

Ivo Konstantinov

From: Beth Provins <Beth.Provins@kennametal.com>
Sent: Thursday, October 22, 2015 2:42 PM
To: trade@bulgaria-embassy.org
Subject: Kennametal Opportunity - Attention: Ivo Konstantinov

Hello Ivo

It was very nice meeting you this week.

We have reviewed the product lines which we believe would be a potential for Bulgarian Manufacturing. I included a list of potential opportunities.

Please provide a recommended list of suppliers we should consider. We are interested in a "best in country" list.

I can be reached at 724-472-7115. If you have questions regarding the list, please email me. I would appreciate a response by end of day – Friday – October 23, 2015 so I can share with Kennametal management.

Regards
Beth

Commodity	Descriptions
Drums	Mining and construction equipment drums for earth cutting. Requires heavy steel bending, welding, fabricating, grinding, and machining capabilities.
CLA	Continuous loading arms for mining equipment to extract material from sides of mine walls. Requires capability to bend steel, weld, fabricate, and machine.
Snowplow blades	Heavy steel bar cut to length with machined slot.
Cold Rolled Steel	Primarily 1020. Some 1040-1045 grade steel.
Sand Castings	Range in size from 1/2 lb to 500 lbs. Material is Stainless steel and 4130, 4140, and others.
Investment castings	AKA Lost Wax. Material is 4130, 4140, ASTM A 732, ASTM E446, ASTM E186 and others. Sizes range from 1 oz to 15 lbs.
Cold Formed Forgings	Range in size from 3 oz to 8 lbs. Material is 15B35.
Closed Die Hot Forgings	Range in size from 1/2 lb to 50 lbs. Material is 4140, 8637, 4340, 8740, and others.
Machined components	
multi-axis CNS with grinding	Small and medium size high precision machined parts. Various steel chemistry.
system tooling	Small and medium size high precision machined parts. Various steel chemistry.

Beth Provins, C.P.M.

Global Commodity Manager | Kennametal, Inc. | 1600 Technology Way | Latrobe, PA 15650
W: 724-539-5307 | M: 724-472-7115 | F: 724-539-5368 | beth.provins@kennametal.com