

## Newsletter #02

December 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 information on the first Access to Finance workshop organized by MAMEI and USAID's Business Ecosystem Project, as well on the newly signed agreement between MAMEI and the German Association BME. You will be introduced to MAMEI's plan on implementing several Workforce Development workshops in collaboration with the Ministry of Labor and Social Policy and the Employment Services Agency of the Republic of Macedonia, as well as news from some of our member-companies. In the end, we will introduce you to two of the newest members of our Association.

Dear readers,

*Before you is the second edition of the industry newsletter by the Macedonian Association of Metal and Electrical Industry MAMEI, a quarterly publication aimed at informing you on MAMEI's work, our current activities, as well as the opportunities for business improvements we offer for companies from the metal and electrical industries.*

*The past year was a dynamic and successful one for our Association. Aside from the organizing of the largest business event for our industry - Macedonia Manufacturing Expo 2018, in which over 60 domestic suppliers and 30 foreign buyers took part and held almost 400 pre-arranged business-to-business meetings, we also managed to expand our team, laid a foundation for further collaboration with various foreign and domestic business organizations, and took an active part in several other activities important for the growth and development of our industry.*

*In 2019, we have set for ourselves even higher goals and we are therefore planning activities aimed at helping and supporting our members in accomplishing their business goals. In continuation, in this issue of MAMEI's industry newsletter, you will read and get acquainted with some of the interesting propositions and plans we have in mind, and which we believe will be of significant interest to the industry as a whole.*

*We wish you a successful New Year, and happy holidays.*

*We hope to continue our fruitful collaboration in the 2019, as your partner in achieving further success for Your company*

*Sincerely,*

**Goce Peshev**

Executive manager of MAMEI



### 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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### First Access to Finance workshop held by MAMEI and USAID

A company's growth is undeniably linked with continuous investment in new equipment, human resources, research and development, marketing and sales. A company that aims to do so must adequately manage its finance, as a way to plan each investment cycle in the most optimal way. Access to finance by itself is not just another one of the company's activities, but a whole system of interconnected activities which allows a company proper market and industry growth, answers the company's needs, and informs the company's personal strategy.

Knowing the necessity for improved access to finance, on December 6, in hotel Continental, MAMEI's first ever Access to Finance workshop was held, as part of the regular Assembly of the Association of metal and electrical industry, in cooperation with the Business Ecosystem Project of the USAID.

The Access to Finance workshop was attended by 15 companies from the light manufacturing industry, and the workshop included the presentation of experiences and programmes by four financial consultants - Simon Avramovski from PointPro Consulting, Blagoja Miloshevski from Planum Consulting, Dragan Pejchevski from Fina Consulting and Vancho Popov from Popov Management. During the workshop, through their personal experiences working with companies in this and similar industry sector, and through direct conversations with the attendee about the needs and wants of their firms, a foundation was laid for possible cooperation between the consultants and companies.

Subjects discussed during the workshop included many problems pertaining to the specialities of the four consultants, including - the possibilities for financial restructuring of company credits and loans, the possibility for applying and implementing various grants for innovations and technological development, the implementation of new industry standards for new market possibilities, etc.

The workshop that was held on December 6, was the first of four planned Access to Finance workshops, which MAMEI is organizing in the coming months in cooperation with the Business Ecosystem Project by USAID. The four Access to Finance workshops are meant to help companies access finances in a manner most adequate to their needs and strategy. Every single company needs a specific approach and a unique business proposal to financial institutions as they work towards their further growth and development. The Business Ecosystem Project of USAID has developed a network of 30 financial consultants and facilitators whose prior work and expertise is most suitable to help companies work out a financial model that works for their specific needs, and helps optimize their business processes. The Business Ecosystem Project of USAID also helps companies that make a decision to hire a consultant by partially financing the consultant's fee through their Access to Finance programme. For more information on the Project's programme, you can contact MAMEI and we will help you connect to the people responsible for its implementation at USAID BEP.

The second Access to Finance workshop is scheduled for February 2019, and we encourage all interested companies to e-mail us at [contact@mamei.mk](mailto:contact@mamei.mk) or [info@mamei@gmail.com](mailto:info@mamei@gmail.com).



