

industrial newsletter

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First news about the Macedonia Manufacturing Expo 2019



The past month, MAMEI officialized its collaboration with the Delegation of German Commerce in the Republic of North Macedonia AHK, for a joint organizing of this year's edition of the international business conference Macedonia Manufacturing Expo. The partnership was facilitated through an official agreement based on the signed memorandum of understanding between MAMEI and AHK during last year's Macedonia Manufacturing Expo 2018, on which the Delegation took part with its own panel for presenting their dual education project and the results from its pilot-in high schools in Kavadarci and Ohrid. This collaboration is meant to join the resources, experiences and capabilities of MAMEI and AHK, with the purpose of organizing an event which is larger and more encompassing than the previous two.

The biggest change for Macedonia Manufacturing Expo 2019 will be the expansion of the conference, from a one-day to a two-day event, as well as reintroducing the industry fair aspect of the conference by having participating companies have presentation stands and pavilions. The idea behind the expansion was to separate the B2B part and the educational part of the conference, by dedicating one day to the pre-arranged business meetings between the companies, and another whole day to lectures and workshops on various subjects useful for the companies.

The Delegation of German Commerce will be a partner and co-organizer of the international business event Macedonia Manufacturing Expo 2019, for the industry fair and educational parts, as well as the B2B portion of the conference.

Six MAMEI member-companies at Hannover Messe



The Hannover Fair (Hannover Messe) is one of the largest trade fairs in the world, held each year in April in the largest fairground in the world Messegelände Hannover, with several thousand exhibitors and hundreds of thousands of visitors each year. As a focal point and a meeting hub for companies from all over the world, attending this fair, and the possibility of meeting industrial peers and potential partners is of invaluable importance for Macedonian companies, and their growth and development.

This year, between the first and fifth of April, several member-companies of the Macedonian Association of Metal and Electrical Industry MAMEI will take part in the 72. edition of the Hannover Fair. On a joint pavillion, organized by the Agency for foreign investments and export promotion Invest North Macedonia, five of our members will present themselves and their products - Ariljemetal, EMOS, Rade Koncar - TEP, Svemek and Zavar Company. Additionally, Rade Koncar - Kontaktori i relei will be present on their own stand.

The joint presence of Macedonian companies, from the metal-machining and electro industries, is of high importance for our country, since beside the opportunity for individual presentation of these companies, it offers an opportunity for promoting the Macedonian light manufacturing sector, its capabilities, capacities and achievements before potential investors, business partners and competitors from all over the world. Fair presentations such as these are the most effective way of recognizing and affirming where the position of the Macedonian industry within a global framework, and the best method for accessing the possibilities offered by the international market.

If you are taking part or visiting Hannover Messe this year, on behalf of our members who are taking part in the fair, we would like to invite you to visit their stands.

Ariljemetal to present at Europe's largest machine Fastener Fair 2019



Our member Ariljemetal, as one of the leading metal-machining companies in Macedonia, will attend the eight edition of the International Exhibition for the Fastener and Fixing Industry (Fastener Fair 2019), which will be held on the Stuttgart Exhibition Grounds (Stuttgart Messe), from April 19 to April 21 of this year. The Stuttgart Fastener Fair is the largest and most renowned fair of this type in Europe, with over 4,000 exhibitors from over 50 countries listed for this year's fair, as well as over 100,000 visitors every year during the three fair days.

In this dynamic time of fast changes in the industry, it is necessary for Macedonian companies to be present at all the large industry events throughout Europe, since the Macedonian market is too small and insufficient for the continuous development of serious companies, says the general director of Ariljemetal, Trajan Angeloski. He also added that he believes that even though the steep competition keeps growing, Ariljemetal can prove its qualities and can attain the European market through serious partnerships with European companies from the metal industry.



On its own stand, Ariljemetal will promote their capacities and capabilities for the production of various complex machine parts for the industry needs of EU countries. They consider this fair an invaluable chance for a large number of companies from all over the world to be introduced to their products and services, and an excellent opportunity for commencing new and strengthening existing contacts with wide variety of European business partners.

Street lighting system project by Rade Koncar - Kontaktori i Relei



One of the new ongoing projects of our member Rade Koncar - Kontaktori i Relei, on which they have worked on in the past month is the design and production of equipment for the modernization of the street lighting system in the Municipality of Sveti Nikole. Rade Koncar - Kontaktori i Relei is executing this project in collaboration with the company Simt, a cooperation based on the public procurement and deal signed with the Municipality of Sveti Nikole. Rade Koncar - Kontaktori i Relei, besides the equipment, owns a full system for public street lighting modernization.

Switching the classic public lighting with innovative LED lighting, besides the reduction of electricity used by the lights, enables an addition cost reduction through the LED lights' ability to adjust their intensity based on the conditions. To take advantage of this, it is necessary to establish a communication with each individual LED bulb. The communication between the bulbs and the collecting unit (a concentrator or a server), placed in a special wardrobe in a transformer station, is secured via Power Line Communication, Digital Addressable Lighting Interface and other communication technologies, while the data transfer from the server to the database is done using GPRS.



Using this type of communication (telemanagement), via remote command from a commanding software allows: turning a group of LED bulbs on and off manually or automatically through a set program, adjusting the light intensity (from 0 to 100%) of a group of LED bulbs by zones, ambience sensor and motion detector, accessing the electricity consumption of each transformer station individually, remotely from the managing center, with a possibility of uncovering abuse of the public lighting system, as well as defect detection of individual LED bulbs and real time signaling to the managing software.

Using contemporary energy efficient systems helps all stakeholders, both the Municipalities and the citizens, while also providing superior environmental protection.

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Newest MAMEI members

Milkuz

Zeleznik



With over 27 years behind them as one of the leading companies in field of radiator, boiler and pellet stove production, the Ohrid company **Milkuz** joined our Association this March.

Another one of our newest members is the Demir Hisar company from the black metallurgy sector **Zeleznik** - a company with a renowned quality and a 40 year history.

For more information, visit their website

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