

# The one stop shop for spare parts and repair material

250,000 items, and now over 300 delivery partners – in the last two years the Hamburg-based wind energy products distributor WINDSOURCING.COM keeps on growing. These are exciting times for this go ahead company.

This spring, for example, the Finnish abrasives manufacturer Mirka and Kömmerling Chemische Fabrik GmbH joined as partners.

Managing Director Stefan Weber explains the success of the company is due to the continuously growing product portfolio and simultaneously its proximity to customers, suppliers, manufacturers and products.

Once again in September WINDSOURCING.COM will be at the leading trade fair, WindEnergy 2018, in Hamburg with a selection of its products and services.

‘We are not an anonymous internet platform,’ Stefan Weber explains the company’s success: ‘Our customers can contact us by phone or in person in several

languages. Our products and services come with concrete faces and names that they can trust. The personal accessibility and relationship are very important, both for our customers and for us as a company.’

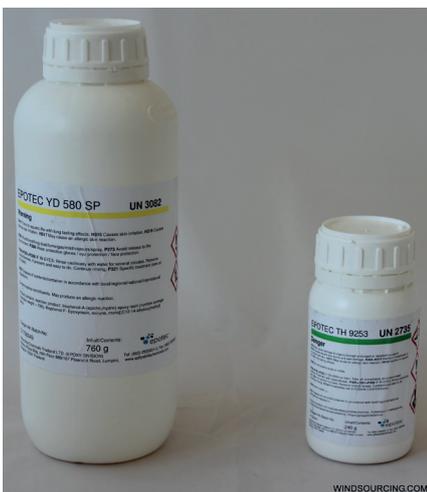
This is one of the reasons why participation in trade fairs, such as the WindEnergy in Hamburg, where the distributor has had its own booth since the first show in 2014, are important for the team: ‘People also want to touch products, and may have questions about them. We are happy to be at their disposal for this - whether at the trade fair or in everyday working life,’ adds Weber.

Another essential component of this guiding concept are the customer product training courses, which the company organizes regularly together with their

supply partners. For example, the free of charge training for the application of the new product development SikaCor® SW-1000 RepaCor’ together with Sika Deutschland GmbH. WINDSOURCING.COM is the exclusive supplier for the European aftersales service market in the wind industry for this corrosion protection product.

## Exclusive distribution partnerships

Such close cooperations have already been set up with other partners and will continue to be part of the corporate strategy in the future. Since June, WINDSOURCING.COM has been the exclusive partner of ADITYA BIRLA Chemicals for the distribution of Epotec® YD 580SP / TH 9253 and TH 9254 epoxy lamination systems. These are used to repair SIEMENS rotor blades. ‘Being a specialized wind industry supplier, we will work even more closely with our supply partners - as with Sika or ADITYA BIRLA Chemicals - to provide even better service to our customers’, Weber announces. Furthermore, the expansion of the product and service portfolio is the focus of the



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corporate strategy. Mirka and Kömmerling were added as new supply partners in the spring. Headquartered in Jeppo on the west coast of Finland, Mirka is one of the world’s largest manufacturers of abrasives for wind turbines. The portfolio includes a wide range of high-quality grinding and polishing products, innovative tools and accessories as well as complete grinding solutions. KÖMMERLING offers the



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‘QuadroBond Technology’ - polyurethane-based adhesives and application technology in a package - and with it supports the wind industry in optimizing the rotor blade bonding.

#### As many products as possible from one source

In addition to personal advice, we want to offer our customers as many products as possible from a single source’, says Stefan Weber. He therefore invites interested manufacturers and suppliers to become part of their supply network. ‘Our network already consists of many national and international supply partners for various wind turbine brands. If companies offer products or services for wind turbines and would like to distribute this portfolio through a specialized and experienced trading partner in the wind energy market, we look forward to hearing from you.

WINDSOURCING.COM will be at WindEnergy 2018 trade show in Hamburg from 25<sup>th</sup> to 28<sup>th</sup> September in hall A4 at booth 301.04, please come and see us.

#### About WINDSOURCING.COM GmbH

The Hamburg-based company WINDSOURCING.COM GmbH specializes in components, materials and services for the wind energy market. Customers can currently find a product portfolio of over 50,000 articles on the online platform. WINDSOURCING.COM also has access to over 250,000 products. Among the current over 300 supply partners are many well-known wind turbine manufacturers such as Siemens, Vestas and Siemens-Gamesa. WINDSOURCING.COM GmbH operates internationally and supplies customers in the wind energy industry worldwide.

[www.windsourcing.com/en](http://www.windsourcing.com/en)