



# Manufacturing Journal

magazine



**35 years on the automotive market**  
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**Looking to the future - creating the present**  
page 15



**SPLAT: Choose health**  
page 10



# Manufacturing Journal magazine

*Covers all industries  
of International business*

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Dear Readers!

**S**PLAT products are made from the best components of the world's leading manufacturers at its own modern eco-factory located in the ecologically clean area of Valday. Company has 16.9 % of Russian market according to AC Nielsen for November-December 2016 in the category of toothpastes (in monetary terms). What is the company's secret of success – read further in the article ... Full interview on page 10.

Pharmstandard is one of the leaders in the pharmaceutical industry in Russia. The Group is developing and producing modern, high-quality and affordable medical products. Today, the most well-known medicines manufactured by Pharmstandard Group are Arbidol®, Complivit®, Pentalgin®, Flucostat®, Phosphogliv®, Amiksin®, Afobazol®, Kombilipen®, Octolipen®. In total, Pharmstandard Group produces more than 300 types of medicines, including products for the treatment of cardiovascular diseases, diabetes, growth hormone deficiency, gastroenterological, neurological, infectious diseases, metabolic disorders, cancer and other diseases. Collective production facilities of the Pharmstandard Group allow to produce more than 1 billion packages ... Read full story on page 15.

Águeda, a small town in the former portuguese region of Beira Litoral (Aveiro district), known among tourists and Portugal fans for its picturesque summer decoration of the upside down hanging umbrellas, has much more to offer, though. For years already – this small corner of Portugal has been also a region of growing economic importance. In an interview for the Manufacturing Journal the Sales Manager of the company -Miguel Silva gave us a closer look at the successful enterprise of PECOL AUTOMOTIVE S.A. - a significant partner for many internationally active companies ... Read their success story on page 27.

Sanden Manufacturing Poland is the leading air conditioning compressors manufacturer of the Sanden Group. Its motto, "delivering excellence", has been both the goal and the guiding principle of the company on its road to success. The following article is based on an interview with Junichi Tanabe (Chairman of the Board), Andrzej Michalski (Plant Manager) and Michał Romanowski (HR Director) ... Full report on page 31.

Enjoy the magazine!

Editor:



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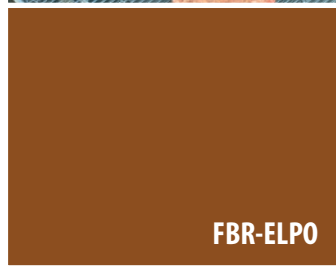
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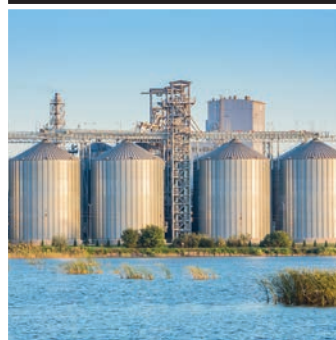
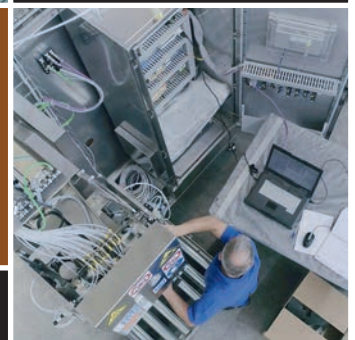
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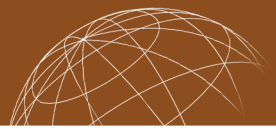


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## Packaging material a key issue for the climate



Switching material from plastic to paperboard can reduce a packaging's climate impact by 99 per cent. For people who influence the choice of packaging material, this single choice can make the biggest climate impact during a product manager or designer's entire professional career. That's the conclusion of a study done by IVL Swedish Environmental Research Institute for Iggesund Paperboard.

The starting point was to study some of the commonest packaging types and compare the differences in climate impact depending on the choice of packaging material.

"There are tables giving carbon dioxide emissions per kilo of material, but when you compare real examples of packaging, you realise the great importance of the choice of material," comments Johan Granås, Sustainability Director at Iggesund Paperboard.

"Plastic is a fantastic material for many applications and we use it ourselves when producing paperboard for food packaging that needs a thin plastic barrier to protect its contents," he adds. "But we believe that decision makers in the packaging industry must know about the effects of their choice of material."

Packaging light bulbs in plastic or paperboard respectively is the most extreme example in the survey. By switching from plastic to paperboard, it is possible to reduce the climate impact of the

packaging by 99 per cent. In the example that was most favourable for plastic, a paperboard carton containing 500 grams of pasta was compared with the corresponding amount of pasta packed in a thin plastic bag. The conclusion was that the plastic bag has a 3.25 times larger climate impact than the paperboard carton. This is despite the fact that the bag only weighs one-sixth as much as the carton and has significantly worse protective and stacking properties.

"There are masses of packagings that cannot be made in anything other than plastic today," Johan Granås emphasises. "But there are also packagings that are made of plastic where it is easy to switch material without losing function at all – and it is logical to start there if we want to reduce packaging's climate impact."

For the paperboard packagings used in the study, climate data for Iggesund's paperboard Invercote was used. For the plastic materials, IVL drew on data from the databases used for doing life-cycle analyses. None of the paperboard packagings used in the study is made of material from Iggesund Paperboard.

"This is a study that shows the climate impact of different types of packaging. The mandate to IVL was to be general. Neither they nor we know the climate data for each individual packaging. However, based on the recognised environmental databases, this definitely indicates the great importance of the choice of material," Granås concludes.

IVL Swedish Environmental Research Institute was jointly founded in 1966 by the Swedish government and industry to do research into industry's air and water management issues. Today IVL is an environmental institute that focuses on the interplay between environmental, economic and social perspectives.

