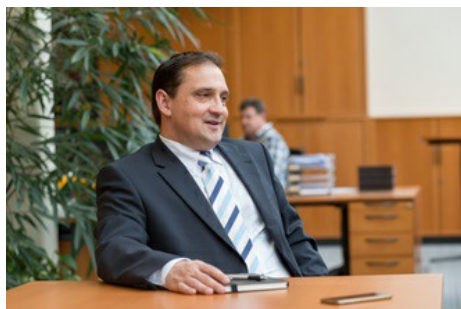
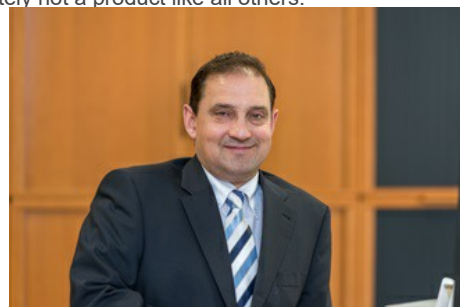


Interview: Armin Pascal

How long have you been working at VEGA?
Since April 2008, so almost 9 years now.

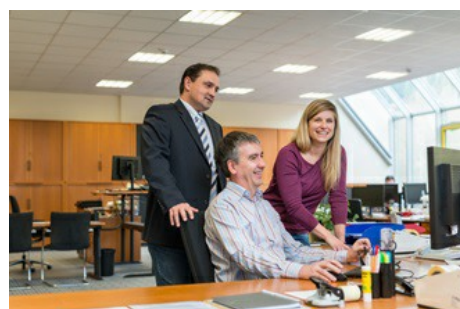
VEGAPULS 64 and 80 GHz radar level sensors are currently playing a very important role for VEGA. Is this extraordinary instrument as big a concern for the purchasing department as well, just or does it not a concern you? Our department is fully integrated into rest of the company, so of course we hear about the campaigns revolving around this new sensor, we know how important this product is. Whether it's going to be extraordinary or just like our other instruments, it is too early to say. We have had to source and procure entirely new components, what we can say is for us VEGAPULS 64 is definitely not a product like all others. Is it harder to get these new components?
No, it's about the same, neither harder or easier, just different in some areas.

What parts are purchased for a VEGAPULS 64 sensor?
When it comes to parts that can be seen from the outside - the housings are specially manufactured for us and, as part of our plics® system, they are shared across the technologies. We produce our electronic circuit boards completely here in our plant. Then, of course, there are the process fittings in stainless steel and many other special materials, these come from external suppliers.



Where do the purchased components come from? Suppliers here in this region?
Yes, exactly. This works very well in the case of stainless steel components, since the supplier is "Grieshaber Präzision", which is a part of the Grieshaber Group. We also source our housings regionally. But for a lot of other components, we generally have to go further afield. We buy from American and Asian suppliers, who dominate the market in some areas.

What is important to VEGA when it comes to suppliers?
We look for the same thing that our sales department looks for: sustainable long-term partnerships with good quality suppliers. When we procure something, we always try to negotiate reasonable packages from which we can all profit from in the long term. So while the price is important, it's not everything at VEGA.



What about environmental aspects?
They are also taken into account. A current hot topic is RoHS2, which specifies a list of substances that are no longer allowed to be used. There are guidelines and legal directives that have to be followed. We consider it extremely important to ensure our suppliers and materials conform.



VEGAPULS 64