



**TBM**

**Presentation**



**TBM Company**

# TBM Company

the **largest supplier** of high-quality **components** and **accessories** for the production of windows, doors, multiple-glazed units, furniture and facade aluminum structures for wholesale and retail customers.



**30,000 + SKUs in stock and to be made to order**



**well-functioning e-commerce system**



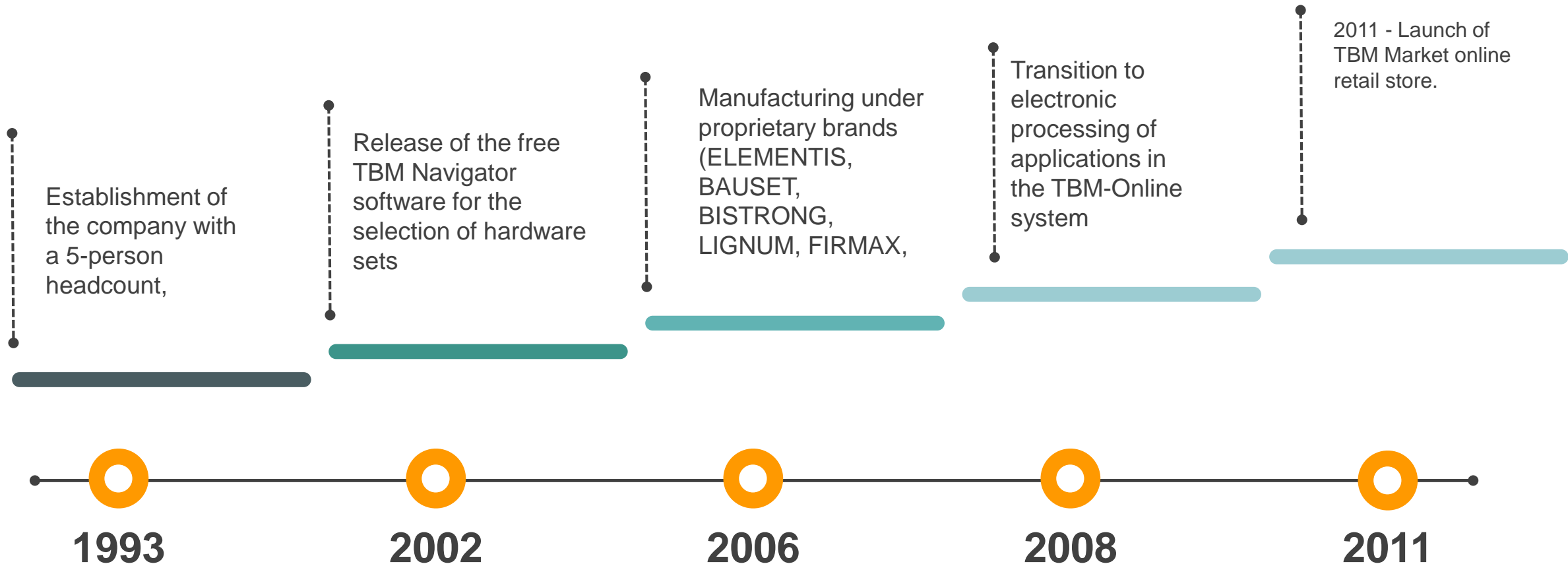
**Quality assurance**



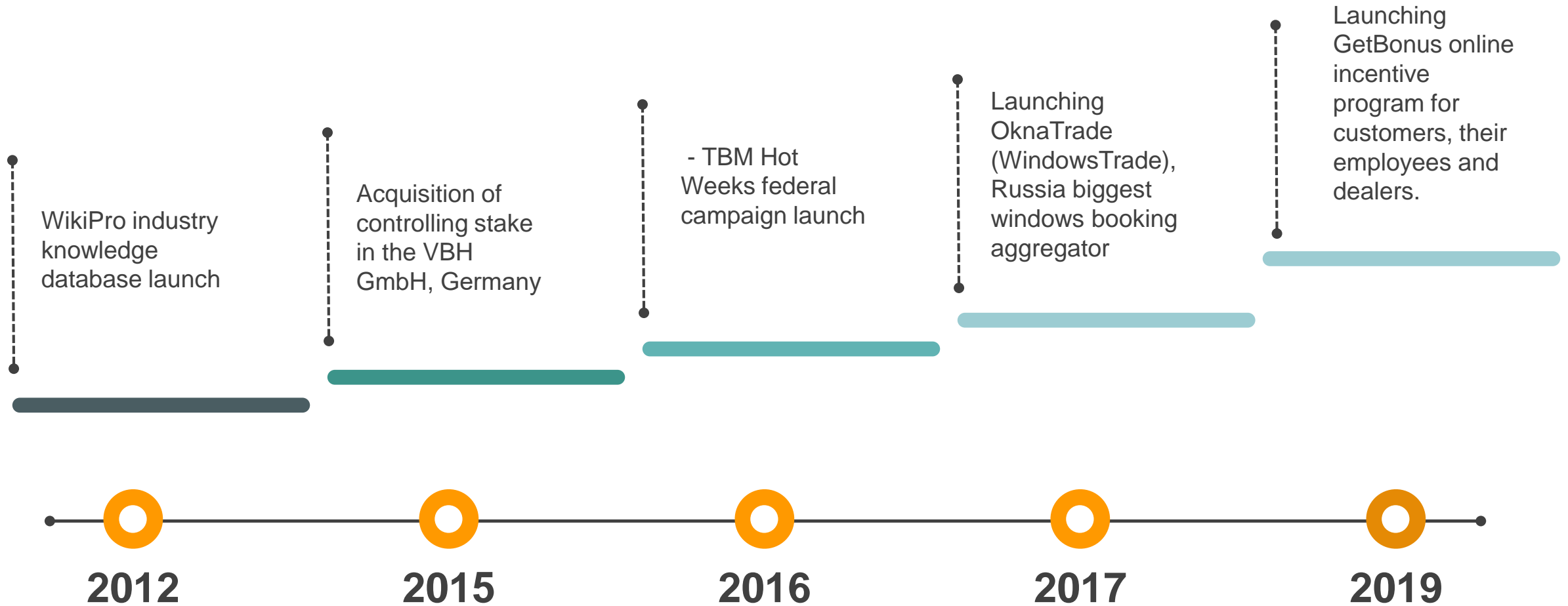
**Just-in-Time delivery system.**



# History of TBM Company



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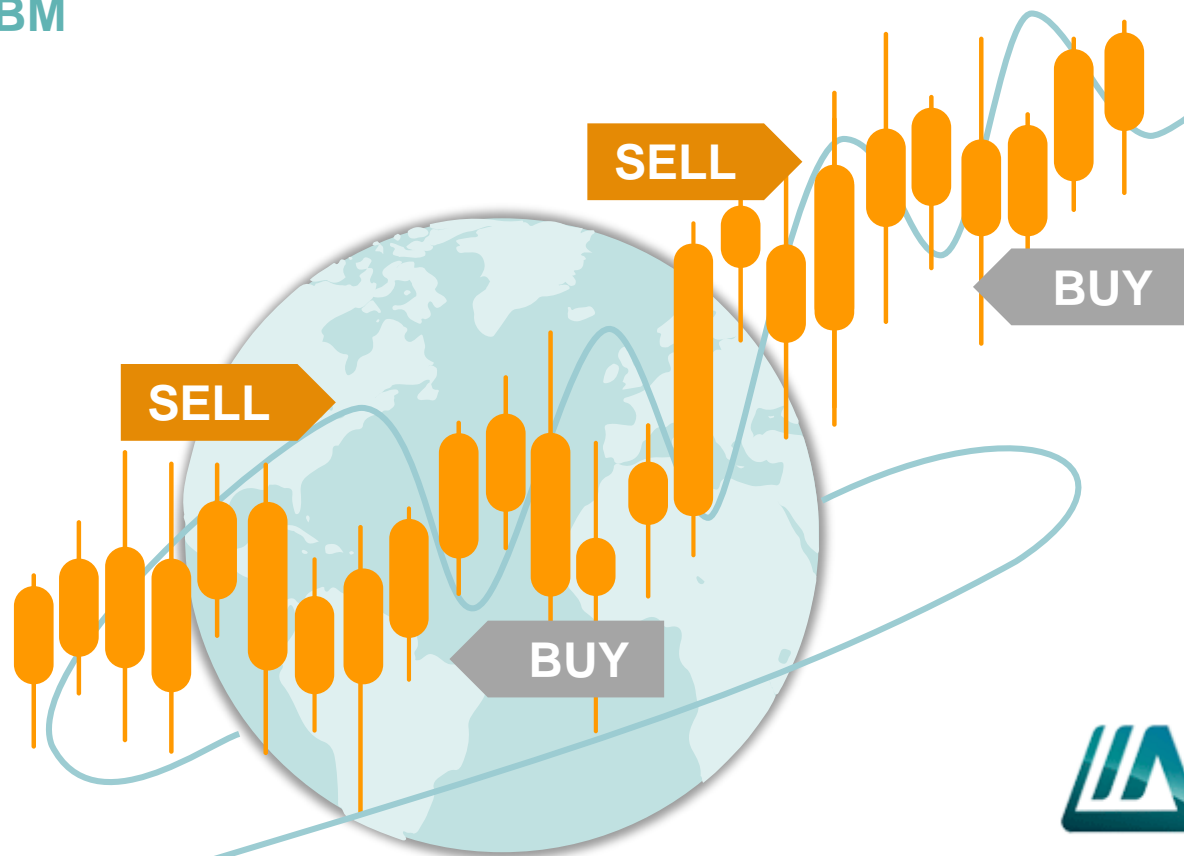


# TBM Company Geography



TBM

TBM Business Establishment



## TBM Company



9 Divisions



121 Trade Units



12 Logistic Centers in  
Several Countries



**TBM**

Комплектующие  
вашего успеха

# Strategic Suppliers for TBM Company have the following criteria



Delivering priority items

Limiting the number of traders



Have the ability to provide a significant share of the target market