**More info:** [www.iggesund.com](http://www.iggesund.com)

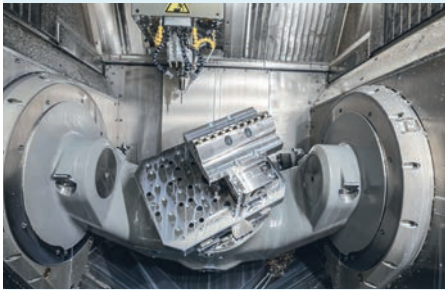
## Hermle machining centre C 22 UP with pallet changer in tool making

With its standardisation strategy and the C 22 UP machining centre from Hermle, the tool and mould making division of the WMF Group has managed to streamline die and tool production processes, thereby creating the scope for services for external customers. Today, the WMF Group, which was founded in 1853 as Metallwarenfabrik Straub & Schweizer and has been part of the French SEB Group since 2016, represents the best in cooking, drinking and dining. More than 2,200 employees at the Geislingen headquarters and the nearby Hayingen plant alone are engaged in the development and production of high-quality cookware and cooking knives. Many of these products are still manufactured through the primary and secondary forming of sheet metal blanks. The WMF Group manufactures most of the required tools in-house at its own tool shop in Geislingen. "For about 30 different knife models alone, we use between 100 and 150 die tools, each consisting of an upper and a lower tool made of hardened hot-forming steel," explains Hans Brühl, Part Production and Tooling Technician at WMF. To guarantee consistent high product quality, the mould makers have to rework the tools after roughly 3,000 strokes. This involves precisely milling and removing approximately 0.5 mm of material, a process that is possible up to fifteen times with the dies. "In the past, we performed all these milling and finishing operations on an HSC milling machine. However, this machine could only accommodate two dies at a time, which then had to be processed successively and in several time-consuming setups. As knife





production in Hayingen increased, more dies were obviously needed and this led to capacity shortages," says Brühl when explaining the situation at the time.



#### **Demands: Best surfaces in the shortest time**

An evaluation process, which included a series of tests to assess contour accuracy, precision and surface quality and to determine whether the specification of significantly reducing machining time for refinishing had been accomplished, saw the 5-axis machining centre C 22 UP from Hermle come out on top. A machining process developed together with Hermle led to some extraordinary results: Not only was the desired reproducibility of contour accuracy and surface quality achieved, the machining time was also reduced considerably. Thanks to the equipment of the C 22 UP machining centre, featuring an 11-fold PW 150 pallet changer, it is now also possible to rework the dies automatically, in other words during the night and at weekends. This means additional capacity is now available for processing internal and external orders.

#### **Proven: Twice as fast**

The fact that the WMF Group's tool and mould making division was able to achieve new levels of productivity is due, on the one hand, to standardisation of the dies. On the other hand, a self-developed pallet and workpiece clamping system with 4-fold bolting directly to the pallet and the automation provided by the PW 150 pallet changer have allowed machining to become significantly more efficient. Axel Spadinger, Head of Tool Engineering & Making at WMF Group GmbH, says in summary: "We were able to reduce the machining time by 50 percent and more when refinishing the dies.

**More info:** [www.hermle.de](http://www.hermle.de)

## Digital microscopes replace traditional magnification tools in quality control

Using a digital microscope instead of traditional magnification tools to repair and/or rework defective boards will improve the operator's user experience and pave the way for more efficient quality control thanks to the bigger working area and real time image display.

Once a printed circuit board has been identified as faulty during quality control, repairing and reworking will most likely include hand soldering. However, due to the miniaturization of components in, e.g. smart phones and tablets, traditional tools such as magnification lamps and optical microscopes become insufficient or inexpedient.

#### **Digital microscopes replace traditional magnification tools**

Today, higher magnification levels than previously are needed when hand soldering ICs and capacitors due to the increasingly smaller components. However, many operators find that magnifying lamps are no longer able to provide the required magnification levels. Moreover, optical microscopes, usually considered the alternative to magnifying lamps, have a small field of view, creating a limited working area and

thus making it difficult for the operator to work under. A digital microscope will also improve cooperation between colleagues by looking at a shared monitor.

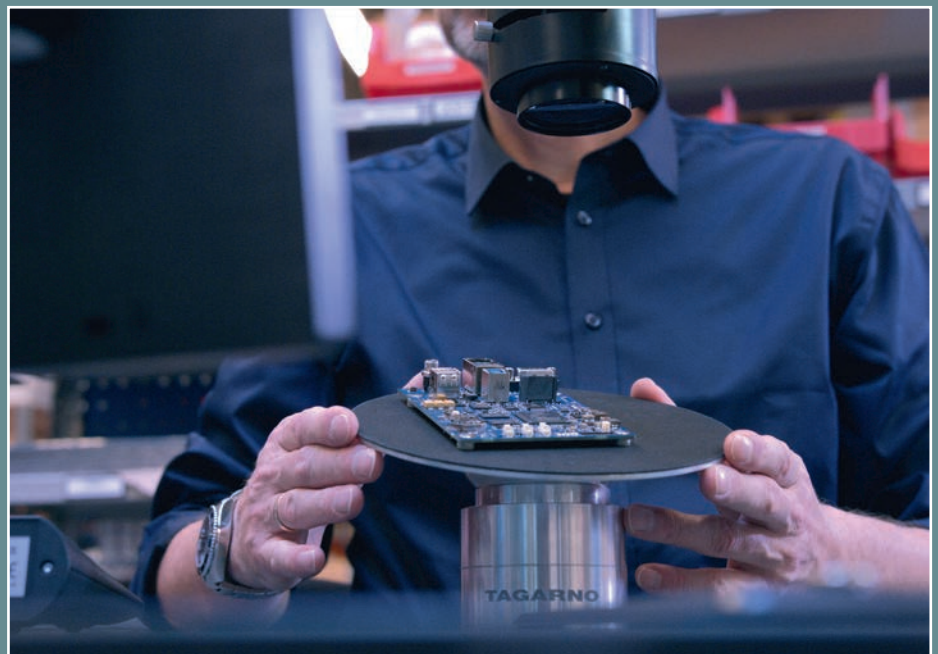
#### **Repair and rework in real time**

Using a digital microscope to repair and rework defective boards will not only provide high magnification levels and increase usability, making quality control easier for the operator and thus enabling them to work more efficiently. A digital microscope will also display a live image of what happens beneath the camera with no delay, eliminating moments of irritation and improving the quality control working conditions.