### The cooperation with BME continues



This December, MAMEI officially extended their partnership with the German Association for Supply Chain Management, Procurement and Logistics - BME. Following the successful cooperation during the business event Macedonia Manufacturing Expo 2018, BME will again be MAMEI's official partner for the next issue of the Macedonia Manufacturing Expo, set for the autumn of 2019. BME will be responsible for promoting the conference in Germany and organizing the attendance of German companies interested in meeting with and cooperating with new suppliers from Macedonia. We expect this partnership to go on further in the coming years, and ultimately result in cooperating on more activities, outside the Macedonia Manufacturing Expo

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### New workforce development

Our industry in the last several years has been facing a seemingly insurmountable challenge, and that is the constant deficit of a young and qualified workforce. Namely, all the sub-sectors of the industry are faced with difficulties in the process of acquiring new and capable employees, that can be hired and placed in the production process right away.

This problem can seriously inhibit the potential growth of this industry in the long term. MAMEI, in cooperation with USAID's Business Ecosystem Project made a thorough analysis of the current situation concerning this issue, as well as the workforce needs of companies in the industry. Results showed that this problem is ever-present, in all companies no matter their size or sub-sector (metal processing, rubber and plastic production and process, or electrical industry) and we concluded that the genesis of this problem runs much deeper than assumed. Solutions are possible, but only through a systemic approach and mutual collaboration of all involved parties.

In 2019, MAMEI is planning to take steps through activities on this issue, with the purpose of helping companies reach out to and hire a new workforce. Our plan is to organize trainings for re-qualification and further qualification of potential employees, according to specific company needs. Our plan also means to incorporate the active employment measures implemented by the Employment Service Agency of the Republic of Macedonia, and the Ministry of Labor and Social Policy. We are currently negotiation with several other active projects which concern this issue, hoping to jointly approach it, and successfully pilot goal-oriented activities meant to prepare an unqualified workforce for jobs in companies in search of people.

If you and your company are interested in taking part, you can contact us at [contact@mamei.mk](mailto:contact@mamei.mk) or [info@mamei@gmail.com](mailto:info@mamei@gmail.com) to discuss your inclusion in our Workforce Development activities.



### NEWS FROM MAMEI MEMBERS

Starting with this issue, the MAMEI industry newsletter will contain a section dedicated to news from our members in the form of short articles and detailing their newest products and services, technical and technological advancements and newest machines, presentations at renowned industry fairs and events, as well as their personal milestones and projects.

The aim is to help our members share the noteworthy news from their companies with their peers from the industry, and help them highlight their achievements and breakthroughs in the public eye.

As an Association who is deeply proud of the work and results of our member-companies, we will be delighted to share your stories in upcoming issues of our newsletter, so don't hesitate to contact us whenever you have a story worth telling.

In this month's issue, you will read news stories from our members Rade Koncar - Kontaktori i Relei, Zavar Company and Emos.

### Rade Koncar - Kontaktori i Relei Is heading to Hannover Messe once more

Rade Koncar - Kontaktori i Relei, as an export-oriented company, has always aimed to promote itself on some of the largest industry and electrical equipment fairs in the world. On that line, in 2019, our company has planned several regional fairs around the Balkan Peninsula, the Middle East, and all around Europe, though biggest and most important event for us in the upcoming year would be trade fair in Hannover (HANNOVER MESSE), which will be held between April 1 and April 5. Rade Koncar - Kontaktori i Relei, has taken part on this fair many times in the past 15 years, a decision which has helped us create a wide network of satisfied clients throughout the world, and further grow our company. Taking part on fairs is one of the strategic cornerstones of our business model. Our company has used our appearances on these big fairs to promote our breakthroughs in innovation from the preceding year, as well as to inform ourselves on the technological advancements of our competition. Through these leading industry fairs, we make contacts with partners, both existing and new, as we expand our business relationships.

If you are also attending Hannover Messe in April, we would be honoured and thankful if you were to make a stop by the Rade Koncar - Kontaktori and Relei booth.

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#### Zavar Company celebrated 30 years with exclusive performances by Dzijan Emin and Risima Risimkin



In a unique and creative way, Zavar Company marked their 30-year anniversary. The company, which specializes in welding, process equipment production and innovative designs for radiators and furniture, celebrated the start of their fourth decade of existence with a celebration held in the Macedonian Philharmonic, which represented a complete multimedia artistic experience.

The Zavar Design team made sure that all the components of the event exuded the core and spirit of the Zavar brand. The entrance hall of the Philharmonic was repurposed as a gallery for displaying Zavar's unique designs, sculptures and products.



