



**OEM and
Outsourcing with
SIPPO**

**19 COMPANIES
FROM EASTERN EUROPE, AFRICA AND ASIA
PRESENT THEIR PRODUCTS AT
AUTOMECHANIKA 2002, FRANKFURT**



**auto
mechanika**
October 17-22, 2002

**SIPPO PAVILION
HALL 1.2, STANDS C22 / D28**

SIPPO

The Swiss import promotion programme for emerging markets and markets in transition was launched in 1982 and aims to help small and medium-sized enterprises (SME) to gain access to the Swiss and EU markets.

SIPPO's activities focus on five main goals

- *Increase in the competitiveness of small and medium-sized enterprises in selected partner countries*
- *Development of manufacturing and exporting skills*
- *Inclusion of trade institutions and business branch associations in the trade promotion process*
- *Increase in qualified trade contacts between small and medium-sized enterprises from emerging markets and markets in transition and the Swiss and EU import economy*
- *Information for the Swiss and EU import economy on new market sources*

Repeated participations at selected international trade fairs are a prerequisite for future success and a major milestone in the trade promotion process.

For the second time SIPPO is supporting a collective stand at the Auto-mechanika in Frankfurt offering selected manufacturers a prime marketing platform.

SIPPO Swiss Import Promotion Programme

Stampfenbachstrasse 85
P. O. Box 492
CH-8035 Zurich
Switzerland

Phone (41) 1 365 52 00
Fax (41) 1 365 52 02
Internet www.sippo.ch
E-Mail info@sippo.ch

Patronage
seco State Secretariat for Economic Affairs, Bern

COLOMBIA

Chaid Neme Hermanos Organization, Industrial Division

E-Mail jpallares@chaidneme.com.co
Homepage www.chaidneme.com.co

Company **IMAL S.A.**, Industrias Metálicas Asociadas
Address Calle 29 Bis No. 127 – 69
CO-Bogota
Phone +57-1 415 27 10
Fax +57-1 415 18 07
E-Mail imal@imal.com.co
Homepage www.imal.com.co
Contact person Enrique F. Travecedo, General Manager
Products Coil Springs, Leaf Springs, Seat Belts

Company **Cofre S.A.** (Cofre – Madeal)
Address Cra 126 # 29-02
CO-Santa Fe de Bogotá
Phone +57-1 298 17 48
Fax +57-1 415 15 32
E-Mail info@cofre.com.co
Homepage www.cofre.com.co, www.madeal.com.co
Contact Person Francisco Gaitan, Marketing and Sales Manager
Products Steel wheels for light vehicles, truck wheels (steel), aluminum wheels for light vehicles

Company **Incolbestos S.A.**
Address Calle 22 No. 123 – 97
CO-Santa Fe de Bogota
Phone +57-1 415 45 79
Fax +57-1 415 10 16
E-Mail exportacion@incolbestos.com.co
Homepage www.incolbestos.com.co
Contact person Mr. Juan C. Figueroa, International Sales
Products Brake systems, brake parts and friction materials such as brake linings, clutch facings, disc pads and rolls
Exports Chile, Venezuela, Ecuador, USA, Central America

The Industrial Division of Chaid Neme Hermanos Organization has its major activities in the manufacturing of auto parts and plastic and rubber products in Colombia, Ecuador and Venezuela. The organization is represented in Frankfurt by IMAL, Incolbestos and Cofre. **IMAL S.A.** is specialized in the production of multi - leaf springs, coil springs and seat belts. Today, the company exports to USA., Central and South America. Quality is assured with the implementation of QS-9000. **INCOLBESTOS** is today the leader in Colombia and internationally a competitive company when it comes to the engineering and production of brake systems and friction materials. The production is according ISO 9001 and QS 9000. JIT, TPM and KAIZEN are also implemented. As the leading producer in Columbia of steel and aluminum wheels, Cofre produces as OEM for Chrysler, Mazda, Renault, Toyota, Ford and for trucks made by Mercedes Benz, MACK and Chevrolet. The company has achieved the ISO 9001, ISO 9002 and QS 9000 certifications.