#### **Improved ergonomics and hand-eye coordination**

With a digital microscope, the user can see the magnified object on a monitor, alleviating the operators of unnecessary neck pains and headaches as they are no longer bending their necks to look through an ocular or magnifying lamp. Cases show that the elimination of straining work postures leads to less sick leave and staff infirmities.

**More info:** [www.tagarno.com](http://www.tagarno.com)



## SSAB successfully delivers steel plates to Kocurek Excavators for 35 years

For over three decades, steel company SSAB has delivered steel plates to UK-based Kocurek Excavators, the industry leaders in the manufacture of demolition equipment, and My Inner Strenx members. SSAB helps family business Kocurek Excavators in Ipswich, England to constantly push the boundaries on behalf of their worldwide-customers. The extreme forces needed when tearing down buildings with demolition equipment up to 70 meters high is supported by SSAB's Strenx performance steel to help them stand the test of time. "We have never received a faulty steel plate from SSAB," David Kocurek, founder and Owner Director of Kocurek Excavators. Kocurek has been using SSAB's steel in their products for over three decades and finds that the material has several benefits, most significantly, the material's ease to work with. "The key benefit for our company is that we can achieve the high technical results required from the product while welding under normal conditions. I think that is the most important thing for me," David Kocurek comments. Another benefit has been that SSAB's plate products are

delivered blasted and primed, without any scale or rust on them. "With the primer, we have been able to weld straight on to the plates without any prior cleaning. This is an added benefit with SSAB's plates. It has saved us a lot of time over the years." The demolition excavators' arms have a length of up to 70 meters. They need to be able to withstand extreme forces as they tear buildings down piece by piece. The use of Strenx performance steel provides the required strength and helps in saving weight. "We are always pushing the limits of what we are achieving with the excavators. We need to make the arms as high as possible, as our customers constantly want to go higher. That is why it is so important that the steel has good fatigue resistance. So, we try to save weight by using a thinner material. Naturally we need to maintain strength, so we select SSAB's Strenx 700 steel to maintain the strength while reducing the thickness of the plate," David Kocurek continues.

**More info:** [www.ssab.com](http://www.ssab.com)

## Walki's upgraded production unit boosts safety and efficiency



Preventing mistakes or defects in manufactured products and avoiding problems when delivering solutions or services to customers are natural concerns to EMS providers. Digital microscopes integrated as part of the Quality Assurance in production and R&D departments can often play an important role to clear these concerns. When inspecting bare solder boards, connectors or other components, digital microscopes allows the operator to zoom in on the product to either proof quality or to detect mistakes and defects and thereby change the production setup, preventing errors to continue. By adding digital documentation possibilities, the user is also able to provide sufficient documentation material to customers and own documentation process. Furthermore, adding measurement and verification apps to the digital microscope enables the operator to further improve and ensure quality by measuring and validating the product. Quality Assurance using a digital microscope could also be used by R&D engineers who need to inspect a prototype of a board manually, since there is currently no procedure to inspect it automatically. This process is also called First Article Inspection (FAI) and is crucial to prevent quality issues later on when the product hits production and thereby the damage is far less comprehensive.

**More info:** [www.tagarno.com](http://www.tagarno.com)





From a traditional shelving system to an acclaimed storage system



Rimaster is a leading company in the development and manufacture of cable harnesses, electrical cabinets, electronics, cabs and mechanical systems for special vehicles and industrial systems. Rimaster never compromises on the quality of its products and, when it decided to invest in a more efficient storage system, it got in touch with another supplier that puts quality first: Weland Solutions.

**A smart, customised storage system**

Weland Solutions calculated how much space, time and labour Rimaster would save by choosing the right products. The figures spoke for themselves. Rimaster ordered an end-to-end system comprising three Compact Twin 3660 vertical storage lifts, extra load trays, the WMS system Compact Store including Compact Talk, Picking Display and LED Strip. Weland Solutions recommended combining this with a Put to Light system, which has become an increasingly

popular solution for further improving picking operations and storage management.

**An excellent start and a promising future**

Rimaster had its new storage system installed in September 2017. It is too early yet to talk about results, but there is a huge difference. Rimaster is more than satisfied with its new automated storage management system.

**About the Company**

Weland Solutions AB is a leading provider of solutions for warehouse management and logistics. We deliver customized and optimized lifts and warehouse inventory. Our range of warehouse inventory includes pallet racks, cantilever racks, pull-out units and sigma beams. With the right products at the right place, it's easy to streamline the entire production

**More info:** [www.welandsolutions.se](http://www.welandsolutions.se)

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[www.plastpackasia.com.pk](http://www.plastpackasia.com.pk)

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[www.lng2019.com](http://www.lng2019.com)

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Italy

[www.tuttofood.it](http://www.tuttofood.it)



## Overview

The Bulgars, a Central Asian Turkic tribe, merged with the local Slavic inhabitants in the late 7th century to form the first Bulgarian state. In succeeding centuries, Bulgaria struggled with the Byzantine Empire to assert its place in the Balkans, but by the end of the 14th century the country was overrun by the Ottoman Turks. Northern Bulgaria attained autonomy in 1878 and all of Bulgaria became independent from the Ottoman Empire in 1908. Having fought on the losing side in both World Wars, Bulgaria fell within the Soviet sphere of influence and became a People's Republic in 1946. Communist domination ended in 1990, when Bulgaria held its first multiparty

election since World War II and began the contentious process of moving toward political democracy and a market economy while combating inflation, unemployment, corruption, and crime. The country joined NATO in 2004 and the EU in 2007.

