

Outsourcing with International Partners!

**Selected companies from
Bulgaria, Estonia, Lithuania and Romania
present their
products at SWISSTECH 2002, Basel**



19.11. – 22. 11. 2002, Basel

Hall 2.1 K21

Patronage:

seco State Secretariat for Economic Affairs, Berne



Swiss Import Promotion Programme SIPPO

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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 third time, SIPPO is sponsoring a collective stand at SWISSTECH 2002 in Basel offering selected manufacturers a prime marketing platform.

BULGARIA

Company: **Biomashinostroene JSC**
Address: 160, Vasil Aprilov Blvd.
BG-4003 Plovdiv
Phone: +359 32 9516 03
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E-Mail: marketing@biomashin.com
Internet: www.biomashin.com
Contact Person: Angel Dzhumerov, Executive Director
Gergana Dzhumerova, Marketing Dept.
Languages: English, German, Italian
Personnel: 170
Production Area: Manufacture of machines and equipment for the
food-processing, canning, cosmetics and
pharmacy industries
Customer Groups: wineries, milk-processing factories, canning
industry
Exports: Switzerland, Italy, Greece, Russia, Ukraine,
Germany, Holland

Biomashinostroene is specialized in the manufacture of machines and equipment for the food, wine, tobacco and chemical industry as well as for cosmetics; accordingly all tanks and containers are made from stainless steel. There are all necessary welding certifications. The main works are done according to customer specifications. The company serves to a large portion as a subcontracting company. The technical equipment is delivered from leading European companies. The materials and completing equipment is imported and suits the international standards. Major reference customers are Kraft Jacobs Suchard, Danone and Delta among others. ISO 9000 standards are fulfilled.

BULGARIA

Company:	Opticoelectron Group
Address:	P.O.Box 1 BG-4500 Panagyurishte
Phone:	+359 2 980 30 04 / +359 357 22 54
Fax:	+359 357 41 15
E-Mail:	oe@techno-link.com
Internet:	www.opticoel.com
Contact Person:	Nikodim Kazandzhiev, Deputy Exec. Director Marin Filin, Sales Manager
Languages:	English, German
Personnel:	180
Production Area:	Design of optical components and systems with optical, optico-electronic, optico-mechanical, laser, thermovision components, devices and systems. Design of tools, casting of Al, machining and device assembling. The manufacturing is done in our factories Opticoelectron and Plant for Optics.
Customer Groups:	Industrial companies and suppliers on catalogue
Exports:	Germany, France, Switzerland, England and other countries of the EU.

Opticoelectron Group was established in 1971 and consists of four plants and one Technological Institute. The production specialization of the plants and the company's technological capacity result in a 'closed cycle' of manufacturing. At present, Opticoelectron is the biggest producer in Bulgaria of optico-mechanical and optico-electronic day - and night vision devices and – systems, designed for a wide range of purposes. In the last few years, the major export products were flat and spherical optical parts as well as plastic products. Another important sector of production activities is the design of tools, casting of Al with a capacity of up to 3 t per shift, as well as machining and device assembling. The product list of Opticoelectron includes apart from their own developments also products manufactured on licenses. The major customers of Opticoelectron are from West-European countries such as Germany, France, England, Switzerland and Netherlands. The company is ISO 9000 certified.

BULGARIA

Company:	Torgoterm Ltd.
Address:	1 „Ovoshtarska“ Str. BG-2500 Kjustendil
Phone:	+359 78 28 195
Fax:	+359 78 50 943
E-Mail:	torgoterm.ltd@infotel.bg
Contact Person:	Mihail Abadzhiev, executiv director Valentin Aleksov, machine programmer
Languages:	English, German
Personnel:	140
Production Area:	Metal processing of sheet metal and welding. Professional kitchen equipment – heated, refrigerated and neutral models.
Customer Groups:	Metal working details, parts and /semi/ finished products – customers that are dealing with such metal products and parts or use them in their production. Professional kitchen equipment for hotels, restaurants, canteens, bars, supermarkets, fast- food etc.
Exports:	Germany, France, Switzerland, Holland, Italy

