the brands that we have exported for different clients in the last years. This is just an example of our wide product range. We can offer many more brands than depicted in this section. Do not hesitate to send us a request regarding any other manufacturer.

- A** ABB, ABB Automation, ABUS Cranes, Aerzen, AIRTEC Pneumatic, Alfa Laval, Allweiler Pumps, Anton Paar, ARGUS Fluidtechnik, AS-Schneider, ASCO, Emerson, Atlas Copco, ATLAS ELEKTRONIK, atr
- B** BALLUFF sensors worldwide, Baudouin Moteurs, Bauer Gear Motor, BAUER KOMPRESSOREN, Baumer, BELDEN, BELIMO, BENNING, Tebetron, BHS Turbo Gear, Blohm+Voss, BOLLFILTER, Bopp & Reuther, Bran+Luebbe, SPX, BRINKMANN PUMPS, BUCHER Hydraulics, Bürkert Fluid Control Systems
- C** CAMLogic, CAMOZZI Automation, Carl Röntgen, CARLO GAVAZZI, Carlo Gavazzi Automation, CATERPILLAR, CLESSE NOVACOMET, COLUMBUS McKINNON, CRANE ChemPharma & Energy, CROUZET, crydom
- D** Danfoss, DEMAG, Cranes & Components, DESCH, Smart Drive Solutions, DEUTZ, DIMATEC, DUESTERLOH
- E** EATON, EATON Klöckner Moeller, ebmpapst, elster Kromschroder, EMERSON, EMG Automation, Endress + Hauser, eupec, EWD
- F** f.u.n.k.e. AVIONICS, FAG, FAULHABER, FESTO, finder, FOME, FRIEDRICH, FILTERSYSTEMS, Frost Europe
- G** GE Sensing & Inspection Technologies, GEA Westfalia Separator, GEDORE, GESSMANN, GKN Driveline, GKN Stromag, Glamox Aquasignal, GMN, Göckel, GOSS INTERNATIONAL, GRAESSNER, GreCon, GRUNDFOS
- H** habasit rossi, HACH, HARTING, HATLAPA Marine Equipment, HAWE Hydraulik, HAZEMAG, Hegwein, HEIDELBERG, HEIDENHAIN, HELIOS-PREISSER, HELUKABEL, HENGSTLER, HIRSCHMANN, A BELDEN BRAND, hohner, Elektrotechnik Werne, Honeywell, HYDAC
- I** ifm electronic, igus, INA, INFICON, infineon, Itowa
- J** Johnson Controls, JOTRON, julabo, JUMO, JUNGHEINRICH

- K** KBA Koenig & Bauer Group, KELVIN HUGHES, KINETROL, KNAUER, KNOLL Maschinenbau, KOLBUS, KOMORI, KONE, KONECRANES, KRACHT, Kraus & Naimer, KREISEL, KROHNE, KSB pumps, KÜBLER
- L** LAMBRECHT meteo, LEINE & LINDE, LEISTER, Lenze, Leuze electronic, LIEBHERR, LISTER PETER, LMT TOOLS FETTE, LOWARA, a xylem brand
- M** MAHLE, MAICO, maier heidenheim, MAN, MAN B&W, MANGACHOC, MANNESMANN, MBO Maschinenbau Oppenweiler Binder, MEGGIT, METAL WORK, microsonic, MOLL BATTERIE, MTS Sensors, MÜLLER-MARTINI, MURR ELEKTRONIK, MWM
- N** NORD Drivesystems, NUOVA FIMA, NWS, General Cable
- O** oerlikon, Oerlikon Neumag, OMEGA Italy, OMRON, OSRAM
- P** palamides, Parker, PENTAIR, PEPPERL+FUCHS, PESSA Impianti, Pfeiffer Chemie, Pfister, PHILIPS, pilz, PLYMOVENT, POLAR-Mohr, procof, PROCOM, ProMinent, PULSOTRONIC
- R** R&V Engineering, Rodenhuis & Verloop, RADIOMETER, Ram Power, Raytheon Anschütz, Reca - Cavagna Group, REINTJES, RENK MAN, Rexroth Bosch Group, RIETER, RIFOX Thermax Group, RINGSPANN, Rolls-Royce, röslau stahldraht, Rossi Habasit Group, ROTAREX SRG
- S** SAMSON, SCHAEFER, SCHAFFRAN PROPELLER, SCHENCK RoTec, SCHMERSAL, SCHNEEBERGER Lineartechnik, Schneider Electric, SCHOTTEL, SEMIKRON, SENSOPART, SEW EURODRIVE, SIEMENS, SIEMENS FLENDER, Simplex, SKF, SMITSVONK, DURAG GROUP, smt, schleifstein, soyer, SPERRE, Springer Pinsel, SPX FLOW, Standardgraph, Steinemann Graphic, STENFLEX, Sulzer Friction Systems
- T** technotrans, Telemecanique | Sensors, TEMPCO, THEISEN & BONITZ, TKM, TOSCA Italy, TRACO POWER, TURCK
- U** ULSTEIN
- V** velco, VICKERS, EATON, Viking Life-Saving, Equipment, VISHAY, VOITH, VOLVO PENTA, VULKAN Couplings
- W** WAGO®, WALDRICH COBURG, WÄRTSILÄ, Weidmüller, weishaupt, wohlenberg, Woodward

Please note: the companies above are a list of companies that we have worked with in the previous years. Schütte & Bünemann GmbH & Co. KG is not their exclusive distributor. Accordingly, we cannot guarantee that we can furnish a quote for every destination as exclusive local distributors for certain manufacturers may exist. It goes without saying that we respect their protected rights.

CONTACT

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info@schuebue.de

LANGUAGES

German, Spanish, English, French, Russian, Polish, Greek

FEEL FREE TO CONTACT US

Our international trading company has the best contacts to partners on every continent and we deliver to all destinations on the globe. Our experienced team can also easily handle new destinations. We will find the best solution for you.

Our team looks forward to hearing from you.

For more information, have a look at our website and make sure to visit us on Facebook and LinkedIn!



www.schuebue.de



www.facebook.com/schuebue



www.linkedin.com/company/2346440



SCHÜTTE & BÜNEMANN

INTERNATIONAL TRADING



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ANDINO Handelsgesellschaft mbH

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