## Economy

Bulgaria, a former communist country that entered the EU in 2007, has an open economy that historically has demonstrated strong growth, but its per-capita income remains the lowest among EU members and its reliance on energy imports and foreign demand for its exports makes its growth sensitive to external market conditions. The government un-

dertook significant structural economic reforms in the 1990s to move the economy from a centralized, planned economy to a more liberal, market-driven economy. These reforms included privatization of state-owned enterprises, liberalization of trade, and strengthening of the tax system - changes that initially caused some economic hardships but later helped to attract investment, spur growth, and make gradual improvements to living conditions. From 2000 through 2008, Bulgaria maintained robust, average annual real GDP growth in excess of 6%, which was followed by a deep recession in 2009 as the financial crisis caused domestic demand, exports, capital inflows and industrial production

Sofia, Capital city of Bulgaria





to contract, prompting the government to rein in spending. Real GDP growth remained slow - less than 2% annually - until 2015, when demand from EU countries for Bulgarian exports, plus an inflow of EU development funds, boosted growth to more than 3%. In recent years, strong domestic demand combined with low international energy prices have contributed to Bulgaria's economic growth approaching 4% and have also helped to ease inflation. Bulgaria's prudent public financial management contributed to budget surpluses both in 2016 and 2017. Bulgaria is heavily reliant on energy imports from Russia, a potential vulnerability, and is a participant in EU-backed efforts to diversify regional natural gas supplies. In late 2016, the Bulgarian Government provided funding to Bulgaria's National Electric Company to cover the \$695 million compensation owed to Russian nuclear equipment manufacturer Atomstroyexport for the cancellation of the Belene Nuclear Power Plant project, which the Bulgarian Government terminated in 2012. As of early 2018, the government was floating the possibility of resurrecting the Belene project. The natural gas market, dominated by state-owned Bulgargaz, is also almost entirely supplied by Russia. Infrastructure projects such as the Inter-Connector Greece-Bulgaria and Inter-Connector Bulgaria-Serbia, which would enable Bulgaria to have



The Pirin range west of Bansko ski resort

access to non-Russian gas, have either stalled or made limited progress. In 2016, the Bulgarian Government established the State eGovernment Agency. This new agency is responsible for the electronic governance, coordinating national policies with the EU, and strengthening cybersecurity. Despite a favorable investment regime, including low, flat corporate income taxes, significant challenges remain. Corruption in public administration, a weak judiciary, low productivity, lack of transparency in public procurements, and the presence

of organized crime continue to hamper the country's investment climate and economic prospects.

### Infrastructure

Telephone services are widely available, and a central digital trunk line connects most regions. Vivacom (BTC) serves more than 90% of fixed lines and is one of the three operators providing mobile services, along with A1 and Telenor. Internet penetration stood at 61.9% of the population aged 16-74, in 2017. Bulgaria's strategic geographic location and well-developed energy sector make it a key European energy centre despite its lack of significant fossil fuel deposits. Thermal power plants generate 48.9% of electricity, followed by nuclear power from the Kozloduy reactors (34.8%) and renewable sources (16.3%). Equipment for a second nuclear power station at Belene has been acquired, but the fate of the project remains uncertain. Installed capacity amounts to 12,668 MW, allowing Bulgaria to exceed domestic demand and export energy. The national road network has a total length of 19,512 kilometres, of which 19,235 kilometres are paved. Railroads are a major mode of freight transportation, although highways carry a progressively larger share of freight. Bulgaria has 6,238 kilometres of railway track and currently a total of 81 kilometres of high-speed lines are in operation.

Golden Sands resort in Bulgaria





## SPLAT: Choose health



General Director  
Evgeny Demin

**S**PLAT products are made from the best components of the world's leading manufacturers at its own modern eco-factory located in the ecologically clean area of Valday. Company has 16.9 % of Russian market according to AC Nielsen for November-December 2016 in the category of toothpastes (in monetary terms). What is the company's secret of success – read further in the article.

### SPLAT today

SPLAT is the leading developer and manufacturer of professional solutions in the categories of oral care, household eco products and children's cosmetics in Russia. For the past two years, the company has entered new markets, now SPLAT products are available in more than 70 countries around the world. Its representative offices in China and Turkey are actively increasing their presence in all sales channels. The company is also actively developing the base of importers (distributors) in two macro-regions: Southeast Asia and MENA (Middle East North Africa). SPLAT's range of products has expanded due to new items and categories – company has released several new products for the care of sensitive teeth (SPLAT Sensitive Ultra and SPLAT Sensitive White toothpastes), a new

Black Lotus bleaching black paste, completely renewed the series of children's oral care products - now it has pastes for any age from 0 years. The best-selling products company processes with the consideration of new technologies and the emergence of new, more efficient and modern components. So, in 2018 we are completing a complete update of the most popular SPLAT Special series. The black and gold colors, with chili and ginger, etc., which have been used by many customers throughout the world, will come out in new, more attractive packages, as well as with updated formulas - without parabens, SLS, PEG, saccharin, and also without artificial colors. SPLAT also conducted several successful charity projects, whose goal was to show that helping others is easy - just like brushing your teeth. They were flash





## CARDBOARD PACKAGING

## INSTRUCTIONS

## SELF-ADHESIVE LABELS

## TUBE LAMINATE PRINTING



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RUSSIA



mobs in social networks to which anyone could join. Company's actions were supported by celebrities, sportsmen and businessmen. And as a result, more than 1 600 000 rubles were collected, which were sent to funds to help children with serious illnesses. Now SPLAT is carrying another flashmob, the funds from which will be directed to the charity competitions of the Winners' Games.