Do not ship the goods to our clients directly without any agreement with us



Provide a complete or partial exclusive rights and any price protection

Provide the quality of the delivered goods more than 4.5 Sigma



Delivering goods according with Just-in-Time conception

Continuously developing their products and business processes





# TBM requirements to Suppliers

**01**

**Service level not less than 95%;  
High quality goods;**

**02**

**Competitiveness and stability of purchasing prices;  
Goods and materials are produced on the basis of lean  
production;**

**03**

**Delivery terms:  
Russian suppliers - 5 working days  
foreign suppliers - 5-10 working days**

**04**

**Payment of penalty in case of untimely  
delivery**

# TBM requirements to Suppliers

01

On-line data exchange (applications, confirmations, invoices);

02

Delivery of goods to TBM storehouse (for Russian suppliers);

03

Joint production scheduling;  
Direct deliveries to TBM divisions;

04

Partial refund of illiquid remains cost when update the trade program.



# Benefits for TBM Company's suppliers:

Impeccable payment discipline of TBM;



Suppliers protection against risk in Clients  
lending;



Increase of market share and trademarks  
recognition;



Informative and logistics integration;



Joint improvement of product quality;



# Logistic Integration

TBM Company presents TBM LOGICON, information and logistic integration system for the electronic exchange of applications, invoices, and confirmations between the supplier and TBM.

A horizontal banner for TBM LOGICON. The left side has a dark blue background with a globe and keyboard keys. The right side is orange with two vertical sections. The first orange section contains a white key icon and the word "ВОЙТИ". The second orange section contains a white icon of stacked boxes and the words "НАШИ ПОСТАВЩИКИ".

**ТБМ LOGICON**

ИНФОРМАЦИОННО-ЛОГИСТИЧЕСКАЯ  
ИНТЕГРАЦИЯ С ПРОИЗВОДИТЕЛЕМ

Благодаря системе ТБМ-LOGICON  
Компания ТБМ совершенствует  
взаимодействие с Производителем  
для организации бережливого  
обеспечения Клиентов Компании.

