

DESIGN WELDING PRODUCTION OVERVIEW

Ford supplier code - HSBCA:DESIGN WELDING PRODUCTION SRL

Dacia Renault supplier code - 90093757:DESIGN WELDING PRODUCTION SRL

Date 01.01.2022



DESIGN WELDING PRODUCTION ROMÂNIA

□ 3 locations and 10 different specialisations :

- Studies client
- Design
- Engineering
- Testing
- Fabrication
- Logistics
- Commercialisation
- Business services
- Post-selling
- Financing

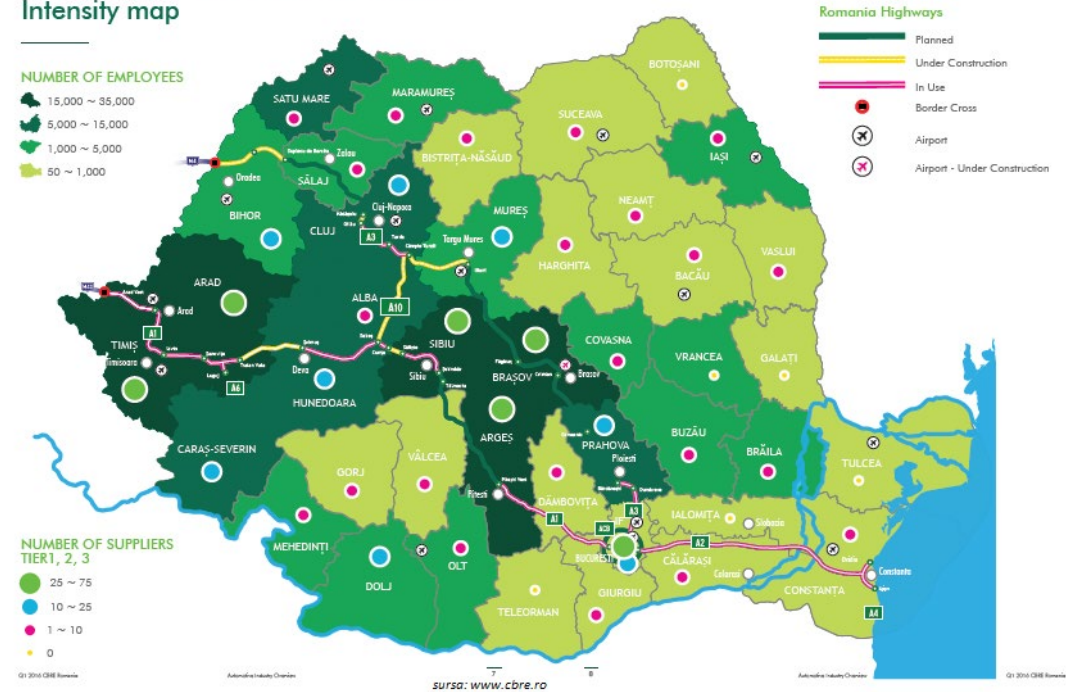
Automotive suppliers across Romania
Intensity map

NUMBER OF EMPLOYEES

- 15,000 ~ 35,000
- 5,000 ~ 15,000
- 1,000 ~ 5,000
- 50 ~ 1,000

NUMBER OF SUPPLIERS
TIER 1, 2, 3

- 25 ~ 75
- 10 ~ 25
- 1 ~ 10
- 0



The main entities of Design Welding Production are situated on a ray of approximative 150 km distance, more precisely in Mioveni, Pitești, and Craiova .

Sursa : <https://www.designdwp.com/>

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DESIGN WELDING PRODUCTION SRL

DESIGN WELDING PRODUCTION ROMÂNIA

DEVOTED TO CARS INDUSTRY ACTIVITY , DESIGN WELDING PRODUCTION STUDIES
AND PERFORMS ON EVERY SITE SERVICES IN :



High currents/Low currents
Automatism
Mechanics
Robotics
Electrical engineering
Automatism
Integration
Maintenance