INDIA

Company	BG Auto Engineering PVT Ltd
Address	Gat No: 825 IN-412208 Sanaswadi, Tal Shirur, Dist. Pune, Maharashtra
Phone	+91 21 37 52 134
Fax	+91 21 37 52 135
E-Mail	bgauto@jp.eth.net
Contact person	Mr. Arun G. Bansal, Managing Director
Personnel	45
Products	Turned components from steel, aluminum and stainless steel, forgings and fully machined components
Customer Group	Industrial users, brake manufacturing companies, two wheeler manufacturing, casting and shock absorber manufacturing
Exports	Switzerland

BG Auto is a subcontracting company which focuses on the automotive sector. All products and components are produced according customer requirements. BG Auto produces mainly turned components from steel, aluminum and stainless steel. The company also develops forgings and produces fully machined components. High quality is achieved by using today's standard of technology. The company follows quality norms according QS 9000.

Company	Kalyani Forge Ltd.
Address	Koregaon Bhima, Tehsil Sirur IN-412 207 Pune
Phone	+91 21 375 27 55
Fax	+91 21 375 27 56
E-Mail	kalyaniforge@vsnl.com
Homepage	www.kalyaniforge.com
Contact person	Tirtha Prasad Mukherjee Deputy General Manager Marketing
Personnel	500
Products	specialized in the manufacture of intricate forging profiles ranging from 25g to 12 kgs, raw and machined hot, warm and cold forgings
Customer Group	Original Equipment Manufacturers of Two and Four Wheelers, automotive and non-automotive industries
Exports	USA, Italy, Germany

Kalyani Forge Limited was established in 1979, at a time when the engineering industry, and particularly the automotive sector, was experiencing a change in the demand pattern. This compelled forging units to consider new ways and means to meet the buyers requirements on qualitative and quantitative terms. The company uses state of the art CAD/CAM facilities. Kalyani Forge, the first and perhaps the only forge shop in India to exclusively use press technology, successfully bridged the gap with consistent high quality and timely delivery. Kalyani Forge Limited specializes in the manufacture of connecting rods for two & four wheelers.

INDIA

Company	Maini Precision Products PVT. Ltd.
Address	B-165, Peenya Industrial Area, Peenya, First Phase IN-560058 Bangalore
Phone	+91 80 837 71 95
Fax	+91 80 839 47 14
E-Mail	spsingh@maini.com
Homepage	www.mainigroup.com
Contact person	Shailendra Pratap Singh Global Business Development
Personnel	480
Products	Precision machined turned & ground components; machined castings and machined forgings; welded assemblies (comprising of machined components); gudgeon pins and other precision pins; components for engines e.g. dowels, valve guides; brackets; yoke buttons etc., machined aluminum die-castings.
Customer Group	Automobile & related industry, material handling industry, gardening equipment industry & general engineering industry, mainly supply to OEM
Exports	France, Germany, Italy, Sweden, Denmark, Austria, USA, Canada, Turkey, Egypt

Maini precision is a ISO 9001 company since February 1996 and was QS 9000 certified in February 1998. 90% of the production is for the international market. The company developed more than 1000 types of machined components in the past 27 years for a variety of customers across the globe. MPP had won several awards for its Quality & Exports. Founded in 1973, the Maini Group is today a multi-product, multi-division, enterprise with business interests ranging from manufacture of high precision products for the auto industry to electric „in-plant“ material handling equipment. Due to high air and noise pollution, traffic congestion, city traffic and high fuel prices in India, Maini has developed the nations first electric vehicle, the REVA. REVA is a stylish compact 2-door hatchback that carries 2 adults and 2 children (up to a height of 5'6") or a payload of 227 Kg. It has a top speed of 65 km/h and a range of 80 km on a full charge, ideally suited for city requirements. The REVA is elegant, light yet rugged. Its compact size makes it easy to maneuver and park. With no gears or clutch and its quick acceleration, it is fun to drive and ideal for „stop and start“ city driving.