ВОЙТИ

НАШИ  
ПОСТАВЩИКИ

# All for the Windows

Window fittings automation,  
Installation materials  
Sills mosquito screens

- ✓ Fittings,
- ✓ Handles, child locks,
- ✓ Window automation
- ✓ Ventilation systems,
- ✓ Accessories for the window installation,
- ✓ Accessories for multiple-glazed units
- ✓ locks for aluminum doors,
- ✓ Window sills,
- ✓ Sealants,
- ✓ Decorative bindings,
- ✓ Seals,
- ✓ Mosquito screens.

## Suppliers:


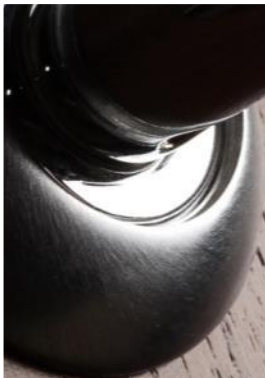


Roto, Maco, Helima Lingemann  
Moeller, Werzalit Siegenia Gruppe, Vorne, Winkhaus,  
Gesse, Deventer, Kadmar



# All for the Doors



Door fittings  
Installation materials  
Sealant      locks

- 
- 
- 
- 
- ✓ Fittings,
  - ✓ Door Assist,
  - ✓ Push fittings for interior doors,
  - ✓ Magnetic and mechanical locks for interior doors,
  - ✓ Hinges for interior doors,
  - ✓ Fire resistant contour door seals.

## Suppliers

OTLAV, HOPPE, DEVENTER, FUHR

# Paint and Lacquer Materials, and Glues

## Paints Lacquers Patina Seals

- ✓ Paintwork materials and oils for interior decoration,
- ✓ Paints and varnishes for wooden windows,
- ✓ Interior paints,
- ✓ Between-joisting and woodblock sealants,
- ✓ Wood glue

## Suppliers:

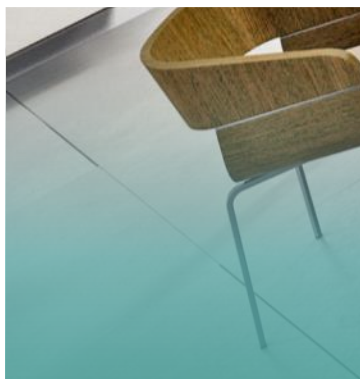
Zobel Chemie GmbH, Hesse GmbH & Co.,  
Rhenocoll, Kleiberit



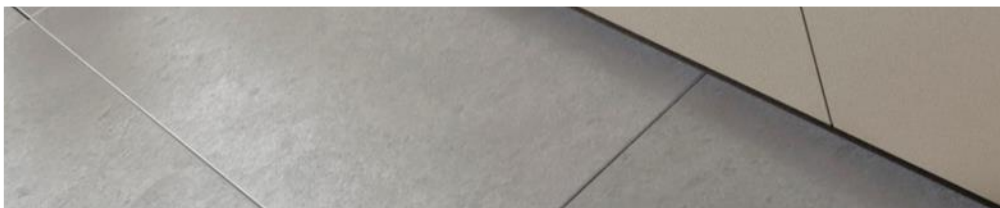
# All for the Furniture



## Fittings for furniture Drawer runners Glue materials



- ✓ Fittings for kitchen and cabinet furniture,
- ✓ Plate materials for furniture facades,
- ✓ Tabletops,
- ✓ Banding,
- ✓ Furniture handles,
- ✓ Furniture drawer runners,
- ✓ Kitchens and closet accessories,
- ✓ Adhesive materials for lamination,
- ✓ membrane pressing, edge banding



## Suppliers:

ALVIC, AGT, VIBO, Firmax, Rehau, TAIMING, ALPHALUX .

# All for the Façade Architecture



## Alumark Aluminum Construction System

- ✓ ALUMARK, a proprietary building aluminum system for façades,
- ✓ PROVIDAL, an aluminum system for balcony glazing,
- ✓ Fittings for aluminum windows and doors,
- ✓ Automation for windows,
- ✓ Automatic systems for doors, including smart markers,
- ✓ Smoke exhaust systems.