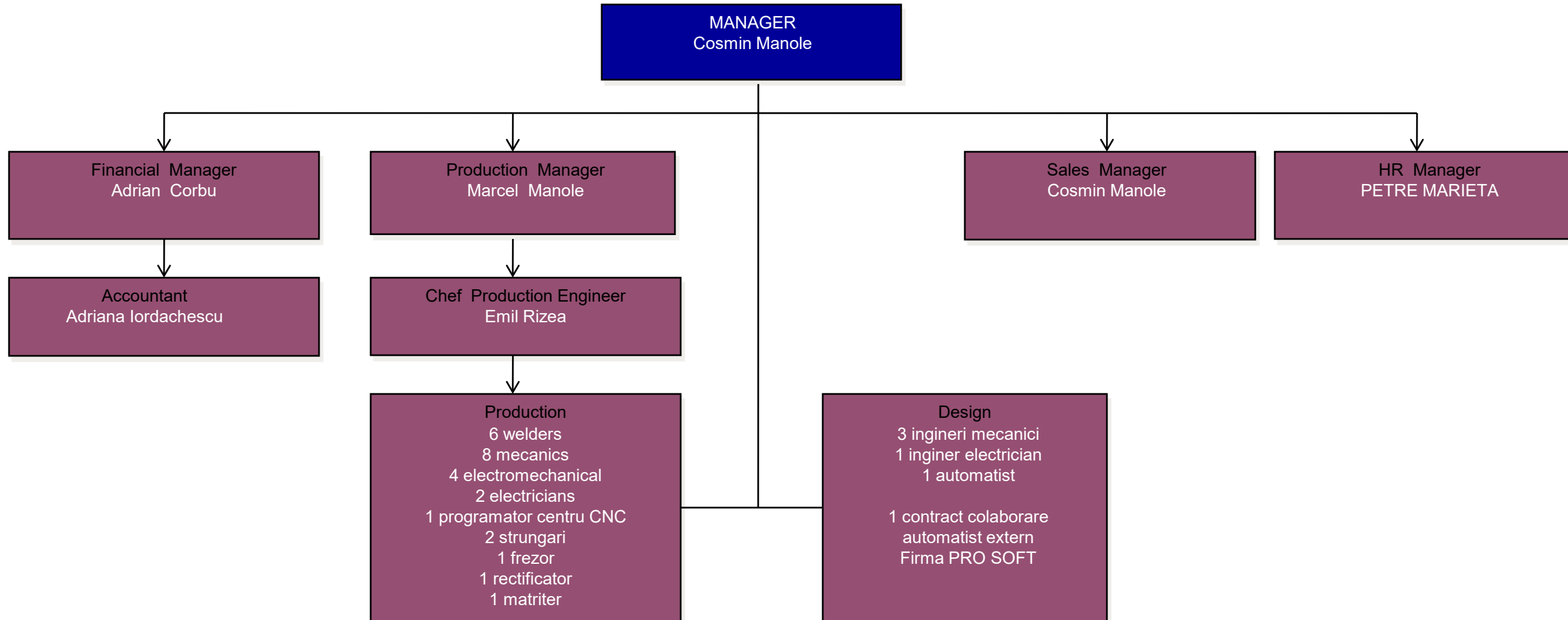


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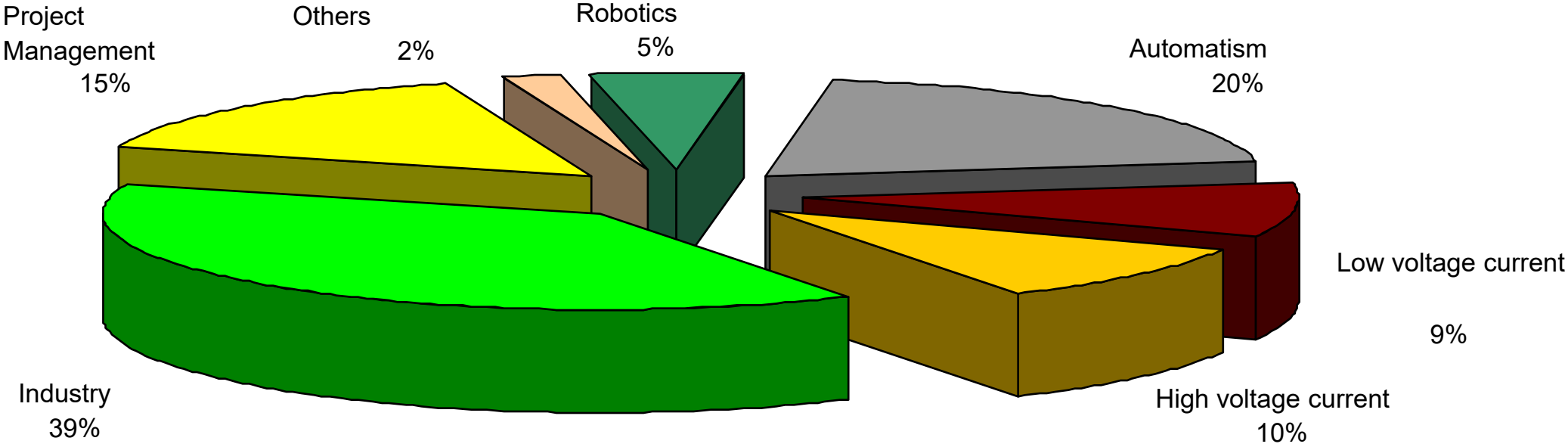
DESIGN WELDING PRODUCTION SRL ORGANISATION

Organization

Design Welding Production Delegation



C.A. DIVISION ACCORDING TO THE ACTIVITY AREA

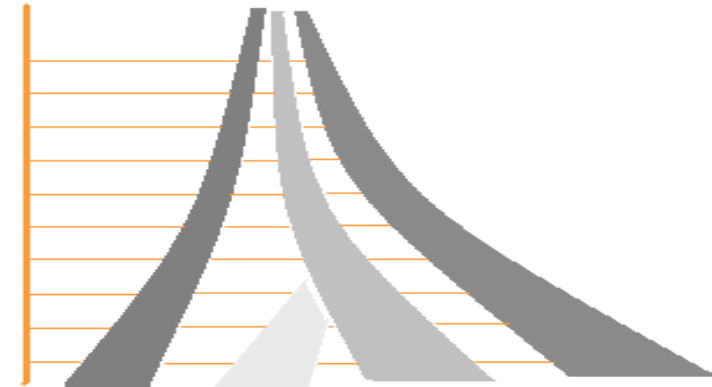


DESIGN WELDING PRODUCTION Overview

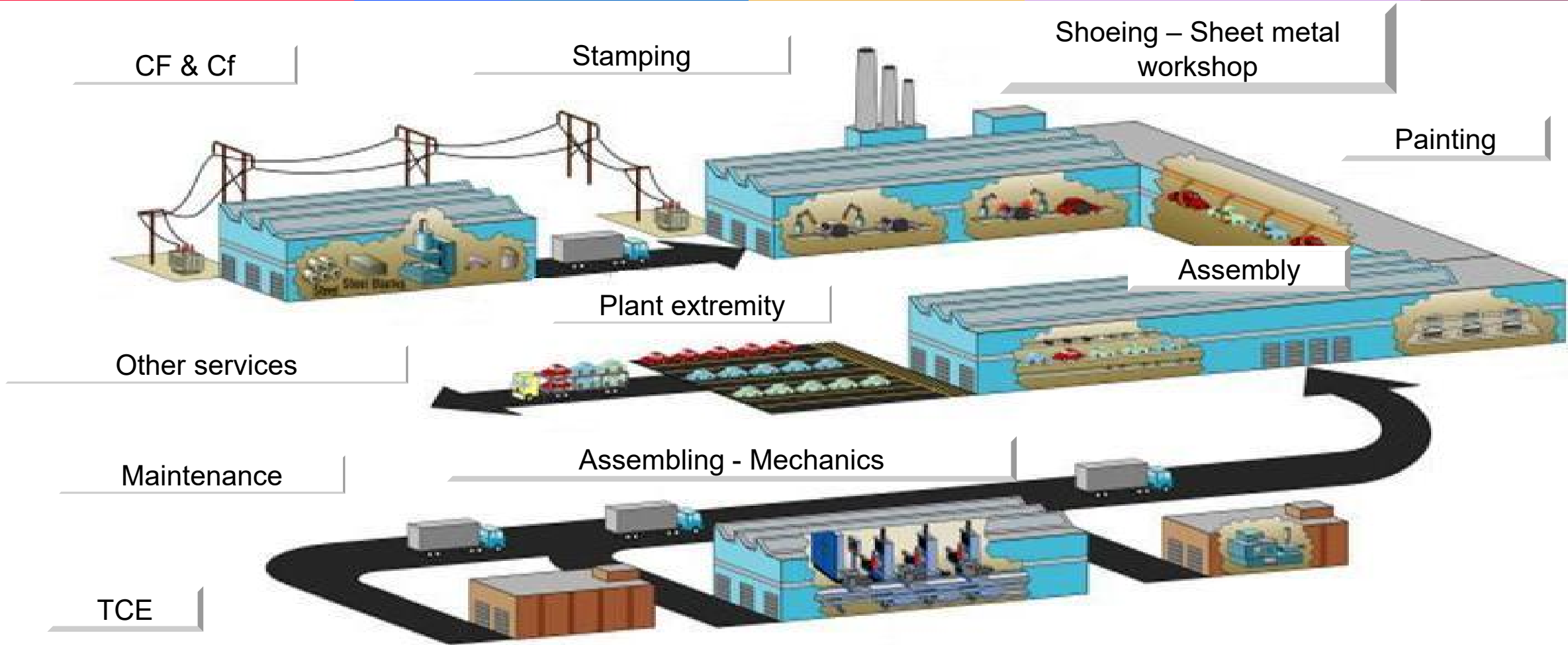
The development of a company from its set up