INDIA

Company	Prabha Engineering PVT Ltd.
Address	36, Midc, Central Road, Andheri (East) IN-400 093 Mumbai
Phone	+91 22 692 52 41-7
Fax	+91 22 692 52 48
E-Mail	prabha3@vsnl.com
Contact person	Mr. Shrikant Chaphekar, Director
Personnel	175
Products	Auto electricals such as wiper motor, washer unit, solenoid switches, electrical switches, PMDC motors, metal sheet assemblies such as foldable foot steps, jack & coupler, window winder, door check, gate latch, bonnet lock, pulley etc
Customer Group	Automobile and automotive industry, OEM and wholesale
Exports	Germany, Italy, USA, Canada, Australia, Great Britain

The company is focused on the automotive industry with auto electrical parts and produces mainly for OEM. The technology in use is NC/CNC. The design department is well equipped with latest version of CAM/CAD and modelling design software. Processes are organized and certified according to ISO-9001.

Company	Sovik Auto Pvt. Ltd
Address	G.T. Road, Dhandari Khurd IN-141010 Ludhiana
Phone	+91 16 151 02 52
Fax	+91 16 151 12 52
E-Mail	eyports@sovikengg.com
Homepage	www.sovikengg.com
Contact person	Mr. Malkiat Saini, Managing Director
Products	Aluminum pressure die cast components and complete assemblies
Customer Group	Whole sale, agents, producers, manufacturers
Exports	Spain, Sweden, Hungary, Germany

The company is casting bicycle components, sewing machine parts, home appliances components, pneumatic & hydraulic components and also develops aluminum pressure die cast hubs and bar handles and aluminum brackets for BSA model cycle. Sovik also develops components for INDIAN AIR FORCE and other high quality demanding customers. The company has integrated operations from developing dies to pressure die-casting, finishing to assembly & packing. Every step is under strict quality vigil and control. The company casts graded aluminum & zinc as per to international standards. It is certified ISO 9002 and is targeting QS 9000.

INDONESIA

Company	Inkoasku Group
Address	Jl. Gaya Motor Raya, Sunter II ID-14330 Jakarta
Phone	+62 21 651 12 28
Fax	+62 21 650 75 02
E-Mail	scr@pakoakuina.com
Contact person	Mr. Dedi Kurnadi, Sales & Customer Relationship
Personnel	580
Products	Light alloy and steel wheels for passenger cars and light commercial vehicles

Inkoasku Group, which is the leading OEM wheel rim manufacturer in Indonesia, consists of following companies and their products: PT. INKOASKU: - steel wheels for passenger cars - dies & moulds; PT. PALINGDA NASIONAL : steel wheels for trucks & bus, PT. PAKOAKUINA: light alloy wheels for passenger cars Low pressure casting technology is adopted in production of light alloy wheels and the dies shop make it able to make its own moulds and dies. The companies are all QS 9000 certified.

Company	PT Indokarlo Perkasa
Address	Jl. Raya Bekasi km 31 ID-17144 Bekasi, West Java
Phone	+62 21 884 31 70
Fax	+62 21 884 12 04
E-Mail	pandit@ikp.component.astra.co.id
Contact person	Mr. Pandit Indrawirawan, Head Marketing
Products	Rubber parts made of synthetic and natural rubber
Exports	Japan, Germany

Indokarlo Perkasa, a member of Astra group, manufactures all molded-rubber parts, which are used in an automobile. Starting from buffers, hoses, air ducts, seals over to cushions, stoppers, engine mountings, body mountings - the parts are not in 100% rubber only, but many parts have a metal main frame and are with a rubber surface. The company produces also as OEM and has large reference list with names like Honda, General Motors, Toyota, Mitsubishi, Isuzu, Daihatsu, Nissan and many more. The company exports already to Japan and Germany. The company is ISO 9001, 9002 & QS 9000 certified and has recently passed the ISO 14001 certification. The company offers all necessary equipment to produce high quality rubber products.

