



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