

## Newsletter #01

October 2018

### In this issue...

In this edition of the industry newsletter prepared and distributed by the Macedonian Association of Metal and Electrical Industry - MAMEI, you will read a foreword by the president of the association and Zavar Company general manager Marta Naumovska-Grnarova, a recap of the second edition of our signature event Macedonia Manufacturing Expo 2018, and a short summary of activities and services offered by the association to our members, as well as all Macedonian companies within the light manufacturing sector.

Dear readers,

You have in front of you the first edition of the Macedonian Association of Metal and Electrical Industry's newsletter.

Through this newsletter, which will be published once every three months, we hope to inform the companies, and the general public about the metal and electrical industries of Macedonia, the dynamic development and continuous changes, as well as new global trends in these sectors, and the needs of European companies that need to become potential partners of Macedonian suppliers.

MAMEI, now in the fourth year of its existence, is setting high goals for itself - aiming to act as a leader which will unite the companies from these sectors in Macedonia, to help its members' in their business growth, search for new clients, and new workforce development, among other things. One of MAMEI's most important goals is to help Macedonian companies in their mutual cooperation on multiple fields, as the only path towards building a more successful business climate in the country, and as a the best mean of representing Macedonia's industry on European and global markets.

In each of the upcoming editions of the newsletter, we will cover current topics concerning the development of these sectors, we will present news and MAMEI members' success stories, and we will attempt to bring focus to this industry as an important part of our country's economy, with the potential and possibility of, going forward, becoming its strongest driving force.

Also we will cover all present and future activities that the association undertakes, activities designed with the intent to help industry companies in their day-to-day operation, and their further growth.

I honestly hope that a large number of you will gladly read the prepared contents for the upcoming editions of this newsletter, and the some of you will make the decision to join MAMEI in the near future.

Sincerely,

**Marta Naumovska-Grnarova, M.Sci.**

President of MAMEI, General manager of Zavar Company



### Strengthen the ecosystem and enable new market linkages for Macedonian companies

The Macedonian Association of Metal and Electrical Industry (MAMEI) was established in April 2014 by leading companies from the metal and the electrical industries in Macedonia with a unique goal - to unify the Macedonia's companies from these sectors and to offer support and quality business services that will accelerate their growth.

Our mission is to unite all companies within the light manufacturing sector and provide services which will facilitate their development.

Our vision is to become a focal point for all companies in the sector, and a leader in regional and European projects on cooperation and market linkages.

MAMEI is currently operating with over 20 members - companies from the light manufacturing sectors.

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 MAMEI - Асоцијација на метална и електро индустрија

If you are interested in becoming a member  
You can register at [www.mamei.mk](http://www.mamei.mk)  
or you can write to us at [contact@mamei.mk](mailto:contact@mamei.mk)

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### Macedonia Manufacturing Expo 2018

Macedonia Manufacturing Expo is MAMEI's primary and most popular B2B matchmaking event, seeking to connect local suppliers from the light manufacturing industry sectors with foreign and domestic buyers through a series of pre-matched, targeted and deal-oriented business-to-business meetings, which lay the foundation for potential future partnerships and more efficient supply chains. The Expo promotes the potential of Macedonia's light manufacturing industry, while also allowing investors and buyers to get a quick and easy overview of the sector's supply chains.

The first Expo was held in 2016 to a resounding success, with 18 multinational companies and 50 domestic companies attending, resulting in 170 targeted B2B meetings being arranged and held, with many of them being the start of partnerships still continuing today. These positive results from the first Expo were the main motivation behind the decision to organize the conference once more in 2018.

The goal of this year's second edition of the Macedonian Manufacturing Expo was to expand on successes of the first one and lay the ground for this event to become an annual tradition, as well as the main regional hub for creating local supply chains.

### MME partners



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### Macedonia Manufacturing Expo 2018

Macedonia Manufacturing Expo 2018 was held on September 18 in the hotel Aleksandar Palace in Skopje, and represented a full day event consisting of three parallel panel tracks, as well as almost four hours of non-stop pre-matched targeted business-to-business meetings.

The three panel tracks included a panel directed towards Macedonian suppliers from the sector - presented by the German Association for Supply Chain Management, Procurement and Logistics (BME) on how to access the German market and become a supplier to a German company, a panel directed towards foreign buyers and investors on how to access government support when becoming a Foreign Direct Investment in the country, and the benefits of such a decision, as well as panel presented by the Delegation of German Commerce in Macedonia (AHK) on their dual-education implementation project through collaboration of vocational high schools and companies from the sector.

The main event of the Expo were the B2B meetings between suppliers and buyers. MME 2018 saw the participation of 30 foreign buyers, including multinational industry giants such as Siemens, Makita, Darian and Mosca GmbH and some of the largest FDIs in the country such as Kromberg and Schubert, Van Hool and Draexlmaier, and over 60 local suppliers from the light manufacturing sector, resulting in a final tally of over 400 business-to-business meeting taking place, more than doubling the number of meetings from the first MME.



### MME supporters



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### What does MAMEI do?

It unifies of domestic producers from the metal and electrical sector in a single organized association.

Organization of domestic B2B events for stimulating and increasing the mutual cooperation between sector companies.

Mapping-out and developing local supply chains within the light manufacturing sectors.

MAMEI partners with international B2B events (trade fair exhibitions, business visits of foreign buyers in the country and of potential domestic clients in other countries).

Frequent and relevant market research and analysis.

The organization of professional and vocational training programs for company managers and factory workers.

Lobbying efforts and active participation in dialogue with the Government of the Republic of Macedonia.

Cooperation with domestic and foreign chambers of commerce, clusters and associations.

### What does MAMEI offer?

A chance to companies from the metal and electrical sector to meet with a wide range of foreign buyers and FDIs, a chance to expand and become part of a international supply chain

Help to companies within the sector for joint optimization and purchase of production materials and inputs, as well as joint participation on public calls, and in front of Foreign Direct Investors in the country.

Help to companies in research and development of new products and production practices.

Aid to companies in the implementation process of technical standards, according to the EU regulations.

Access to an on-line business ecosystem software.

### Our members



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