INDONESIA

Company	PT Nipress Tbk
Address	JL Raya Narogong Km 26, Cileungsi ID-16820 Bogor
Phone	+62 21 823 09 68
Fax	+62 21 823 09 35
E-Mail	nipress@rad.net.id
Homepage	www.nipress.com
Contact person	Mr. Andre Adinoto, International Marketing
Personnel	600
Products	Lead Acid Batteries for motorcycle and automotive industry according JIS, DIN and BCI standard
Customer groups	Original equipment manufacturer (OEM) and aftermarket
Exports	Africa, Middle East, Far East Asia, Europe (Belgium, Netherland), Australia, New Zealand, North America

Nipress has two production lines: motorcycle and automotive batteries. For automotive batteries, they provide JIS, DIN and BCI standard. As one of the bigger automotive storage battery producers in the world, Nipress keeps updating the technology in order to achieve higher efficiency and keep growing as a market leader. The company is ISO 9001 certified. The main orientation is on progressive product development.

Company	PT Selamat Sempurna Tbk. (ADR Group)
Address	Jl. Pluit Raya I no. 1 ID-11470 Jakarta
Phone	+62 21 661 00 33
Fax	+62 21 660 50 71
E-Mail	export@adr-group.com
Homepage	www.adr-group.com
Contact person	Mr. Roni Kunto, Export Manager
Personnel	2000 (whole ADR Group)
Products	Filters for oil, fuel and air, radiators / coolers with cooling elements made of copper or aluminum
Customer groups	OEM, OES & after market
Exports	More than 60 countries covering.: Switzerland, Belgium, Netherland, France, Finland, UK, Italy, North America & South America, Australia, Asia, Africa

Selamat Sempurna is a successful OEM producer of filters for oil, fuel and air. The range of filters is very large. Nationally, the company is among the best qualified producers of this product line. In a second product branch, Sempurna produces coolers. One line is equipped with cooling elements of copper and brass. The new second line produces coolers with aluminum cooling elements and is 'today's status of technology'. Reference Customers in the filter branch are Donaldson and for coolers Toyota and General Motors. The company is ISO 9002 and QS 9000 certified.

LITHUANIA

Name	AB Kauno Ketaus Liejykla
Address	R. Kalantos g. 49 LT-3014 Kaunas
Phone	+370 37 35 12 60
Fax	+370-37 35 12 60
E-Mail	bagiruta@takas.lt
Homepage	n.a.
Contact person	Ruta Baginskiene, Marketing Manager
Personnel	500
Products	Designing drawing for pattern equipment and core boxes, manufacture of patterns, pre- and full machining, coating with prime and paint, casting weight from 0,5 till 1'200 kg
Customer groups	Industrial users, whole sale
Exports	Germany, Belgium, Netherlands, Italy, Finland, Sweden, etc.

KKL offers quality products at low cost for industrial machinery, the engineering sector and the automotive sector with discs and drums for cars. The castings range from grey casting to ductile cast iron. The company is ready to expand its product range and strengthens the focus on the automotive sector. ISO 9000 certification implementation is in process.

Company	K.G.G.I. Kestucio Greiciaus Gamybine Imone
Address	Ukmerges 50 a LT-5402 Siauliai
Phone	+370 1 437 428
Fax	+370 1 439 781
E-Mail	kggi@takas.lt
Homepage	www.omnitel.net/kggi
Contact person	Mrs. Violeta Girtaviciene, Export Manager
Personnel	30
Products	Production and sale of replacement brake pads, brake shoes for passenger cars and commercial vehicles
Customer groups	wholesale, trade, retailer
Exports	Czech Republic, Latvia, Moldavia, Russia, Estonia

KGGI enterprise - successfully produces different kinds of disc brake pads and brake shoes since 1988. The product range includes 120 different sizes of brake pads and brake shoes, which are designed for different cars and light commercial vehicles. The production capacity is 500'000 pieces p.a. Priority always has been given to quality in all company choices to ensure reliable and high quality products. Quality is checked according to R.90. So far the markets are the Baltic States, Russia and East Europe and the company is now prepared for the EU – market.