### **New products and facilities**

In 2010, SPLAT completely transferred its production to the new Organic Pharmaceuticals factory located in Okulovka, Novgorod Region. The new production is organized according to the principle of environmental consciousness and corresponds to the highest international standards of the quality management system, which is confirmed by the certificates ISO 14001, ISO 9001 and GMP Cosmetics. The main rule is: maximum cleaning of incoming raw materials (air and water, compliance with sanitary and hygienic standards in the work of employees, etc.), minimization and utilization of waste. Today, the factory produces more than 200 products, among which, in addition to innovative oral care products for children and adults, an ecological line of BioMio for home care,

natural cosmetics with organic ingredients for babies and moms LALLUM Baby and a series of natural remedies for hair care HEYA. All products include unique components of the world's best manufacturers, they are safe and recommended for daily use.

### **Excellent production technologies**

To save energy, all rooms are equipped with LED lighting, and heat recovery is used in ventilation systems. As men-

tioned above, an environmental management system has been built in accordance with the ISO 14001 standard, which allows managing environmental risks (minimizing all negative environmental impacts). Also, the factory installed a multi-stage system for cleaning air emissions and 3 water purification systems - storm, industrial and domestic. To produce toothpaste, Organic Pharmaceuticals uses the most modern reactors with a unique triple mixing sys-

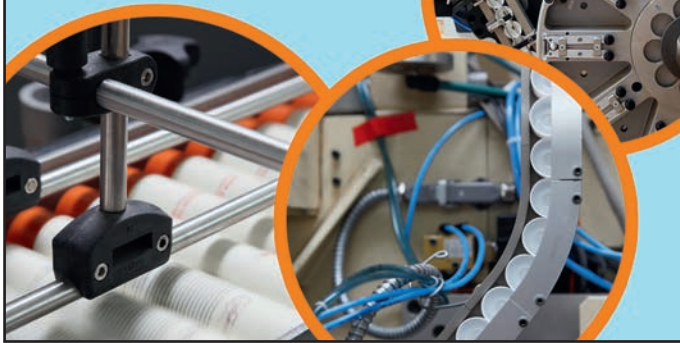




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Founded in 1999, and for many years the leading supplier of tube packaging to the CIS market, LEANGROUP has developed specialist skills and technology to produce and supply more than 30 million tubes per month to the toothpaste, cosmetic and food industries. Having two plants in the CIS region, the company plans to expand to the European market with a potential growth in sales. The quality management standards referred to are ISO, BRC (food-level safety and quality) and the production process has a three-stage quality control system. The company can offer "one-stop-shop" for several packaging types under one roof and produced in one technology to prove the quality and same identity through several products.

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# Manufacturing Journal

magazine

# IWK

an **ATS** company



VERPACKUNGS-  
MASCHINEN  
GEWINNER  
2017



[www.iwk.de](http://www.iwk.de)

**IWK Verpackungstechnik GmbH**, headquartered in Stutensee, a company of the ATS Group with around 3,500 employees worldwide at 23 international locations, is one of the world's leading manufacturers of packaging machines. Sophisticated packaging solutions for the pharmaceutical and cosmetics industry are developed and built here. Our tube fillers and cartoners are used by customers worldwide. Permanent innovation, high reliability and strict quality awareness have strengthened our leading international market position.

We allow to save  
our Customer's  
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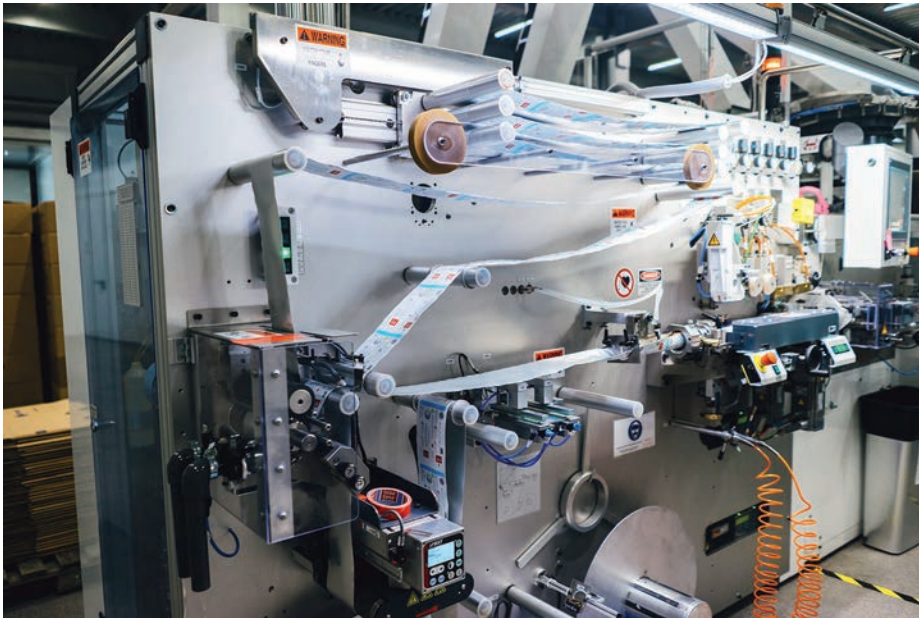
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tem to achieve excellent homogenization. The microclimate control system of production and warehouses allows maintaining the necessary humidity and temperature. The accredited microbiological laboratory carries out all necessary spectrum of microbiological studies of incoming raw materials, internal production environment and finished products.