## Suppliers

ALUMARK, Geisse, dormakaba,  
GUTMANN



# TBM Company Customers



Manufacturers of  
windows, doors,  
façades, multiple-glazed  
windows and furniture

Specialists in the  
installation, repair and  
painting of windows,  
doors, facades and  
furniture

Local sellers of  
components and  
materials

# Out sites:

TBM Company product range is presented at two sites: [www.tbm.ru](http://www.tbm.ru) and [www.tbmmarket.ru](http://www.tbmmarket.ru)



[www.tbm.ru](http://www.tbm.ru) – is the site for wholesale buyers



[www.tbmmarket.ru](http://www.tbmmarket.ru) - is for retail customers





# TBM Company in Social Networks

If you want to be the first to know about new products and just be closer, subscribe to our channels:



[subscribe to our channel](#)



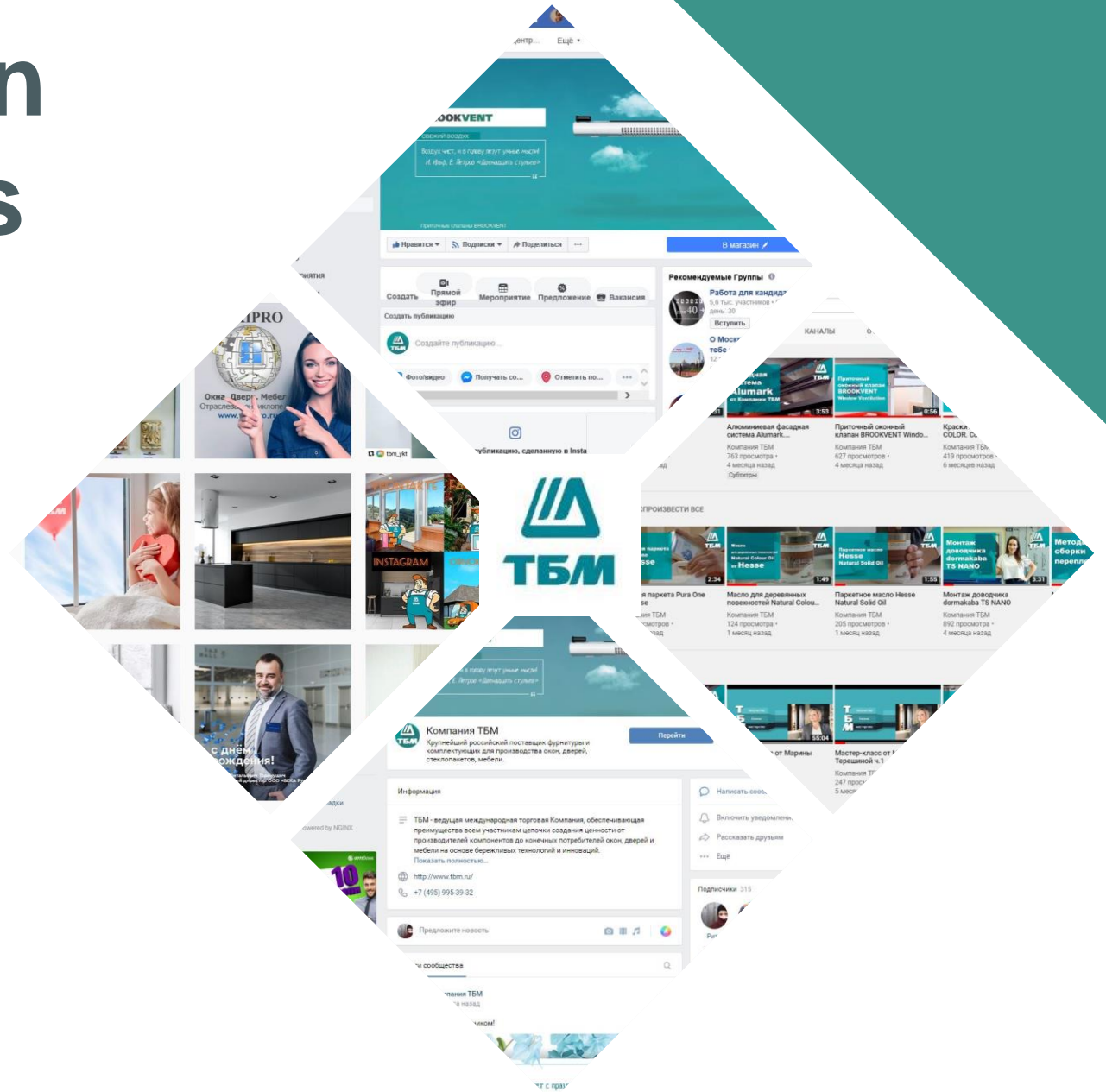
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[visit us at our Facebook page](#)