PERU

Company	FRENO S.A.
Address	Av. Bocanegra 149, PE-Callao 1
Phone	+51 1 484 05 84
Fax	+51 1 574 16 14
E-Mail	frenosa@frenosa.com.pe
Homepage	www.frenosa.com.
Contact person	Jaime Pinillos, Marketing and Sales Assistant Roxana Berger, Export Department Chief
Personnel	500
Products	Brake components, such as compressors, valves, brake master cylinders, drums, rotors, brake plates and friction materials.
Customer Group	Automotive sector, industrial users, whole sale
Exports	North America, Europe, South America, Australia

Freno SA was founded in 1957 as a friction material manufacturer. Since the late 60's, Freno is the leader in the Peruvian market and exports brake blocks to the international market. In the early 70's the company was the first Peruvian Company in the auto parts business to qualify for the ITINTEC Quality Control Seal. Freno supplies O.E. brake system parts for diverse assembly plants, such as VOLVO, CHRYSLER, DODGE and HILLMAN. Freno is a ISO 9002 certified company.

ROMANIA

Company	HIDROJET J.S. Co.
Address	18, Grivita Str. RO-2165 Breaza
Phone	+40 244 34 02 64
Fax	+40 244 34 07 19
E-Mail	hidrojet@excelnet.ro
Homepage	www.excelnet.ro/hidrojet
Contact person	Mrs. Marilena Florescu, Marketing Department
Personnel	1890
Products	injection components for diesel engines, hydraulic equipment like pumps and distributors, cast pieces for the automotive industry
Exports	Germany, Spain, Middle East, East Europe

Hydrojet became an independent company in 1990. It is a national leader in the production of injection components for diesel engines, as well as hydraulic equipment, such as pumps and distributors. The company is quite successful in exporting their goods to Europe and the Middle east. Hydrojet is certified ISO 9001 and is consistently modernizing its production facilities.

Company	S.C. Subansamble Auto S.A.
Address	Str. G. Cosbuc No. 59 RO-0300 Pitesti
Phone	+40 248 28 15 50
Fax	+40 248 28 01 67
E-Mail	gic@gic.ro
Homepage	www.gic.ro
Contact person	Mr. Silviu Badea, Marketing Manager
Personnel	765
Products	Plastics injection moulding, extruding thermo-forming, blow moulding
Exports	France, Germany, USA

Subansamble Auto S.A. Pitesti is a private company specialized in designing and manufacturing of injection mouldings, blow mouldings and thermo-formings for the automotive industry and house holding goods. The Quality System - which is ISO 9001 certified - as well as the skilled, young and enthusiast R&D Department is a warranty for the quality of the products developed. The company has constantly invested in modern equipment and special attention was dedicated to the R&D Department which has now CATIA and Euclid work stations and personal computers working in Autocad and PowerMill. Complete communication between the people of our R&D Department and our customers assure the quality and time response of our products and services. Customers such as Audi, BMW, Daewoo and Dacia are strong references for the projects accomplished by our experts - new design of the inside trims (dashboard, steering wheel, door panels) as well as outside trims (front and rear bumpers).

SLOVAC REPUBLIC

Company	Etop Trading a.s.
Address	Strezenicka 1023 SK-020 01 Puchov
Phone	+421 42 465 01 11
Fax	+421 42 463 18 63
E-Mail	etop@etop.sk
Homepage	www.etop.sk
Contact person	Mrs. Janka Hrasnova, Sales manager
Personnel	230
Products	trailers, parts – wheels, mudguards, hinges
Customer groups	automobile industry
Exports	Germany, Czech Republic, Poland, Hungary, Belgium, Switzerland etc.