The company Design Welding Production began its activity in 2014 as an industrial company providing services for Dacia Renault Romania , Ford Craiova Romania and Daimler Stuttgart

Expansion of clients panel Worldwide	2021
Access to European Funds Program POR 2.2	2020
Expansion of clients panel Worldwide (Renault Worldwide)	2019
Expansion of clients panel in GERMANY	2018
Maintenance of ISO 9001 – 2015 quality policy	2017
Entry to Ford Worldwide Suppliers Panel	2016
Diversification of performed services and increase of service quality	2015
Expansion of clients panel	2015
Entry to Dacia Renault Suppliers Panel	2014
Industrial Company creation for Automotive Industry	2014
DESIGN WELDING PRODUCTION set up on April 2014	2014



DESIGN WELDING PRODUCTION Overview



SKILLS DOMAIN

KNOW-HOW :

Stamping

Shoeing

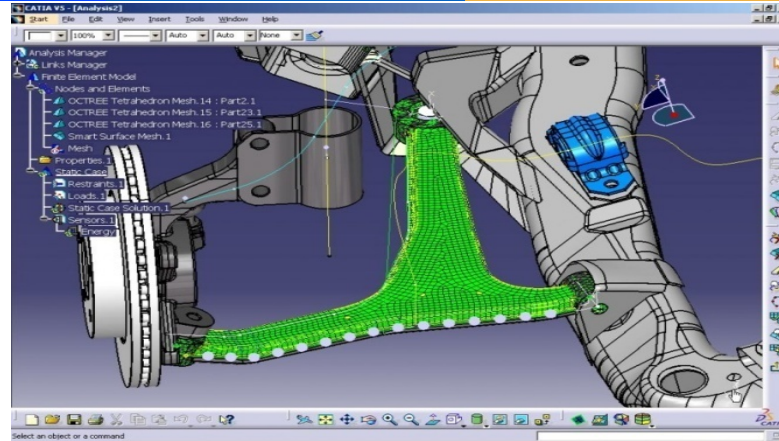
Final Assembly

Automated islands

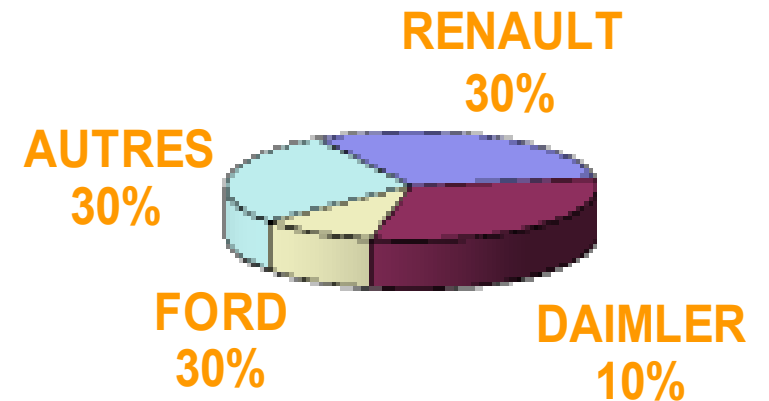
Handling

Dynamic furniture

Maintenance contracts on multi-disciplines sites



Client Turnover



PRINCIPAL CLIENTS :

