

industrial newsletter

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The third edition of Macedonia Manufacturing Expo held

The third edition of the biggest networking event in Macedonia – Macedonia Manufacturing Expo 2019, organized by the MAMEI, together with the USAID Business Development Project, and the Delegation of the German Commerce and Industry in the Republic of Northern Macedonia AHK, took place on 25 and 26 September at the Alexander Palace Hotel in Skopje.



The event, which was held over two days for the first time this year, consisted of three parts. The most recognizable activity of MAMEI is the direct business networking of companies-suppliers and companies-purchasers from the light manufacturing industries through a series of pre-arranged business-to-business meetings. This was supplemented by a wide educational panel and discussion program, as well as for the first time this year, an industry fair of companies.



The direct business meetings this year were attended by 35 purchasers and 81 suppliers from 13 different countries, all of which had over 400 pre-arranged meetings, and over 150 on-site meetings. The steady growth, year after year, of the biggest business networking event is of particular pride for the MAMEI. We expect these numbers to be surpassed again with Macedonia Manufacturing Expo 2020.



During the conference, 8 educational panels and discussions were held on various topics with about 30 speakers and panelists on a variety of topics such as ways to finance the Macedonian innovative industries, advances in the implementation of the dual vocational education (organized by Delegation of the German Commerce and Industry in the Republic of Northern Macedonia AHK), logistics and transport for the light manufacturing industries, marketing for the export-oriented companies, bridging the gap between multinational and domestic companies (organized by Centar za upravljanje so promeni CUP), access to global supply chains (organized by the Association for Supply Chain Management, Procurement and Logistics BME), lean manufacturing (organized by the European Bank for Renewal and Development EBRD) and the impending recession in the automotive industry.



The industry fair that was opened during the whole event consisted of 22 stands representing 30 companies from several countries. During the two days, over 600 guests attended the conference and the fair.

MAMEI signs three new MoUs

During the international business conference Macedonia Manufacturing Expo 2019, the Macedonian Association of Metal and Electrical Industry MAMEI signed an MoU with the Directorate for Technological Industrial development zones. In the MoU, signed by the president of MAMEI – Ms. Marta Naumovska-Grnarova and the director of DTIDZ – Mr. Aleksander Mladenovski, several points were listed for potential cooperation.

The memorandum outlined promoting cooperation between the members of MAMEI and the users of services offered by the Directorate, coordinated joint presentations for investment opportunities before foreign and national subjects, joint organizing of business and educational events of interest to the companies, as well as joint participation in business events and fairs.



During Macedonia Manufacturing Expo 2019, MAMEI also signed memorandums of understanding with two institutions of higher learning – the Faculty of Electrical Engineering and Information Technologies and the Faculty of Mechanical Engineering at the "St. Cyril and Methodius" University of Skopje. These MoUs, signed officially during the opening of the second day at MME with the deans of both faculties, would serve as a basis for promotion of the Macedonian industry among students in the two faculties, as well as for securing summer internships and practices for students in MAMEI member-companies. The memorandums also affirmed the possibility for joint participation on international projects, and joint organization of educational events of interest to the Association and the faculties of engineering.

By signing the three MoUs, together with the one already signed with the vocational high school SUGS "EMUC Bini septemvri" in May, MAMEI expanded the collaboration possibilities of its members and the industry at-large with public institutions, with which they share common goals and interests.

MAMEI to attend Symposium Purchasing & Logistics 2019



Symposium Purchasing & Logistics 2019 is a symposium organized by the Association for Supply Chain Management, Procurement and Logistics BME, MAMEI's business partners from Germany for several years now. Symposium Purchasing and Logistics is a platform for discussing the future of logistics and supply chain management, on which purchasing managers can expand their network of contacts with their colleagues and other experts from the field. On this year's symposium, to be held in Berlin between November 13 and 15, MAMEI will attend jointly with the Directorate for Technological Industrial Development Zones DTIDZ on their promotional stand.

The main topics of this year's, 54th annual edition of this event will be the following: Strategy 2025 (the future of procurement and supply chain management), People & Organization (the new roles and skills that will be required in the future of procurement and supply chains), Supply Networks (promoting innovation through collaboration with suppliers), Managing Risks (global trends that may become risks of procurement and supply chain management), Business Analytics (breakthroughs in Big Data analytics) and Bots, KI & Co (added value and new opportunities offered by AI, Robotic process automation and blockchain).



International Machinery and Plant Engineering Forum 2019 is a business conference and a B2B event which will be held on November 26 in Vienna, Austria.

This business event will provide the opportunity to companies from across the globe to learn more about the latest technological trends, to exchange their knowledge and experiences and get introduced to new market possibilities, to develop cross-border contacts, to present and develop new projects, and to meet prospective suppliers, purchasers and business partners.

Participation to the event is free of charge for international guests, and the registration for it is opened until November 26 on the link below.