This SME is a highly skilled engineering company which has also its own production facilities. An other major strength is the very high flexibility and the fast 'time to market'. The technology used is cold forming, pressing, welding, rubber production, combination of metal and rubber. The company is ISO 9002 and VDA 6.1 certified and it develops a certification according to ISO/TS 16949. A reference customer is for example Volkswagen/Audi.

SLOVAC REPUBLIC

Company	MOTOSAM a.s.
Address	ktp. M. Uhra 57/3 SK-907 16 Myjava
Phone	+421 34 621 60 76
Fax	+421 34 621 39 54
E-Mail	motosam@motosam.sk
Homepage	www.motosam.sk
Contact person	Mrs. Jana Pullova, Sales Manager
Personnel	140
Products	Automatic turned parts from brass, steel, stainless steel, aluminum with diameter from 3mm up to 50mm; using single- and multi spindle automates from TORNOS, SKODA, INDEX. The valves are for bicycle and motorcycle tyres, tube and tubeless car tyres, airplane tyres, truck tyres etc. Additional products are mounting tube and tubeless valves, valve cores; rubberising of valves; wheel disc nuts; propane-butane gas cylinder valves for 2kg, 10kg, 30kg bottle and connections; working forging parts of brass body valves on special purpose machines; surface treatment – zinc, yellow zinc, nickel.
Customer groups	Automotive, engineering, electrical engineering, telecommunication engineering, gas manufacture.
Exports	Germany, France, USA, Japan, Hungary, Croatia, Slovenia, Czech Republic, Poland, Russia, Ukraine, Africa, Austria etc.

MOTOSAM is focused in the production of auto-moto-velo products, such as valves in inner tubes for bicycles, motorcycles, cars and trucks, tractors, aircrafts and also the valves for tubeless types in this department. Other products are air pump hoses, extensions for inflation of tires and various spare parts. The products are certified and produced in accordance with international standards DIN and ETRTO. In addition nuts of wheels for various conveyances (cars and trucks, tractors, buses) are produced. MOTOSAM, a.s. disposes of single - and multi spindle automatic machines, semi-automatic lathes and turret lathes and single- purpose machines for chip machining. Further eccentric and hydraulic presses. The company has at its disposal also special pressing devices for production of rubber coated valves for motor vehicles.

SOUTH AFRICA

Company	Duys Component Manufacturers Ltd.
Address	1 Progress Road ZA-3610 New Germany
Phone	+27 31 705 85 01
Fax	+27 31 713 17 13
E-Mail	jan@duyscomp.co.za
Homepage	www.duyscomp.co.za
Contact person	Mr. Jan Visagie, General Manager
Personnel	218
Products	Tow bars, side steps, roll bars, spare wheel carriers, auxiliary fuel tanks, sump guards, tail light protectors for cars, jeeps and trucks / CNC pipe bending and forming, in stainless steel and mild steel; CNC laser cutting/shaping of stainless steel and mild steel plate; robotic welding; CNC bending and forming of steel plate.
Customer groups	Original equipment and after market supply to light (>1 ton), medium and heavy markets
Exports	UK, Australia, Africa

Duys Engineers is a diverse group, specializing in mechanical and structural engineering. Its automotive division produces various structural steel works such as bars, fuel tanks, protecting tins for cars, jeeps and trucks. The quality assurance system is excellent and ready for export markets. The company is situated in New Germany, 14 km from the seaport of Durban. It is ideally positioned to serve South Africa's major growth points.



Patronage:
Seco, State Secretariat for Economic Affairs, Bern

Stampfenbachstrasse 85
CH-8035 Zurich
www.sippo.ch

Phone: (+41) 1 365 52 00
Fax: (+41) 1 365 52 02
E-Mail: info@sippo.ch