DACIA RENAULT

FORD

DAIMLER – MERCEDES

TET EQUIPMENT TRADING USA

KH MACHINENBAU GERMANY

NETH GERMANY

EG METALL GERMANY

MONCOBRA SPAIN

Our services

- PROJECT FOLLOW UP

- Design

- STUDIES

- Mechanics

- Electricity

- Automatism

- Robotics

- Locksmithery

- ACCOMPLISHMENTS

- In workshop

- Installation on the site

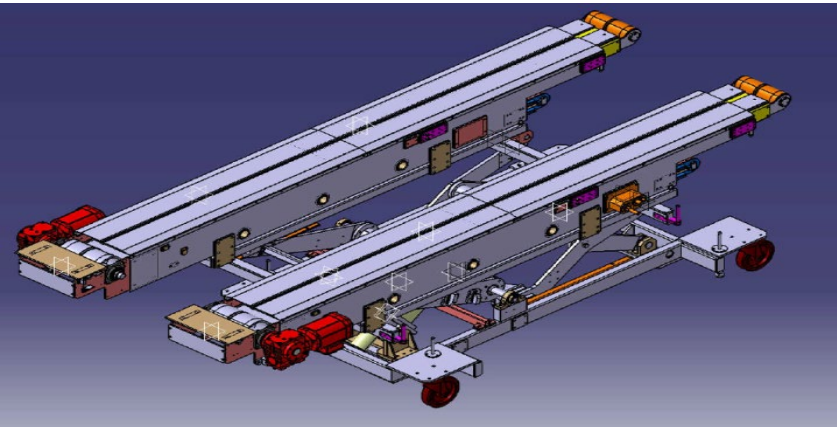
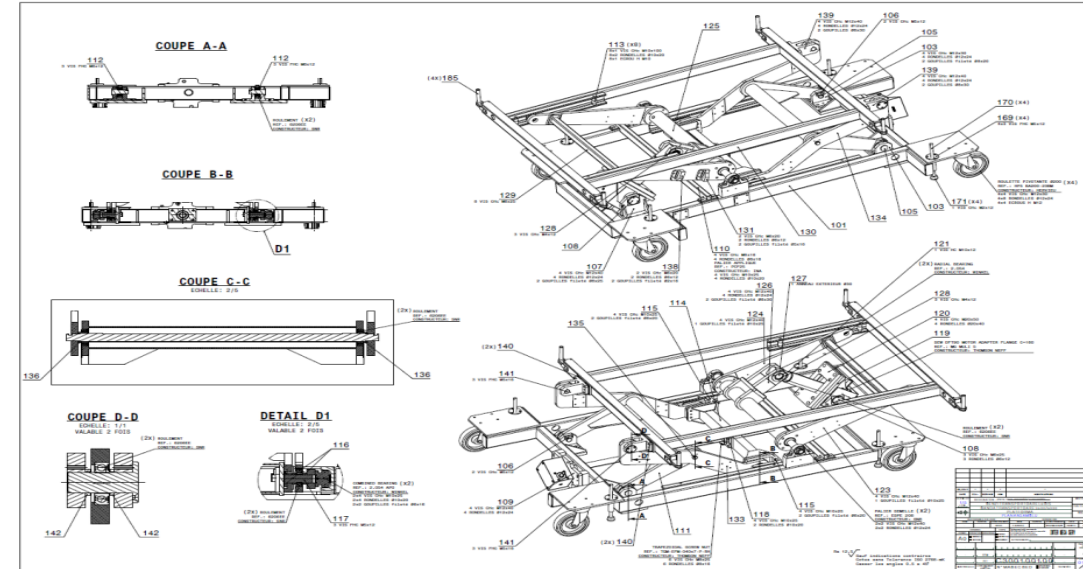
- INTEGRATION

- PUTTING INTO SERVICE

- Putting into service of installations

- Production rise

- MAINTENANCE



TURNOVER EVOLUTION (€) 2018-2020

Total Turnover 2018 – 2020 (ron)

RON	TURNOVER
10 379 857	2018 – 2020
3 268 505	- 2018
3 984 922	- 2019
3 126 430	– 31.10.2020
3 500 000	– predicted 2020

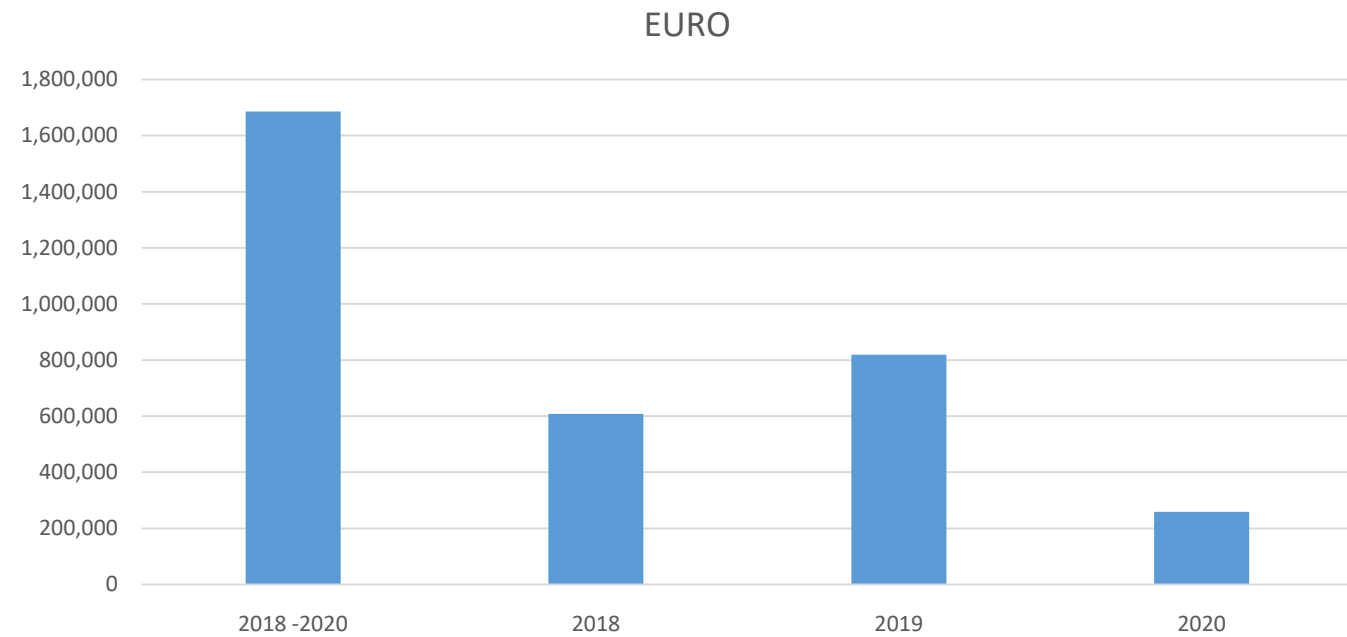
Total Turnover 2018 – 2020 (€)

€	TURNOVER
2 178 787	2018 – 2020
701 396	- 2018
835 413	- 2019
641 978	– 31.10.2020
718 686	– predicted 2020

TURNOVER EVOLUTION (€) 2018-2020

TURNOVER WITH DACIA	EURO
2018 -2020	1,685,630
2018	607,938
2019	819,277
2020	258,414

DEPENDANCY RATE	30%
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SUPPLIER	QUALITY	COST	DESIGN	DELIVERY	MANAGEMENT
	😊	😐	😊	😊	😊
Strengths			Weaknesses		
<ul style="list-style-type: none"> - Project management - High partnership in RFQ phase (Technical and Commercial) 			<ul style="list-style-type: none"> - DWP needs to identify solutions to be more competitive. 		
Opportunities			Threats		
<ul style="list-style-type: none"> - No business with Nissan-Mitsubishi / in Asia 			<p>None.</p>		