Dzijan Emin, accompanied by a group of musicians, performed an unusual music set on a variety of stainless steel instruments. For Emin's performance, in collaboration with him, the Zavar Design team designed and produced these 15 musical instruments from the finest inox steel, all of which in the hands of the highly talented musicians created sounds that made "the light dance" during their performance, and produced a one-of-a-kind audio-visual experience. Their performance was followed-up by a special dance show titled "Existing - we are fancy people" choreographed by Risima Risimkin, and performed by Adrijana Danchevska, Matea Kiselichka, Dejan Bitrovski, Anastasija Danchevska and Boban Ruseski.

As a souvenir from this rare event, the attendees of Zavar Company's 30-year celebration left with a unique small gift, specially designed and made by Zavar.



All the aspects of the event were guided by Zavar's brand and product palette, and therefore were planned with extreme care and attention to detail, proving once more that Zavar's vision deviates from the one-dimensional perspective on the use and function of metals, implementing them in both aesthetic and pragmatic contexts. The general manager of Zavar Company, Marta Naumovska Grnarova ended the festivity with a donation to the Macedonian Philharmonic in the form of a valuable stainless steel sculpture from the designer radiator collection "Drop" by the design studio Kapka.

#### Big news from the last quarter of 2018 from EMOS

In accordance with the strategic goals, the vision and the mission of the company, EMOS continuously invests in new technologies and advancements in the process, as well as the quality of the services and products. In that vein, starting with the last quarter of 2018, EMOS started work on implementing the newest standard for the automobile industry IATF 16949:2016, while simultaneously investing in further modernization in our plastic injection process line with the purchase of six brand new injection moulding machines.

The most interesting recent innovation from EMOS was the start of the IoT (Internet of Things) on the EMO SMART production line of smart products in the field of electrical sockets and switches, which are wirelessly connected to your phone, and can be operate with the use of an app. The EMO SMART production line is expected to be commercially available starting with the first quarter of 2019.

EMOS will also take part with its own booth at the Hannover Messe trade fair, as it has done for the past two years, as well as various other regional trade and industry fairs.



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### Meet MAMEI's newest members

#### Tehnoguma Nikolov

Founded in 1998 in Shtip, Tehnoguma Nikolov is a company with a recognizable quality output in the field of rubber production and trade.

Using high-quality rubber, created using various base polymers, Tehnoguma Nikolov produces rubber profiles for PVC and aluminium carpentry, pressed rubber technical goods for industrial purposes, industrial rubber coating, composite products made from both rubber and metal, as well as various rubber buffers, rollers, sealants and bumpers, and a wide variety of rubber spare parts, though they have specialized in rubber coated rollers production for industrial use.

With their multi-decade presence on the international rubber market, and their commitment to efficient and quality work and development, Tehnoguma Nikolov from Shtip is one more highly successful company that has joined our Association in the past year.

#### Rade Koncar - Kontaktori i Relei

Rade Koncar - Kontaktori i Relei was founded more than 70 years ago in Skopje, and has since grown to become a company with a global net of satisfied clients from over 40 countries.

Rade Koncar - Kontaktori i Relei produces low voltage electrical equipment for industrial application, with products ranging from AC-DC contactors from 9A to 400A, single phase and three phase voltage, thermal overload relays, rotary cam switches, MCCB and push button - produced in standard configuration, or according to a client's unique requests.

With clients that come from a wide spectrum of industrial sectors, electrical providers, mines, steel mills and railroads, and an active approach to research and development, Rade Koncar - Kontaktori i Relei has become one of the leading Macedonian companies from the electro industrial sector.

### MAMEI members



Agro-Bar

[www.agrobar.com.mk](http://www.agrobar.com.mk)



Bratstvo Inox

[www.bratstvoinox.com.mk](http://www.bratstvoinox.com.mk)



Ecotip

[www.ecotip.com.mk](http://www.ecotip.com.mk)



Faber RDV

[www.faberrdv.com](http://www.faberrdv.com)



ILS Engineering



Macedonia Export

[www.macedonia-export.com](http://www.macedonia-export.com)



Metalcut Technology

[www.metalkat.mk](http://www.metalkat.mk)



M Steel

[www.slabinck.be](http://www.slabinck.be)



Ozon Air

[www.ozonair.info](http://www.ozonair.info)



Rade Koncar TEP

[www.koncar.com.mk](http://www.koncar.com.mk)



Striform

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Tehnoguma Nikolov

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Igamma Engineering

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Man-Dra

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RZ Institut

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Zavar Company

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