[come closer](#)

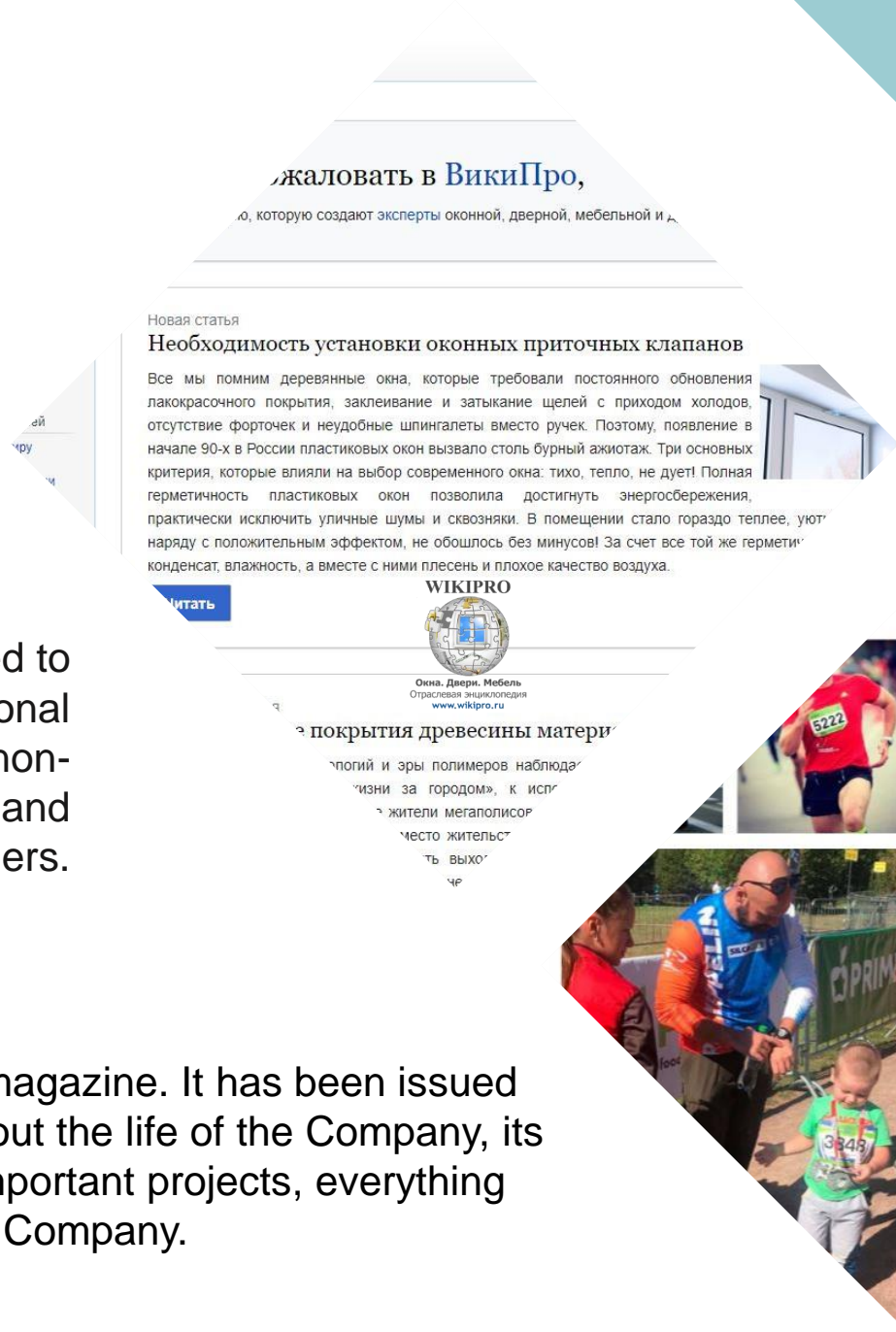




# Our information projects:

The [WikiPro Industry Encyclopedia](#) is dedicated to the window, door, furniture, and other professional industries and markets, created by TBM for non-commercial purposes and supported by TBM and its partners.

[TBM Planet](#) corporate magazine. It has been issued since 2003 and tells about the life of the Company, its employees, partners, important projects, everything that makes up the TBM Company.



В дальнейшем я принимал участие в забегах, проводимых в области, держа в голове идею, буду пробовать полный марафон. Несколько лет я окончательно принял решение участвовать в марафоне, зарегистрировался на забег в Казани и начал подготовку. Готовился около года и в мае 2018 г. пробовал его.

В этом году, буквально через несколько недель, впервые буду участвовать в зарубежном марафоне, в Кельне. До этого участвовал в основном в забегах, проводимых в России, и был опыт участия в полумарафонах в Барселоне и Минске.

#### Расскажите подробнее о марафоне в Кельне?

**Виталий:** Кельнский марафон, RheinEnergie Marathon Köln — ежегодный забег на марафонскую и полумарафонскую дистанции в Кельне, в котором принимают участие порядка 22 000 атлетов. Это будет мой первый опыт участия в такого рода мероприятии за рубежом. Именно по причине подготовки к этому марафону, я не стал участвовать в Абсолют Московском марафоне. Промежуток, между ними маленький, и я бы просто не восстановился к новому соревнованию.

Заведенной мечтой для каждого бегуна является самая известная и престижная серия беговых любительских стартов в мире — World Marathon Majors, большие известные как серии «Большой шестерки». Ежегодно марафоны, проводимые в Бостоне, Лондоне, Берлине, Чикаго, Нью-Йорке и Токио, бегут более 200 тысяч человек, а количество зрителей исчисляется миллионами. Но стать участником этого забега не так-то просто.

