



Global Partner for Distributors

Opening New Office in Vietnam, Achilles Seibert Increases Global Presence in 2025

Achilles Seibert GmbH, a family-run specialist in fasteners based in Henstedt-Ulzburg, Germany, continues to strengthen its position as a key partner for distributors worldwide by expanding its services, geographic footprint, and sustainability efforts. With a history dating back to 1951, the company has evolved from a traditional importer and warehouse to a comprehensive service provider, adapting to the challenges of a volatile global market and regulatory environment. Today, it works between distributors and manufacturers, selling to distributors and acting as an importer and a warehouse for distributors such as Bossard, Böllhoff, Würth, from big to small brand names and shops.



Strategic Warehouse Expansion and Global Presence

At the end of 2023, Achilles Seibert finished its warehouse expansion in Germany. **In 2024, it further extended its global reach by establishing warehouses in Vietnam and India, staffed with local employees responsible for sourcing and quality control.** This strategic move allows the company to store goods closer to key manufacturing hubs, streamline logistics, and reduce the workload on its German operations. **The company is now opening its own office in Ho Chi Minh City, Vietnam, in 2025,** signaling a deeper commitment to the Southeast Asian market and enhancing service capabilities for customers in Asia and onto the whole world.

Diversification and Market Growth

Amid ongoing geopolitical and economic uncertainties, Achilles Seibert has diversified its sourcing strategy to mitigate risks. The company has expanded its supplier base and product range, aiming to meet the demands of a broader customer base. This includes increased business in Eastern Europe, a growing market within the EU, and a strengthened presence in Southeast Asia, supported by the new warehouses in India and Vietnam. These developments enable the company to serve customers more efficiently across multiple regions, including the US and Canada.



The company also plans to enhance its product portfolio in the latter half of 2025, alongside offering sourcing, consultation, and quality control services for customers in India and Vietnam. “We no longer just want to sell fasteners but also offer a service. We want to create added value for customers, including 24-hour fast delivery, delivery directly from their suppliers in 3-6 months, delivery from the Vietnam and India warehouses in 4-8 weeks,” said Timo Scholle, Managing Director. This value-added approach reflects Achilles Seibert’s transition from a pure fastener supplier to a comprehensive service partner, providing 24-hour fast delivery and tailored supply chain solutions.

The company also leverages digital tools to enhance customer experience. **Its user-friendly webshop allows customers to check product availability and place orders quickly,** reducing administrative burdens and improving supply chain efficiency.

Strengthening Global Partnerships

Achilles Seibert values its longstanding relationships with global partners, particularly in Taiwan. The company follows its partners into new production areas, benefiting from their expertise and knowledge. This collaborative approach supports Achilles Seibert’s growth and ability to adapt to changing market conditions.

Achilles Seibert GmbH is successfully navigating the complexities of the global fastener market through strategic warehouse expansion, geographic diversification, enhanced service offerings, and a strong commitment to sustainability and regulatory compliance. With a growing presence in Southeast Asia and Eastern Europe, and plans to broaden its product range and services, the company is well-positioned for continued growth and leadership in the fastener distribution sector. ■