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PROJECTS

INTERNATIONAL PROJECTS - DAIMLER



Stamping

Press implantation and displacements

Refurbishment of press installations

Repairs of presses and design of rolling tables

Inter presses device and conveyors

Waste disposal conveyors

Press displacements DAIMLER MERCEDES - BREMEN GERMANY



Press displacements - WESER METALL HANN MUNDEN GERMANY

INTERNATIONAL PROJECTS



Dismantling – 8 MACHINES HOSBERG MACH 500 GERMANY

- *Dismantling – 8 MACHINES HOSBERG MACH 500 GERMANY*

Disassembly and packaging in containers 8 machines and shipping to

DRILL JIG BUSHING CO PVT LTD Chennai INDIA



INTERNATIONAL PROJECTS - DAIMLER



Transfer crank shaft line and cam shaft line from DAIMLER MERCEDES to BAIC YINXIANG GROUP Chongqing China

- **Modification of implant CHINA**

*Transfer crank shaft line from DAIMLER to BAIC YINXIANG GROUP Chongqing China
Transfer cam shaft line from DAIMLER to BAIC YINXIANG GROUP Chongqing China*



INTERNATIONAL PROJECTS



*Transfer crank shaft line and cam shaft line from
DAIMLER MERCEDES to BAIC YINXIANG GROUP
Chongqing China*

- *Modification of implant CHINA*

*Transfer crank shaft line from DAIMLER to
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Transfer cam shaft line from DAIMLER to
BAIC YINXIANG GROUP Chongqing China*



INTERNATIONAL PROJECTS – LTZ GmbH

Dismantling the Solar Panel line 100 MW in FREIBURG GERMANY



Transfer SOLAR PANEL LINE 100 MW to DUBAI



DACIA RENAULT PROJECTS

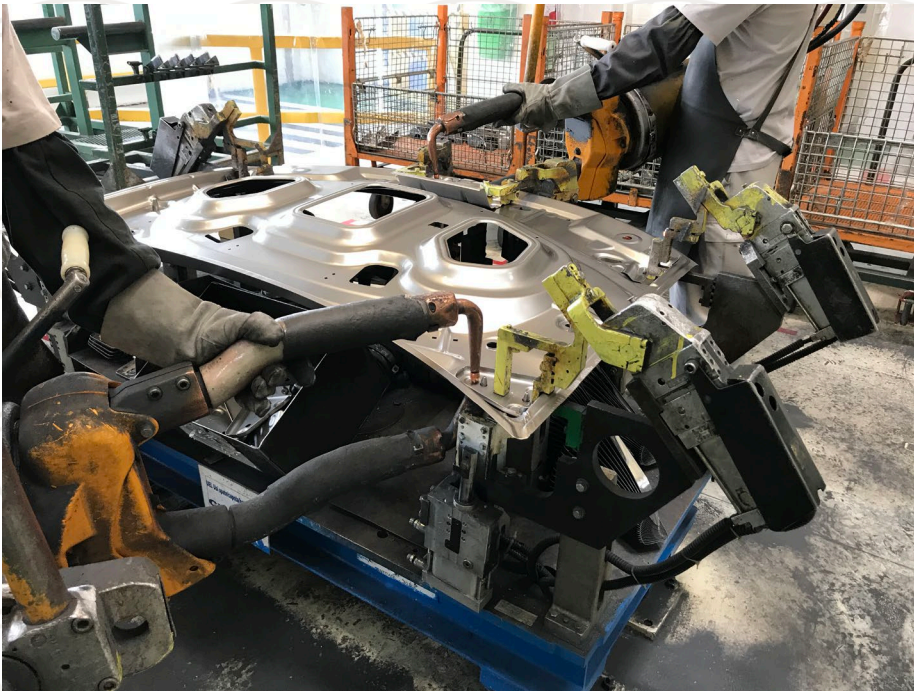
ROBOTIC CELL - in DACIA CAR BODY WORKSHOP



Robotic cell

*We have manufactured two robotic cells composed of two ABB robots that automatically weld the component parts for the X52 model on two welding devices
We made two pneumatic welding device for assembling the pillar of the car body*

DACIA RENAULT PROJECTS



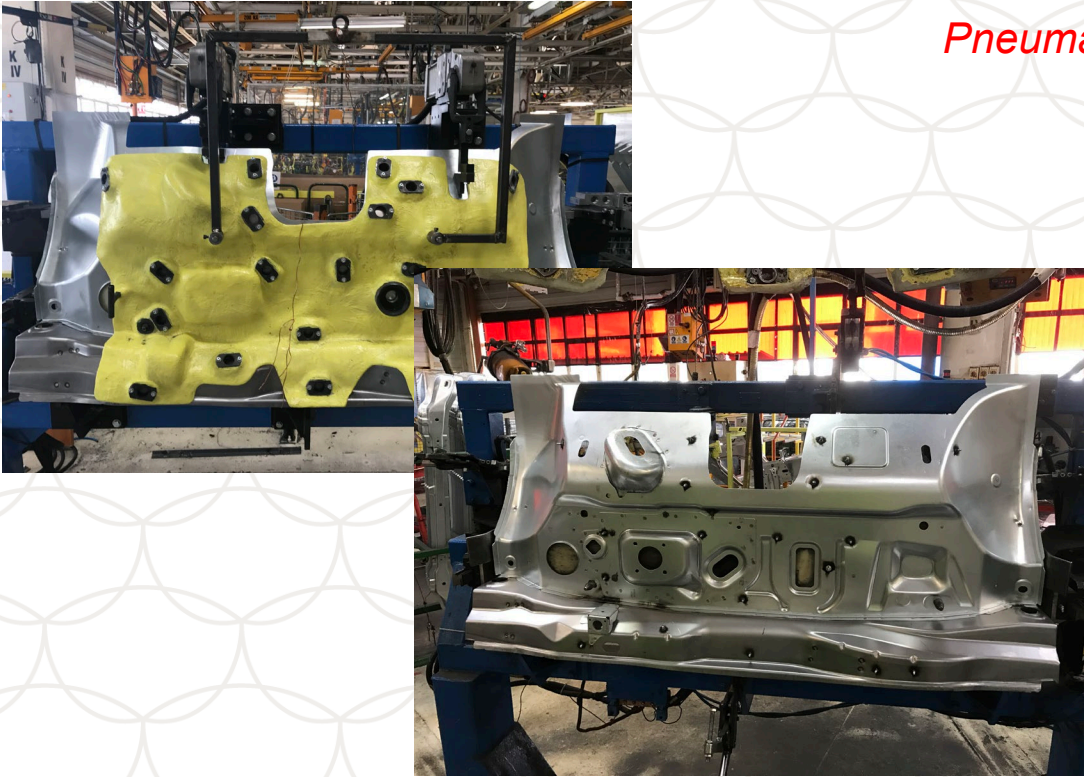
*We made a pneumatic rotary welding device
The DUSTER engine hood is welded to this device
Is a rotary manual welding device that allows the welder to
rotate the device in such a way as to weld the engine hood*