### From Russia with SPLAT

The main capital and development resource of SPLAT is their team of professionals. In total, the company employs more than 1,000 people. Of these, more than 100 are in the Moscow office, 400 are in production, and the rest are regional employees and colleagues from other countries. Company continues to improve its efficiency and professionalism - strengthen the team with competent and responsible people, provide opportunities for training and development of employees. Secondly, SPLAT annually expands its assortment by launching new categories and expanding existing lines. Thirdly, this is an international development - SPLAT products are already represented in more than 70 countries of the world and company plans to continue to increase



exports, enter new markets and expand the range in those countries where it is already present. For example, the share of export sales is now 23%. The main volume falls on the CIS countries, but also company's products can be found in Germany, Great Britain, France, Spain, Turkey, China, etc. In 2015 the company carried out the first delivery to the Middle East, and today, buyers can find their favorite pasta SPLAT in 15 countries of the region. Company's trading teams in Europe, Turkey and China are engaged in expanding the "coverage zone", trying to better understand what the "consumer" wants in these countries, building loyal relations with retail partners. SPLAT is preparing to work actively in new markets - Scandinavian countries, Southeast Asia, Africa, Latin America. These markets, as you know, can not be called stable, but company is not afraid of serious challenges.

### Mission, vision and values

SPLAT's mission is to help people to be healthy, beautiful and successful. Our values are to be real, open and honest. All products of SPLAT help people to be healthy, confident and happy. Naturalness in everything - company's life position. To be creative, inquisitive, passionate: manufacturing of unique products - company's favorite task. Be responsible, persistent and result-oriented, loving your business and being the best in it. Company develops, improves and opens up to some new things. In the center of creating the products are 4 principles: idea, quality, environmental friendliness and result. Therefore, the value of any product under the SPLAT

brand is always higher than its price, that is, the customer receives an excellent innovative product of really high quality at an affordable price.

### Company's pride

Customers. SPLAT produces a product for active, ambitious, inquisitive, open to everything new customers. And there are more and more of them: already more than 10 million families choose SPLAT products and know that the value of these products is much higher than the price. SPLAT appreciates the opportunity to preserve the ecology of our planet, therefore, there are no ingredients harmful to human health and the planet in the products. SPLAT minimizes its impact on the environment through the introduction and continuous improvement of the environmental management system. In the composition of its products only modern and safe components are used. Company does not test products on animals. ■

Written by Anna Prudnikova

### FACT BOX



#### FULL NAME:

SPLAT

#### DIRECTOR:

Evgeny Demin

#### INDUSTRY:

Cosmetics, Oral care goods

#### ESTABLISHED:

2001

#### EMPLOYEES:

about 1000 people

#### MARKET SHARE:

17%

[www.splat.ru](http://www.splat.ru)



## Looking to the future – creating the present



General Director of Pharmstandard UfaVITA:  
Vladimir Kreyman

**P**harmstandard is one of the leaders in the pharmaceutical industry in Russia. The Group is developing and producing modern, high-quality and affordable medical products. Today, the most well-known medicines manufactured by Pharmstandard Group are Arbidol®, Complivit®, Pentalgin®, Flucostat®, Phosphogliv®, Amiksin®, Afobazol®, Kombilipen®, Octolipen®. In total, Pharmstandard Group produces more than 300 types of medicines, including products for the treatment of cardiovascular diseases, diabetes, growth hormone deficiency, gastroenterological, neurological, infectious diseases, metabolic disorders, cancer and other diseases. Collective production facilities of the Pharmstandard Group allow to produce more than 1 billion packages per year. Production facilities are provided by modern plants that meet all the requirements of Russian standards: Pharmstandard-Leksredstva, Pharmstandard-UfaVITA, Pharmstandard-Tomskkhhimpharm, "Biomed" I.I. Mechnikova, "Lekko" and "TZMOI" Medical Equipment Factory. According to the results of 2017, the Group produced 0.625 billion packages of medicines and 832 units of medical equipment. Pharmstandard's consolidated revenue for 2017 amounted to 70 billion rubles. EBITDA amounted to 15.3 billion rubles in 2017. Net profit amounted to 11.3 billion rubles. The total number of employees is more than 6.5 thousand.

### FACT BOX



#### FULL NAME:

Pharmstandard-UfaVITA OJSC

**General Director of Pharmstandard-UfaVITA:** Vladimir Kreyman

#### INDUSTRY:

Pharmaceutical

#### ESTABLISHED:

1941 (joined the Pharmstandard Group in 2003)

#### EMPLOYEES:

1967 (2017)

#### TURNOVER:

16,4 billion rubles

[https://pharmstd.com/page\\_18.html](https://pharmstd.com/page_18.html)

### Pharmstandard-UfaVITA (Ufa)

Pharmstandard-UfaVITA accounts for almost 15% of the total production of the Group (or over 90 million packages of medical products). This company employs more than 1,700 people and produces more than 100 different products. The company has 19 production lines, the total production capacity of which exceeds 170 million packages per year.

Pharmstandard-UfaVITA has all the capacity necessary to ensure production: operating production workshops, storage facilities necessary for storing raw materials, materials and finished products, laboratories of the quality control department performing quality control of raw materials, packaging materials, intermediate products purchased and finished products. To provide energy re-





sources, the company is equipped with: a gasified boiler house, two independent power inputs, oxygen and nitrogen generators, and a compressor room for producing compressed air. Production sites are equipped with systems for obtaining purified water and water for injection.

The company organized the following production:

- solid non-sterile dosage forms: tablets and coated tablets (including film-coated), pills, capsules;
- liquid and lyophilized sterile dosage forms: injection preparations in ampoules, vials, cartridges, prefilled syringes.