Torgoterm was founded in 1965 and is the sole general producer in Bulgaria of professional kitchen equipment for catering establishments: restaurants, bars, canteens, fast-foods, supermarkets, etc. The company's production has two basic directions: kitchen production and metal items. The design and production of professional kitchen equipment include a wide choice of

- heating units (electric and gas)
- stoves, grills, deep-fat fryers, contact grills, hotplates, ovens, heated cupboards, sandwich carts, etc.
- refrigerated units – refrigerated cabinets and cupboards, refrigerated mobile display cases, etc.
- neutral units - tables, sinks, cupboards, shelf units, exhausters, trolleys, etc.
- Production of different metal items: tables, stands, racks, shelf units, details, stakes, stands, euro stands, columns etc.

BULGARIA

Company: **ZGPU AD**
Address: 20, Luben Karavelov str. P.O.Box 16
BG-5300 Gabrovo
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Fax: +359 66 25 260
E-Mail: zgpu@globcom.net
Internet: www.geocities.com/zgpubg
Contact Person: Dimitar Vasilev, General Manager
Perunika Skrezheva, Marketing Manager
Languages: German, English
Personnel: 100
Production Area: Development, production, service and selling of
incremental rotation transducers, plotters, auto-
mation technology, vibration transport devices,
mechanical treatment of precise parts and knots
Customer Groups: Mechanical engineering, electro-technology,
electronics, automation
Exports: Switzerland, Germany, Russia, Turkey,
Yugoslavia

ZGPU is a private joint stock company established in 1981. It specializes in production of optical incremental encoders, used as measurement devices, devices for automation of technological lines and processes as well as in CNC machines. ZGPU produces also drawing and cutting plotters. Another important production sector is the producing of a compact high frequency power systems for induction melting of gold and non-ferrous metals, terminal access controllers, vibration linear conveyors and vibration feeding devices. Approximately 65% of the whole production is exported, mostly to Germany and partly to Switzerland. In 2001 ZGPU was ISO 9001 certified.

LATVIA

Company: **SIA Ripo-1**
Address: Lilastes str. 3
LV-1064 Riga
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E-Mail: ripo-1@tl.lv
Contact Person: Jazeps Dzenis, Director
Languages: English
Personnel: 30
Production Area: Designing and production of injection moulds
Customer Groups: Electrotechnical industry, medical industry, car
production and other sectors.
Exports: Germany, Denmark, Sweden, Norway

RIPO has become a modern manufacturing facility with highly qualified specialists who operate modern machine tools. The software used for CAD/CAM is Unigraphics. The moulds are for rubber, non ferrous metals and various types of plastic. The standards mainly used are HASCO and DME. The ISO 9000 certification is in progress.

LITHUANIA

Company:	Plamega JSC
Address:	Pramones 15 LT-5419 Siauliai
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E-Mail:	plamega@splus.lt
Homepage:	www.plamega.lt
Contact Person:	Antanas Danilavicius, General Manager Arturas Valma, Technical Manager
Languages:	English, German
Personnel:	170
Production Area:	Specialized in injection moulding of plastics and in making articles from sheet metal. - Manufacturing of articles and constructions from black steel and stainless steel sheets, tubes, wire in ways of punching, bending, welding, then it is covered galvanic or is painted. Thickness of steel processed is 0,2-8mm. These are various completing and fastening parts for furniture, electronics, machinery production and building industries. We also make punches and moulds and assemble goods for leisure and camping.
Customer Groups:	Furniture, building, electronics, machines and equipment industry.
Exports:	Sweden, Germany, Denmark, Holland, Russia

Plamega's activity and production is the moulding of plastics, aluminum, rubber and the making of articles from metal. The subunit of metal articles manufactures items and constructions from sheet steel, tubes, wire in the ways of punching, bending, welding which get galvanic surface treatment or painted. Assembly works are also carried out. The parts from aluminium and its alloys are casted: by pressing up to 1,0 kg, into metal moulds up to 0,5 kg. The company is located in a good geographical position near the Baltic Sea and airports, railway junction and the international highway „Via-Baltica“.

