

industrial newsletter

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Registration starts for Macedonia Manufacturing Expo 2019



Registration for the third Macedonia Manufacturing Expo is open for companies interested in being exhibitors at the industry and trade fair, and for companies interested in being suppliers for the B2B meetings.

Macedonia Manufacturing Expo is MAMEI's flagship event, and this year it will consist of a two-day industry and trade fair, a dozen workshops and lectures on topics relevant to industry companies, as well as a full day of pre-matched and targeted business-to-business meetings.

The industry and trade fair is a great opportunity for companies who would like to present themselves in front of representatives of over a hundred local and regional companies from various industries. It is a great opportunity for banks and insurance companies, transport and freight forwarding companies, companies which trade in raw materials and others to present their products and services directly to some of the largest companies of Macedonia's fastest growing industry.

The B2B meetings have been and continue to be the Expo's focal point, and this year we are expecting over 15 companies from all over Europe and around 20 of the FDIs in this country to take part as buyers, keen on meeting with suppliers from the various industry sectors.

If you have any questions or want to be part of either the B2B meetings or the fair, follow the links below.

6 MAMEI members among the eight Macedonian companies at Western Balkans Purchasing Initiative

The international business event Western Balkans Purchasing Initiative was held on the fifth and sixth of June, in Dortmund, Germany, organized by our German partners the Association for Supply Chain Management, Procurement and Logistics BME. Western Balkans Purchasing Initiative is a business-to-business event, on which German companies meet with pre-selected list of suppliers from countries in the Western Balkan region, and in total eight companies from Macedonia took part on this year's, fifth annual, conference, the largest number to date.

It's a great honor for our Association that six of the companies selected were our members – Orion engineering, Arijemetal, M-Steel, Bratstvo Inox, Zavar company and Metalcut technology, with some of them attending this event for a second or third time. The Western Balkans Purchasing Initiative was also attended by two other Macedonian companies – Fakom and Detal Veld.

The increased number of Macedonian companies participating in the Western Balkans Purchasing Initiative is a clear indicator of the increased interest of German companies to cooperate with Macedonian suppliers from the light manufacturing industries.

Ecotip with a new line of domestic water purifiers



Our member Ecotip has achieved another success by forming partnership with world brands for innovative water purifiers intended for domestic use.

In addition to the already successful long-standing collaboration with the world leader in process filtration - Pall Corporation, these new product lines of water purifiers will offer complete solutions for water treatment in your home or office. The devices are easy to use, the water passes through five stages of filtration and reverse osmosis by monitoring the process and water quality, enhancing the taste by adding minerals.

The devices are very compact and can be easily implemented in households, the operating cost is low, and the design is minimal.



Ecotip is a company that has been present for more than 20 years as a market leader in Macedonia, which deals with filtration of air and fluids and has many references in various production processes in all industries. With this cooperation in the field of purification for home use, Ecotip is expanding and rounding up every segment in the filtration.

Find out more on their website at www.ecotip.com.mk

MAMEI's fourth Access to Finance workshop held

The last of the first cycle of Access to Finance workshops was held by MAMEI as part of our regular trilethly members' Assembly, on June 27 in the hotel Aleksandar Palace in Skopje.

The workshop included a presentation by a representative from the European Bank for Renewal and Development, on their newest instruments and offers for small and medium companies, specifically tailored for the needs and wants of companies from the light manufacturing sector. The workshop was attended by 16 representatives from 12 different companies from the relevant sectors.

Though this workshop was the last of the initial four planned by MAMEI, due to the larger-than-expected interest from our members and other companies from the light manufacturing sector, we are currently in the process of working out the next cycle of Access to Finance workshops which should start in the fall of this year.

The Japanese State Minister of Economy, Trade and Industry visiting Rade Koncar TEP



A Japanese business delegation led by the Japanese State Minister of Economy, Trade and Industry Yoshihiro Seki and the director of the European Economic Policy Toshiyuki Shirai, together with representatives from the Japanese Embassy to Macedonia, made an official business visit to our member Rade Koncar TEP. During the visit the production capacities and work methods of the company were presented to the business delegation.

Of special interest to the Japanese business delegation was the renowned Kaizen work method, and its implementation in the production processes of the electro-electronic sector in Macedonia, as well as the membership of Macedonian companies in the Macedonian-Japanese partnership AOTS, the education and training of Rade Koncar TEP managers in Japan, and the efforts in securing a clean and safe work environment in the factory.



The State Minister of Economy, Trade and Industry Yoshihiro Seki shared interesting details and tips from his seventeen years of work experience in the banking sector in Japan, the methods for measuring employee productivity, as well as his experience in implementing the Kaizen method in the banking sector. After the visit to Rade Koncar TEP, he also remarked that he was sure that despite the geographical differences, both countries shared a similar work culture, which offered Japanese companies a good investment opportunity, and he would not be opposed to further economic cooperation.

The business delegation made up of 17 Japanese businessmen from the metal and energy industries, civil engineering, food industry, as well as the financial and insurance sectors, met with some of the largest Macedonian companies from these sectors to discuss potential future collaboration. These meetings were hosted by the Economic Chamber of North Macedonia.

The delegation visited several companies from the Skopje region, including Rade Koncar TEP, Semos, Rade Koncar – Kontaktori i relei and Rade Koncar – Service and repair of electrical products.

What is the KAIZEN method?

KAIZEN represents a Japanese business methodology which focuses on small continuous improvements in the work process and work environment, as a means to improving the company. Kaizen is a continuous process that implemented on every level of a company hierarchy. The Kaizen approach includes several techniques for problem solving and improving work processes.

According to Kaizen, when a problem occurs, all workers and managers should stop the work process and should focus on developing an improvement to the system which will solve the problem, through the Kaizen cycle of activities "Plan – Do – Check – Act", or through the technique of 5 "why" – a root cause analyses through a series of five "why" questions, each based on the answer to the previous one.

The successful implementation of Kaizen for optimal work environment consists of five steps, known as the five S – seiri (sorting out the necessary from the unnecessary, and removing the unnecessary from the work environment), seiton (sorting items in such a way that makes most sense for the work), seiso (the maintaining of a clean and nice work environment), seiketsu (standardizing systems for workplace maintenance) and shitsuke (discipline).

The correct and full implementation of Kaizen should include the entire managerial team, as well as direct and frequent conversations with each employee. Only when every single member of the company hierarchy understand the ideas, goals and methods of the full implementation of the Kaizen methodology, is it possible to expect a successful implementation of business plans created using Kaizen.

The benefits from improving the work processes and work environment using the Kaizen methodology is the minimizing of waste, the minimizing of the time needed to complete the work requirements and of the unused or unwisely used space in the factory. A successful Kaizen approach increases workers' morale and job satisfaction, as well as improving the quality of the products and services offered by the company.

Taking part in MME 2019

As an exhibitor As a supplier

If you are interested in attending the supplier and trade fair at Macedonia Manufacturing Expo 2019 as an exhibitor, contact us at:

contact@mamei.mk

If you are interested in attending the B2B meetings at Macedonia Manufacturing Expo 2019 as a supplier, contact us at:

info.mamei@gmail.com

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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.