All production lines of capsules, tablets, injectables are created in accordance with the requirements of GMP and are full cycle production, which includes all stages, ranging from the preparation of raw materials to the storage of products.

Pharmstandard-UfaVITA is one of the largest Russian pharmaceutical manufacturers. The company is a leader in the production of mono- and multi-vitamin preparations; also, the plant produces antiallergic, cough and cold, anti-inflammatory, antiviral (HIV), antituberculosis, antitumor, hepatoprotective, immunomodulatory, immunosuppressive, nootropic, metabolic, analeptic, hypoglycemic and other products. The plant joined the Pharmstandard Group of companies in 2003. Over the past 12 years, there has been a continuous process of modernizing the plant and launching new lines. More than 15 projects for the reconstruction of existing industries were implemented, 12 new modern sites were put into operation that fully comply with the EU and Russian GMP requirements:

- Workshop No.4 for injectables — manufacturing of injectables in ampoules with terminal sterilisation;
- Workshop No.4 for insulin products – aseptic manufacturing of products in vials and cartridges;
- Workshop No.1 for multivitamins — manufacturing of film-coated tablets;
- Workshop No.4 for lyophilized products — manufacturing of lyophilisates for injection solutions;
- Workshop No.5 for injectables —



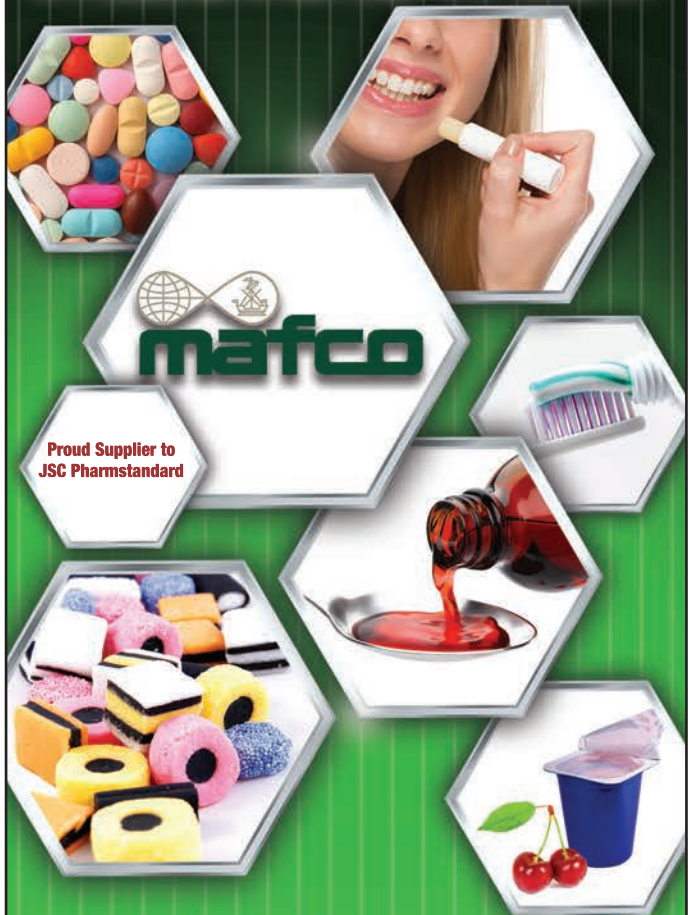
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# MAGNASWEET™



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#### MAFCO Global Offices

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expanded manufacturing area for injectables in ampoules.

- Put in commission liquid dosage form packaging area (Workshop No.5).

Launched contract manufacturing of F.Hoffman—La Roche cold-chain products. In 2017, the construction of a new building for the production of FPP with a

total area of 10,030.9 m<sup>2</sup> (6 floors) for the location of production and laboratories was completed. Pharmstandard-UfaVITA complies with GMP requirements on all production lines of the enterprise. The quality management system is certified for compliance with the requirements of GOST R ISO 9001-2015, and this compliance is annually confirmed.

For nearly 20 years, the company has been headed by Vladimir Adolfovich Kreiman. He graduated from the Novosibirsk Electrotechnical Institute and obtained the qualification “Mechanical Engineer”. Vladimir Adolfovich went through a significant professional career from a junior researcher at the Institute of Mining, Siberian Branch of the USSR Academy of Sciences to the head of one of the country’s largest pharmaceutical plants. He has 11 copyright certificates and patents.

#### Further stages of development

Pharmstandard-UfaVITA develops in accordance with the approved strategic development plan, according to which new capacities are introduced to expand the company’s range of products. Modernization and optimization of existing capacities is carried out, which will improve the quality of products, introduce modern automation systems to increase the efficiency of the production process.

In 2018, it is planned to expand the range of the manufactured products:

- to develop 5 original formulations;
- to localize (technology transfer) 38 items, including: full cycle — 33





- items; secondary packaging — 5 items;
- to reformulate, repackage — 22 items;
- to commission stage by stage the manufacturing facilities and laboratories in the new building (during 2018-2022);
- to build the treatment facilities (to be commissioned in the 3rd quarter of 2020).

Until 2021, the phased launching of production and laboratories in the new building is planned: Stage 1 - domestic premises and the Central Factory Laboratory (implemented in Q2, 2018), 2nd stage - organization of the production of solid dosage forms, including those coated with various types of shells. 3rd stage - the production of liquid dosage forms. As a result of the work done, the

production capacity of the plant for the production of tablets will increase by at least 30%, and the level of manufacturability of the enterprise will be even higher.