Industry service leads the Macedonian market in the field of organized nutrition and industrial catering. Founded in 2002, Industry service is the food operator for some of the largest companies in Macedonia, such as Draexmaier, Feni and Lear Corporation, preparing and serving almost 9000 meals a day. At the moment they are building the largest and most modern hall for food preparation in Macedonia, with a catering capacity of over 2 million meals a year.



„Want happier and more productive workers? Feed them“ - **Industry service**



Inotek Alati is a company with over 15 years of experience in the fields of machine engineering and machine maintenance, founded by mechanical engineers who acquired their theoretical knowledge at the Faculty of Mechanical Engineering in Skopje, and their practical know-how by working for and with the automobile, pharmaceutical, electro-electronic and metal industries.

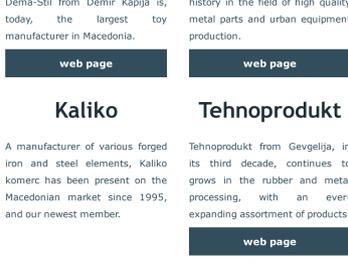
Inotek Alati offers a wide range of sealing and heat resistant materials, technical and engineering plastics, engineering adhesives, industrial boxes, crates and pallets, cutting and grinding wheels, and starting from last year they are producing their own line of braided glass fibers for thermal insulation.



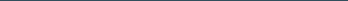
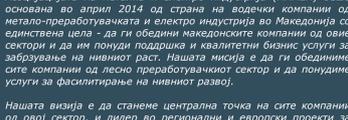
Masac Solution is a young, innovative and promising company, that offers complete multidisciplinary mechatronic solutions in the fields of industrial automation, mechanics, software and electronics. They do the whole process, from research and design to development of the final construction which is always quality-based and innovative.



Masac Solution, with their two offices in Macedonia and Serbia, are Beckhoff Systems Integrators and are fully equipped and licensed to program with Siemens PLC, and have collaborated with Mitsubishi PLC, VFD, Servos and Robots.



"If you are in need of a complete solution to any of your specific needs, just contact Masac and they will be more than happy to assist you and streamline project plans that will surely deliver on product perfection and customer satisfaction" – **Masac Solution**



Nomis is a Croatian company founded in 1998, which deals in distribution of polymer materials, dyes and additives for polymers, injection, extrusion and blow molding tools, peripheral units, conveyor belts, lubricant and protective agents for tools and machines. Nomis opened their Macedonian headquarters in May 2018.

Nomis are official distributors for some of the largest international manufacturers of polymer materials, such as Borealis, Lanxess, Clariant, Synthos, Lufocolor, Bayer and Covestro, as well as injection, extrusion and blow molding tools, such as Arburg, Kautex and Plastiblow.

Havep is a Dutch brand of high quality work and protective wear, founded in 1855. Present in Macedonia since 1969, and with its own production hall in the Municipality of Ilinden since 2013, now with over 170 employees.

"Our work and protective wear is designed to be comfortable while keeping you safe. Maximal comfort, freedom of movement and longevity! With Havep you will never work alone again." – **Havep**

Halder is a Slovenian company – the largest and oldest subsidiary of the German company Erwin Halder KG, which offers expansive and high quality technical solutions in the fields of clamping technology, automation, standard components for machine engineering, tool and mold production and hand tool manufacturing. Following the newly opened Serbian division, Halder's next step will be expanding to Macedonia, in hope of starting a more serious cooperation with a number of Macedonian companies.

"Our primary mission is to offer support to our clients in the implementation of their production processes, making their operations more efficient, improving the ergonomics of the workplaces, and thus improving the operational performances of their production lines." – **Halder**

Our newest members

With a multi-decade experience in the field of plastic processing, Dema-Stil from Demir Kappija is, today, the largest toy manufacturer in Macedonia.

30 Mart is a company from Radovish with a two decade history in the field of high quality metal parts and urban equipment production.

A manufacturer of various forged iron and steel elements, Kaliko komerc has been present on the Macedonian market since 1995, and our newest member.

Tehnoproduct from Gevgelija, in its third decade, continues to grow in the rubber and metal processing, with an ever-expanding assortment of products.

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Асоцијацијата на метална и електро индустрија (MAMEI) беше основана во април 2014 од страна на водечките компании од метално-преработувачката и електро индустрија во Македонија со единствена цел – да ги обедини македонските компании од овие сектори и да им понуди поддршка и квалитетни бизнис услуги за забрзување на нивниот раст. Нашата мисија е да ги обединиме сите крилчиња од лесно преработувачкиот сектор и да понудиме услуги за фасилитирање на нивниот развој.

Нашата визија е да станеме регионална точка на сите компании од овој сектор, и лидер во регионални и европски проекти, со соработка и пазарни поврзувања. MAMEI моментално работи со над 20 членови - компании од лесно преработувачките сектори.