



A LINCOLN ELECTRIC COMPANY

# OEM Business Review



Account Name \_\_\_\_\_  
Location \_\_\_\_\_

## Account Sales

Payment Information  
Payment Terms \_\_\_\_\_  
Current DSO \_\_\_\_\_

## Matrix

### Matrix Opportunities:

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# OEM

## Business Review



### PROVIDE INTRODUCTIONS TO:

Department	Name	When
Purchasing		
Operations		
Engineering		
Quality		
Braze Trainer		
EHS / Maintenance		

### PURCHASING

Role	Name	Email	Phone #
Transactional Buyer			
Local Commodity Manager			

Corporate Contact for Product Category

### OPERATIONS

Role	Name	Email	Phone #
Plant Manager			
Manufacturing Manager			
Brazing Supervisors			

Corporate Structure

Value to Present: DCR, Equipment, Perfect Flame, Training, Safety Audit

### ENGINEERING

Role	Name	Email	Phone #
Engineering Manager			
Design Engineering			
Process Engineering			
R&D Engineers			

Corporate Structure

Value to Present: DCR, Equipment, Perfect Flame, Training, Safety Audit, Filler Metal Selection, Transition to Aluminum



# OEM Business Review



## QUALITY

Role	Name	Email	Phone #
Quality Manager			
Quality Tech			

### Corporate Structure

Value to Present: DCR, Equipment, Perfect Flame, Training, Filler Metal Selection, Transition to Aluminum, Test Parts, Internal Qualifications, Nitrogen Purging, Gas Block

## BRAZE TRAINER

Role	Name	Email	Phone #
Braze Trainer			

### Corporate Structure

Value to Present: Training, Internal Qualifications, Equipment, Perfect Flame, Transition to Aluminum

## EHS MANAGER

Role	Name	Email	Phone #
EHS Manager			

### Corporate Structure

Value to Present: EcoSmart Flux, Pistol Grip, Safety Adit, Gas Block (without pilot light)

## MAINTENANCE TBD:

Gas Panel, Perfect Flame, Gas Flux Maintenance, regulators when piping building