

# 12<sup>th</sup> Purchasing Initiative Western Balkans

20th of May 2026 | B2B Matchmaking Day | IHK zu Dortmund

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# B2B-MATCHMAKING

## Overview



### Room 107

**Brock Kehrtechnik GmbH**

Heidelberger Druckmaschinen AG

**Kurtz Holding GmbH & Co. Beteiligungs KG**

Schwerter Profile GmbH

### Room 108

**LUEHR FILTER GmbH**

HEYCO GmbH & Co. KG

**GIFAS ELECTRIC GmbH**

### Room 110

**metrica GmbH & Co. KG**

MÜPRO Services GmbH

**Tetra Pak**

### Room 111

**thyssenkrupp Steel Europe AG**

Uhde High Pressure Technologies GmbH

**thyssenkrupp Materials Services GmbH**

Gebr. Steimel GmbH & Co. KG

# B2B Floor Plan

**Opening & Lunch**  
 Ground Floor

Entrance

**1<sup>st</sup>**  
**Floor**



**107**

Brock Kehrtechnik GmbH

Heidelberger Druckmaschinen AG

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# Agenda

## Purchasing Initiative Western Balkans

B2B Matchmaking Day | 20th of May 2026 | IHK zu Dortmund

<b>08:30</b>	Registration
<b>09:00</b>	Informal opening Purchasing Initiative Western Balkans
<b>09:30</b>	Networking Session (informal exchange at buyers' tables)
<b>11:00</b>	<b>B2B Matchmaking</b>
<b>12:00 – 14:00</b>	Lunch
<b>15:00</b>	Networking Coffee Break
<b>17:00</b>	<b>End of Event</b>



## WiFi: IHK-HotSpot

No password → Accept the Terms of Use

## B2B Information and Useful Tips



- ✓ Latest schedule update: @registration
- ✓ Be **punctual** - Respect your schedule and time!
- ✓ Look at **buyers' website**
- ✓ Have a **short company presentation** ready, including your contact details
- ✓ Keep it short if you only have **20-30 minutes**
- ✓ Make sure there is **enough time** for the **buyer to ask you questions**
- ✓ Somebody from BME will be present at all times in the room
- ✓ Lunch will be served from 12:00 – 14:00

## Feedback Survey- Purchasing Initiative Western Balkans

→ For **buying** companies- Click here:

<https://bme-umfrage.limequery.com/978176?lang=en>

→ For **supplying** companies- Click here:

<https://bme-umfrage.limequery.com/882491?lang=en>

# 12th CEE Procurement and Supply Forum Individual B2B Matchmaking | Conference | Network



**30.09.2026 – Budapest - Hungary**

Register to the event on  
[www.bmematchmaking.com](http://www.bmematchmaking.com)



Qualified Sourcing



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