

SUPPLIER OF THE YEAR

Krone awards STW

The agriculture machine manufacturer has decorated for the second time Sensortechnik Wiedemann (STW) with the "supplier of the year" award.

After Krone and STW had collaborated for many years, Krone selected STW at the beginning of 2011 as their development partner and series supplier for its control unit platform. The KMC central control units are specific versions of the STW product series ESX-3XL or ESX-3XM. All these products provide CAN interfaces. The Krone applications are also subject to requirements regarding their functional safety. The "KMB motor bridge" J1939 module manufactured by STW according to Krone specifications was also marketed by STW as ESX-MBC. STW meanwhile also supplies the series control units to Krone for various shredder and baling press machinery. The use of these units in other Krone machines is being introduced successively. "In addition to its technical competence, STW particularly convinces us with its consistently high quality and production regulations", said Georg Sasse from Krone.

Approximately 300 core suppliers to Krone were previously analyzed and assessed by the Krone specialists. The criteria for the supplier award were amongst other things reliability and on-time delivery as well as the complaints rate and the price-performance ratio.

Krone Managing Director Dr. Uwe Hansult, and also the laudatory speaker, Bernard Krone, thanked their suppliers and emphasized that a medium-sized manufacturer such as Krone was unconditionally reliant on the specialist competence and the reliability of strong suppliers. "The technology in our machines is becoming increasingly complex, but this is only of marginal interest to the customer, as the customer expects just one thing from us – the best quality. This is the standard we set upon our own developments and of course also on those of our suppliers".

CiA member STW manufactures especially CAN-connectable controllers for outdoor applications. Besides agriculture and construction machine, this includes also service vehicles for airports. This is why the company exhibits on the [Inter Airport Europe 2017](#) tradeshow. Other CiA members such as IFM electronics and SEW Eurodrives are present at this fair, as well.



From right to left: Wolfgang Bellon (Krone), Dietmar Caspers (STW), and Georg Sasse (Krone) (Photo: STW)

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