ROTARY WELDING DEVICE - in DACIA CAR BODY WORKSHOP



DACIA RENAULT PROJECTS

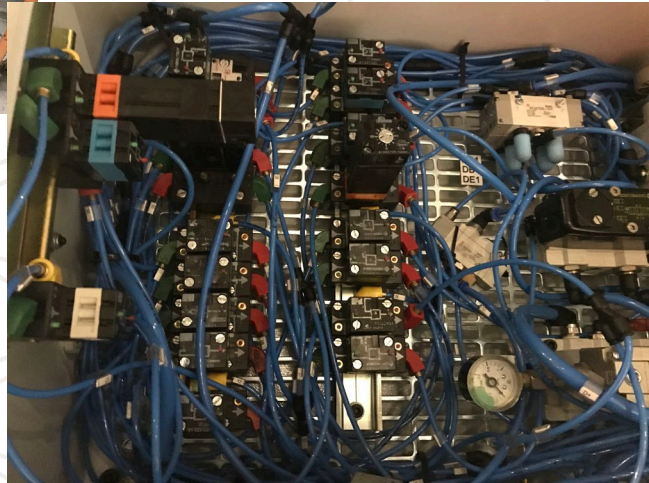
Pneumatic welding device for assembling the panel - in DACIA CAR BODY WORKSHOP



We made a pneumatic welding device for assembling the panel. The positioning of the welded screws on the panel is done by the operator by positioning on the resin model that guides the operator to weld in the same position.

DACIA RENAULT PROJECTS

Pneumatic device reinforce roof car - in DACIA ASSEMBLY SHOP



*We made a pneumatic device for assembling the panel reinforced the roof of car body
The positioning of the panel is done by the operator by positioning the manipulator guides on the pillar of car body
After this the operator push the start button and the panel is put in the same position for model H79 and SQ52*

DACIA RENAULT PROJECTS

CONVEYOR BELT CHAIN REPLACEMENT - in DACIA ASSEMBLY SHOP

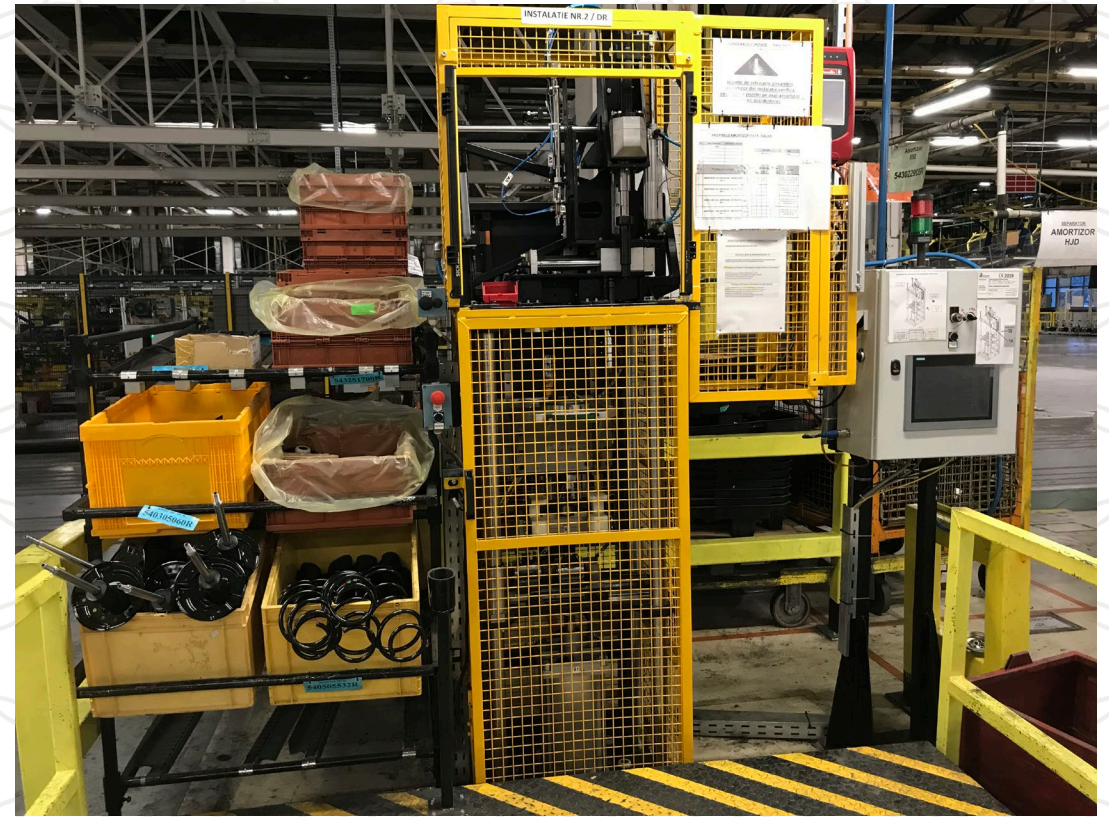
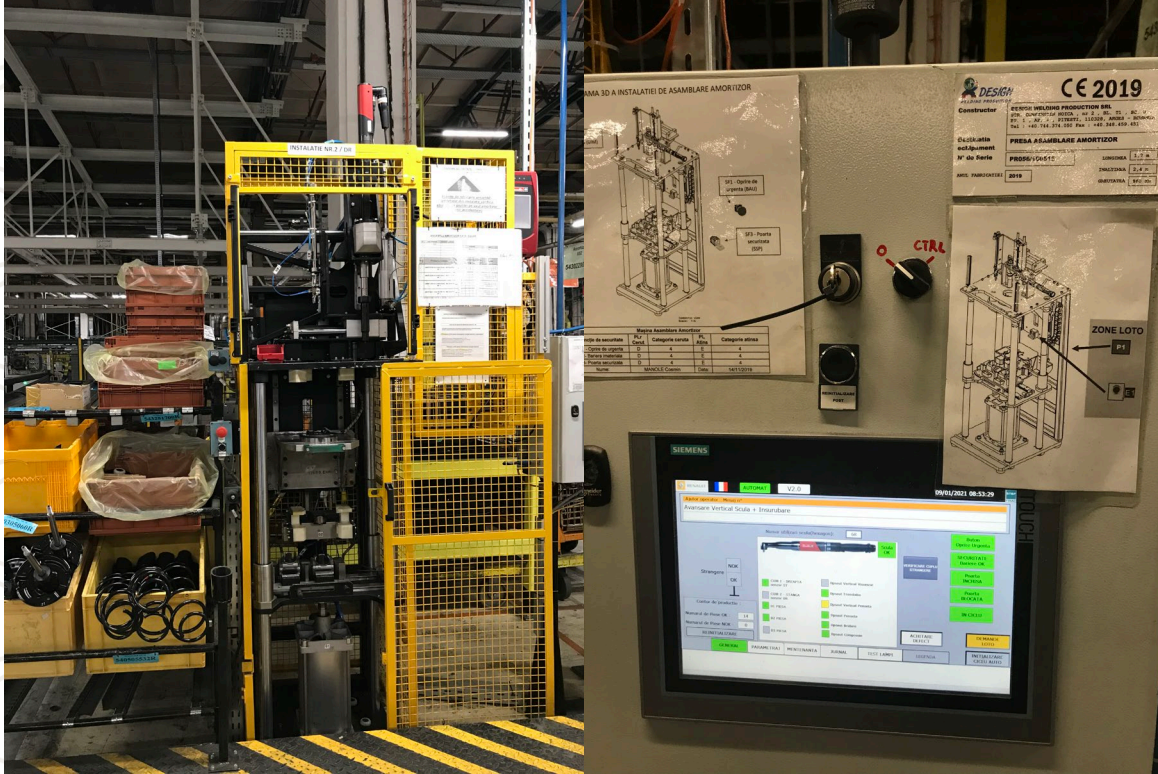


