MARKET DEVELOPMENTS
ORIGINAL EQUIPMENT MANUFACTURER

Let me introduce myself. My name is Stephen de Ruijter and I am your primary sales contact for the OEM market. I have been working for Teesing for 6 years and am still proud to tell people at parties that our company operates in a wide variety of markets from (semiconductor) chips to (potato) chips.

The Netherlands has always been a knowledge-based country with a large OEM market. Our customers can be characterized by a constant desire for improvement and their search for solutions if it cannot be found in existing products. The OEM market focuses on innovation for example when choosing materials like the technical plastic PVDF.

At Teesing, we support our customers in their need for innovation with our ever-growing engineering department. The OEM market delegates more to suppliers, including engineering and product development, time-to-market is important for their competitive position. We are glad we can contribute.

In this market as well, the Internet of Things will cause a turnaround in the way machines are built. For example, the inclusion of software and sensors in machines can reduce maintenance costs by extending the lifetime of a machine, increasing productivity and reducing daily operating costs. These smart machines can predict or indicate when maintenance is necessary at the best possible time and prevent downtime. This ‘smart factory’ is also called Industry 4.0 to which Internet of Things belongs.

Sustainability is a hot issue these days. The OEM market is making more use of Semiconductor technologies (nano technology) where connections are characterized by their high quality. In the food and beverage industry, there is a continuous shift towards cleaner products and processes. More and more, our customers find us for requests for exotic high-grade alloys to withstand higher pressures and more extreme environmental conditions.

Our strength is that we can quickly respond to these changing demands.