Для участия в забегах «Большой шестерки» каждому участнику необходимо подтвердить свою квалификацию. Для этого необходимо преодолеть один из марафонских забегов с сертифицированным маршрутом. Кстати, Абсолют Московский марафон относится к их числу. Но дистанцию нужно не просто преодолеть, а получить результат, который попадет под лимиты, определенный для его группы на каждом из марафонов «Большой шестерки», а в этом случае возможность зарегистрироваться на соревнованиях. Альтернативой здесь является

Я ТРЕНИР  
В НЕГ  
БЕГ



# Business Social Responsibility

“

At the end of 2012, TBM Company organized the Kind Window charity event which brought together window manufacturers, component suppliers and installation companies for glazing orphanages throughout Russia.

“

To date, the glazing area has amounted to more than 2100 m2 of translucent structures.



More than 100 child care facilities are equipped with window handles with key and child safety locks.





# Business Social Responsibility



TBM is also the founder and permanent sponsor of the «Defend Baikal Together» Association. The purpose of the association is to preserve the unique nature of Lake Baikal. Every year, the partnership organizes actions to improve the coast of Lake Baikal and conducts a wide environmental and educational work. Partnership activities are carried out through annual membership fees and donations.



- > 100 environmental actions
- > 1000 m3 of garbage collected from the shores of lake Baikal
- > 40 natural monuments inventoried
- > 30,000 tree seedlings planted
- > 70 environmental and educational publications issued
- > 4000 project participants



# TBM Company



To be the best supplier for our customers and the best employer for our employees.