*We manufactured 380 linear meters of belt drive chain
I dismantled the old chain and reconditioned the drive
station and the chain tensioning station as well as the
guide rail and the structure of the conveyor.
I replaced the springs on the tensioning station and the
drive gear motor*



DACIA RENAULT PROJECTS

SHOCK ABSORBER ASSEMBLY PRESS - in DACIA CAR BODY WORKSHOP



We made a pneumatic damper assembly press for model SQ52. The operator places the components in the press on the device and then closes the press door and presses the start button. The shock absorber is compressed and automatically screwed on with a pneumatic screwdriver tightening the shock absorber. The press corresponds to the protection class 4 security standard.

FORD COMPANY PROJECTS

STORAGE CONVEYOR - in FORD CRAIOVA ASSEMBLY SHOP



We manufactured two storage conveyors that were placed on the assembly line to transport the parts to the assembly station.

The conveyors work automatically the operator loads the part in the transport trolley and it arrives at the assembly station where it waits to be taken by the operator from the assembly station, after that it takes the part the trolley is released automatically and returns to the loading station.

FORD COMPANY PROJECTS

SCRAP CONVEYOR LINE H10 - in FORD CRAIOVA PRESS SHOP



The H10 line consists of 3 conveyors totaling 140 linear meters. Conveyor 1 has a length of 45 linear meters and collects the waste from the presses which it transports on the 2nd conveyor which has 12 linear meters and which throws the waste on the 3rd conveyor which has a length of 83 meters linear. Conveyors work together or can work independently, they communicate with the presses and stop or start automatically when they receive the order from the press line.




Commitment letter of the management

I commit myself to operate a Quality/Prevention Management System, to survey the permanent adaptation to this policy and the constant improvement of its efficiency. This system should allow to Design Welding Production to continually improve **the needs satisfaction of its clients**, with a continuous desire to respect the legal and regular provisions and a good economic profitability.

This Quality/Prevention policy falls into 5 chapters:

- 1 - Prevention - Security
- 2 - Project Management – Procedures application
- 3 – Risks control - Checking - Measures - Improvement
- 4 - Strategy - Organization
- 5 – Human Ressources



CERTIFICAT Nr. 35045/17/R
CERTIFICATE No.

Se certifica Sistemul de Management al Calitatii al / It is hereby certified that the Quality Management System of

DESIGN WELDING PRODUCTION S.R.L.

STR. CONSTANTIN NOICA NR. 2, BL. T1, SC. B, AP. 4, BIROUL NR. 2, PITESTI, JUD. ARGES, ROMANIA.

In următoarele unități operaționale / In the following operational units

STR. CONSTANTIN NOICA NR. 2, BL. T1, SC. B, AP. 4, BIROUL NR. 2, PITESTI, JUD. ARGES, ROMANIA.

Care este conform cu standardul / Is in compliance with the standard

ISO 9001:2008 (SR EN ISO 9001:2008)

Pentru următoarele domenii de activitate / For the following field(s) of activities





Activități desfășurate în afara sediului social și a sediilor secundare:
 OPERAȚII DE MECANICĂ GENERALĂ, INSTALAREA MASINILOR ȘI ECHIPAMENTELOR INDUSTRIALE, REPARAREA ECHIPAMENTELOR ELECTRICE, REPARAREA ȘI ÎNTRȚINEREA ECHIPAMENTELOR ȘI UTILAJELOR INDUSTRIALE, ACTIVITĂȚI DE INGINERIE ȘI CONSULTANȚĂ TEHNICĂ LEGATĂ DE ACESTEA, FABRICAREA DE CONSTRUCTII METALICE ȘI PARTI COMPONENTE ALE STRUCTURILOR METALICE, FABRICAREA ALTORELOR ECHIPAMENTE ELECTRICE, LUCRARI DE INSTALATII ELECTRICE.