LITHUANIA

Company:	Stigma JSC
Address:	30 B J. Janonio St. LT-5319 Panevezys
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E-Mail:	stigmad@takas.lt
Homepage:	www.tradeport.lt/sites/stigma
Contact Person:	Alfredas Zigmantas, General Director Edita Ryliskyte, Manager
Languages:	German, English
Personnel:	78
Production Area:	Production of plastic items from various materials using injection thermo-moulding machines. Production of rubber items using injection-moulding machines. Assembly of various plastic products using metal, rubber parts.
Customer Groups:	Military and automotive industries
Exports:	Sweden, Russia

Stigma is a private company, financially strong and with a staff of qualified professional specialists. Presently, one branch of the company is situated in Niznij Novgorod, Russian Federation, where the production of plastic components for automotive industry is organized. The company's advantages of competitive abilities are dynamic and operative management, constant realization of modern technologies, progressive planning and production methods, sheltering of employees, successful implement of client demands. The intentions of Stigma are to expand the production of plastic and rubber items. The company is ISO 9002 certified for manufacturing of different plastic items, trade in vehicles and their spare parts.

ROMANIA

Company:	SC Aerofina SA
Address:	5, Fabrica de Glucoza str. RO-72322 Bucharest
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E-Mail:	serv@aerofina.ro
Homepage:	www.aerofina.ro
Contact Person:	Valeriu Zbarciog, Commercial Manager Marius Petrescu, Import Export Manager
Languages:	English
Personnel:	440
Production Area:	Research, development, production of apparatus and industrial equipments in the following domains: civil and military aviation, armament and fighting technique, medical technique, motor vehicles, railways and carriages, electronics and electrotechnics. Development and manufacturing of tool and checking devices, mould, test benches and testing equipment. Plastic injection and aluminum alloys pressure casting. Thermal treatments, electrochemical surface coating, painting.
Customer Groups:	Metal working and processing, devices and machine components, industrial installation and tools
Exports:	Great Britain, France, Italy, Jordan etc.

Aerofina was founded in 1980. Based on 22 years of experience in the field of avionics and turned towards future technological advances, S.C. AEROFINA S.A has dedicated most of its innovative efforts to the design, development, fabrication and testing of control systems, associated test equipment and ground support equipment. Incorporating high technologies and constantly improving both quality and product support, S.C. AEROFINA S.A. has made endeavors to the constant evolution of its products. Committed to a policy of building and maintaining a complete in-house capability, the company has a potential for full scale test programs on electrical, electro-mechanical and electronic systems. A wide range of products offered by Aerofina is manufactured out of aluminum profiles painted in electrostatic field. The production of thermo insulating windows of TREMCO - France technology cover a wide palette of colours: parasol gray, parasol bronze, colourless. Aerofina is certified according ISO 9001.

ROMANIA

Company: **SC IVAR PRO SA - Group**
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Homepage: www.lvar.ro
Contact Person: Anca Seche, Manager promotion
Lacramioara Popeia, Commercial Manager
Languages: English, French
Production Area: turned and wrought items, punched items; plastic
injected items metallic confections
Customer Groups: Auto industry, mass consumption goods industry,
agricultural producers.
Exports: Germany, France, Austria, Italy, Canada, Holland,
Egypt, Syria, Iran

IVAR PRO S.A. Group was founded in 1997 as a holding company with entire private capital, the head quarter being located in Brasov, Romania.

The entire IVAR group consists of 6 Romanian companies, producers of a wide palette of products in the subcontracting sector such as punched items, plastic injected items, metallic confections etc.: Omnitec S.A., Metaloplast SA, Forma S.A., FSR S.A., Cartoxal LTD, ROLL-ING S.A.

IVAR PRO SA - Group runs the administration for the owned companies - business consulting and management; foreign trade and promotion activities as well as leasing for agricultural machinery and equipment; At the same time IVAR Group represents the only distribution centre for the entire group, having in Romania it's own network.

About 80% of incomes of the whole group derive from export activities on foreign markets such as: France, Germany, Austria, England, Hungary, USA, Argentina, Egypt, Iran, Syria; Some of the main clients of the Ivar Group are: Siemens, Finhal, Jouanel, Renault, Audi, Daewoo, Electrolux Romania, Kraft Jacobs Suchard Romania, Gillete Romania, Unilever Romania, Colgate Romania.

All companies of the IVAR Group are certified according ISO 9001.



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