



Co-founder and managing partner
Dr. Pawel Golak



Co-founder and managing partner
Tim Geldmacher



Co-founder and managing partner
Ralf Ossen



Co-founder and managing partner
Bernhard Krüger



Cofermin Rohstoffe GmbH – experts in raw materials

In the last few years, raw material availability has become an issue of increasing importance to many producing industries worldwide. The continuing strong growth of the world economy and in particular the hunger of the Chinese and Indian markets for various raw materials, have been and continue to be the reason for very high prices and limited availability. The above applies for commodity materials such as coke, iron ores and metals but also for other, less known but equally important raw materials such as ores and minerals.

COFERMIN ROHSTOFFE GMBH is an industrial raw materials company with headquarters in Essen, Germany and offices in Katowice, Moscow, Tianjin and Tokyo. As one of the leading European suppliers of speciality raw materials, the company offers a broad variety of

different products to the industries served. Apart from the classic raw material distribution, Cofermin are representing a large number of international raw material producers, acting as their extended arm in supplying their products to the end consumer.



Cofermin's headquarters is located in Essen

Cofermin started its operation on 1 September, 2000. The activities centre around the marketing

distribution, processing and trading of ores and minerals. The company has seen tremendous growth in all



Cofermin is an expert in the trade and logistics of ores and minerals – worldwide

business areas over the last few years and meanwhile employs more than 30 people; all of them have an extensive background in this field.

On a worldwide basis, Cofermin Rohstoffe serves the following industries with over 100 different products, ranging from Alumina to Zircon:

- Foundry industry
- Steel and steel supply industry
- Refractory industry
- Building material industry
- Metal scrap and coal processing
- Ceramic and glass industry
- Feedstuff and fertilizer industry
- Welding industry

Cofermin considers itself a service company rather than a trader. A very important part of the activities is the development of new resources. The company is also acting as consultants with the main task of introducing new products into specific markets and industries.

In addition to the continental European markets, the company focuses on the growing economies of Eastern Europe and Asia, a fact that is underlined by Cofermin's presence in the CIS as well as in Poland, China and Japan.

"Globalisation is not a treat for us," explains Managing Partner Ralf

Ossen. "It opens enormous opportunities for a medium-sized international company like ours."

Close to 60% of Cofermin's business is generated outside of Germany. As the market leader for specialty raw materials for the Russian refractory industry, the company supplies products from ten different countries to this big market. Few of those products touch German soil before they are supplied to the client either by rail, ship or truck.

Before starting Cofermin Rohstoffe GmbH, all four managing partners: Ralf Ossen, Bernhard Krüger, Dr. Pawel Golak and Tim Geldmacher formed part of the senior management of the Frank & Schulte GmbH, Germany. The F&S Group of companies, which was part of the German Stinnes AG at the time, was one of the dominant international raw material companies throughout the 1980s and 90s. All four founders are active in the day-to-day business and are excited about the future prospects for their business.

Not only quality and price are of importance. Cofermin regards the continuous and reliable supply of its customers with strategic raw materials as one of their most important tasks. Managing partner Tim Geldmacher explains: The fact that most

of our employees have been in this business for many years means that we combine over 500 years of experience in the raw material business. This experience, a close relationship with suppliers and customers, and an in-depth knowledge of the specifics of the individual markets, help us to achieve this goal."

His partner Ralf Ossen adds: "We view ourselves as a global service company operating in a most transparent way. This philosophy sets us apart from our competitors. Personal commitment and above average know-how form the solid basis for a lasting and trustworthy co-operation with our customers and suppliers. It is the traditional merchant's way of thinking that has moulded our philosophy of reliability and continuity in thought and action."

The sourcing of a new and/or alternative raw material is always a challenge because one raw material never looks like the other. Unless it is a time of severe shortage for a specific product, it takes a lot of time to introduce a product as it also represents a certain risk for the customer to initiate a change. However, many users of raw materials are recognising how important alternatives can become. "These past few years have

proven that the role of the trader is still an important one when it comes to a reliable and consistent supply of raw materials. If it were not for the traders, many industries and consumers would have been in big trouble," explains Tim Geldmacher.

The company is trying to constantly add value to its products and services and continues to move into markets where the traditional functions of a trader are very much required.

"We keep coming up with new ideas, like consulting and market implementation concepts for our clients," says Tim Geldmacher. He and Ralf Ossen agree that there is a very positive development in the market, with great potential for Cofermin Rohstoffe GmbH. ■

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