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Valabilitatea prezentei declarații este deplină și este în conformanță cu cerințele sistemului de management în vigoare.
 The validity of this certificate is dependent on an annual on-site audit and on a complete review every three years of the management system.
 Valabilitatea și validitatea prezentei declarații sunt supuse respectivelor documente RINA, Reglementări privind Certificarea Sistemelor de Management al Calitatii.
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Prima Emitere / First Issue	19.04.2017	Alexandru Romel
Data actualizării / Revision date	19.04.2017	RINA SIMTEX-O.C. S.R.L. - Administrator
Data scadenței / Expiry Date	15.09.2018	

RINA SIMTEX-O.C. S.R.L.
 Str. Dr. Leonie Anastasovici, nr. 40,
 corpul A sector 5, București, România


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Prima Emitere / First Issue	15.04.2017	Alexandru Romel
Data actualizării / Revision date	16.04.2018	Federazione RINA Region - General Director
Data scadenței / Expiry Date	15.04.2023	RINA SIMTEX-O.C. S.R.L. - Administrator

RINA SIMTEX-O.C. S.R.L.
 Str. Dr. Leonie Anastasovici, nr. 40,
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Accreditations and authorizations

IAF **RINA SIMTEX**
ORGANISMUL DE CERTIFICARE

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IAF
CISQ
IONet

R-01-030/01/2018

RINA SIMTEX **IAF**

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Data actualizării / Revision date	16.04.2020	Certificator RINA Region RINA SIMTEX-O.C. S.R.L. - Administrator
Data scadenței / Expiry Date	13.04.2023	

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IAF
CISQ
IONet

R-01-030/01/2018

Skills pole

Why skills pole ?

- To bring our agency to the required quality level
- To develop our abilities in the projects management of our business
- To homogenize our actions
- To attain your development objectives

How ?

- Capitalizing our experience

Purchase Functions

Design Welding Production Policy

- Management and control of Design Welding Production suppliers panel
- Continuous evaluation of our suppliers

Actions

Catalogue product purchase segment

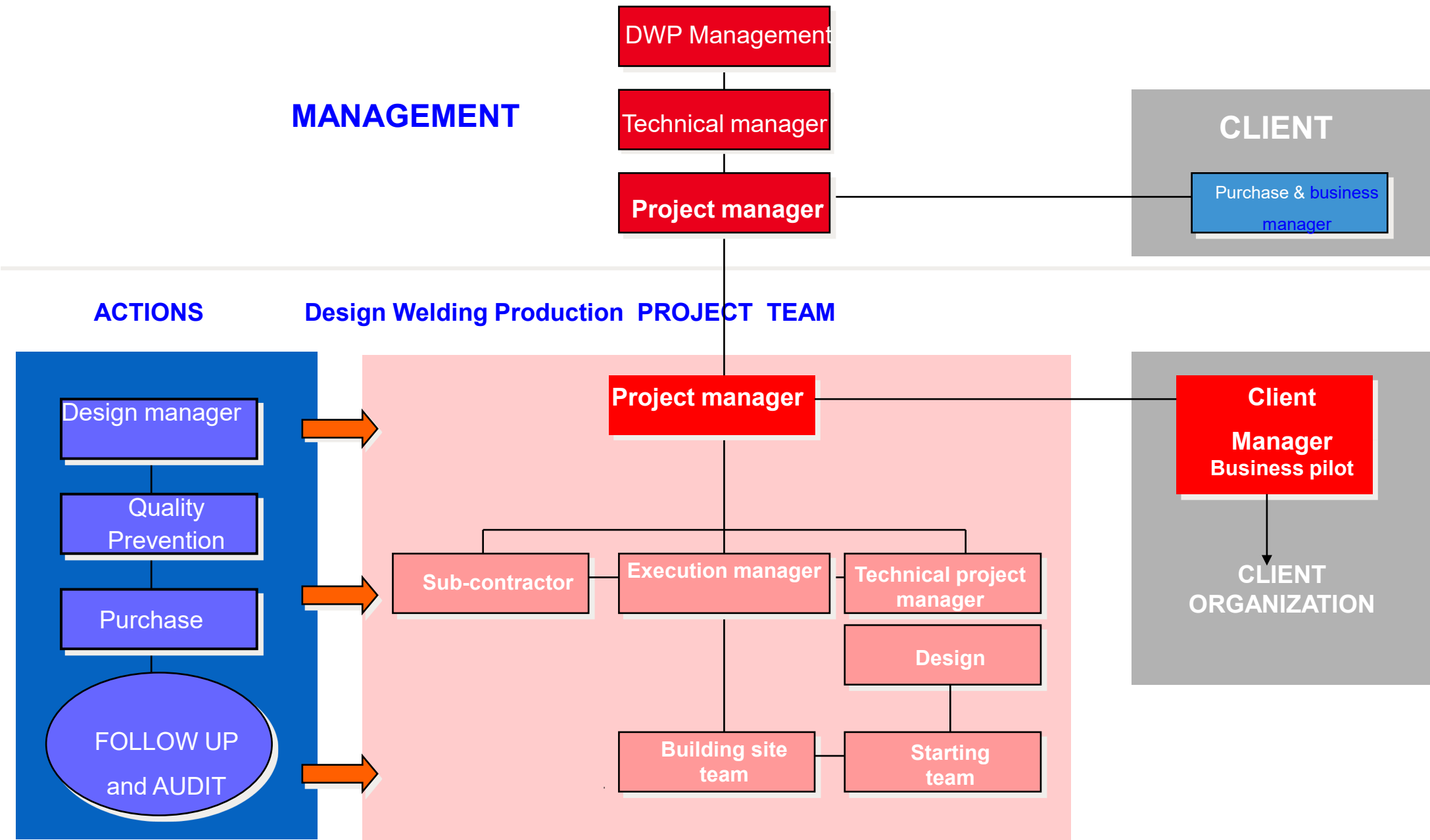
- Contracts conformity

Specific products segment

- Supplier's consent according to the project specificity

Subcontracting segment

- Sub-contractors' consent



DESIGN WELDING PRODUCTION Contact

HEADQUARTERS

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Pitesti , Arges district, Romania

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