#### Development strategy

In 2014, the Government of Russia announced its intention to restructure the country's economic development model and switch to import substitution of technologies in strategically important sectors, including the pharmaceutical industry. Following this policy, since 2014, Pharmstandard-UfaVITA has localized the production of 60 products (technology transfer), while the depth of localization of production has increased annually. So, if until 2014, not a single medicine was produced for the full cycle, by 2018 almost half of the localized medicines are the products of the full

cycle. The share of domestic medicines in the production structure is also growing and is already at least 37%. Company expects that the import substitution policy will continue to have a positive effect on the industry as a whole in the medium term. In the short term, there is still an incentive to localize production by foreign companies. In 2017, the main increase in revenues of its own high-margin medical products in the pharmaceutical portfolio of the Pharmstandard Group was provided by medicines produced at Pharmstandard-UfaVITA: Combilipen and Phosphogliv. The share of these products increased from 24% to 29% of the revenues of all products of the Group. Pharmstandard's development strategy is aimed to have greater revenues primarily due to increased production of medicines with a high rate of return, affiliate programs, which means production of medicines from outside organizations, increased participation in government programs, production of new medicines, expansion of the range of dosage forms and dosages. This strategy should be implemented in terms of optimization and expansion of production capacity of Pharmstandard-UfaVITA.

#### Partners of Pharmstandard-UfaVITA

Pharmstandard-UfaVITA cooperates with many of the world's leading manufacturers, such as AbbVie, Celgene, Sanofi, GEHealthCare, Johnson & Johnson, Eisai, Ferring, Merck, Novartis, Roche, Amgen, trying to localize medicines which are needed for treatment in Russia, trying to make them more accessible for patients. ■

Translated by Anna Prudnikova



## A strong link in the automotive industry



CEO  
Alexander Zaitsev

**T**he Russian company Detalstroikonstruktsia (DSK) is a participant of a large Cluster of the Automotive Industry of the Samara Region. The manufacturer of auto components with a quarter century history, DSK built its production system on strict compliance with international quality and environmental standards. This gives an opportunity to cooperate with the world's leading brands and significantly increase the level of competitiveness of the national Russian automotive industry. Auto components of DSK largely form the comfort and environmental safety of cars.

### The goal of DSK is customer success

One of the important expectations of the car user is the high acoustic comfort and aesthetic properties of the interior. The key business of DSK is the production of important elements of noise insulation and interior details. This includes details with a heavy polymer layer of complex shape that separates the interior from noise, vibrations and temperature of the engine compartment, and noise-absorbing details of the interior. In particular, such components are used in the Russian model of LADA Vesta, which is included in the TOP-3 domestic market. Consumers and experts of the auto business highly appreciated the level of vibro-acoustic isolation of this model

and in there is a significant contribution from DSK in this success. Alexander Zaitsev, General Director of DSK, emphasizes, that the success of partners is one of the priorities of the company, and one of the conditions on which the long-term development strategy of the company is based. Due to the specificity of the auto-component production, the life cycle of the final product is quite long, and the preparation of production begins a few years before the new car goes on sale. Therefore, only long-term relationships with the customer based on high quality and attention to every aspect of production and to each customer's requirement are beneficial. Another important condition for DSK's work is the uninter-

### FACT BOX



#### FULL NAME:

LLC DSK

#### CEO:

Alexander Zaitsev

#### INDUSTRY: Automotive

(fuel systems, noise insulation, exhaust system, carpets)

#### ESTABLISHED:

1994

#### EMPLOYEES:

398

#### TURNOVER: DSK: 1,7 billion RUB

DSK Group: 4,05 billion RUB

[en.dsk-automotive.com](http://en.dsk-automotive.com)





rupted delivery to customers. Automobile production is strictly synchronized: for example, the pace of the car factory in Togliatti is such that every 20-25 seconds the finished car comes off the conveyor. In such conditions, every minute of delay can cost very much. Therefore, the rhythm of supply is one of the most important aspects of the DSK, along with high quality and constant development.

### International recognition

DSK strengthens strategic cooperation with the leading enterprise of the Russian automotive industry AVTOVAZ and constantly expands its range of partners. The company is a supplier of automotive components for Renault, Nissan, Ford, Hyundai and Chevrolet, which are among the leading brands of the Russian market. Recognition at the international level is a special award and



a strong incentive for quality effective work for the company. DSKs were the first in Russia to receive the status of an excellent Q1 supplier from Ford in 2006 and launched the technology of manufacturing plastic fuel tanks, which later became the basis for creating a successful joint venture. The automotive market in Russia largely consists of local assembly machines: TOP-10 leaders in sales are made in the cities of Russia, such as St. Petersburg, Moscow, Vsevolozhsk, Togliatti or Izhevsk. The goal of DSK is the leadership status among Russian suppliers for the world auto assembly plants. Developing an international partnership, DSK is implementing joint production projects: two joint ventures have been established on the territory of the

company. One of them is LLC DESKA - a joint venture with the French group DEFTA and another one is LLC DIPO - a joint venture with the world leader in the production of automotive components Plastic Omnium. DIPO is the leader in Russia in the production of plastic fuel systems for cars complying with the Euro-4 and Euro-5 environmental standards. The company started manufacturing the products, which should meet "Euro" eco-standards back in 2003, when the program for development technology of production of fuel system parts in accordance with the requirements of Euro-3 standards was introduced.

Only careful compliance with the standards of quality management and ecology can guarantee the company's credibility in the international market. In LLC DSK there are processes certified by standards:

- Quality management system: IATF 16949:2016
- Environmental Management System: ISO-14001
- Material Management System: MMOG / LE

The company has been actively imple-



menting lean-tools since 2002. In the DSK shops there is nothing superfluous, the operators' work is built considering the best productivity and ergonomics, and the production process is maximally protected from errors. By achieving maximum efficiency and environmental friendliness, DSK engineers have built the technological process in such a way as to minimize the amount of production waste. In particular, the design of the molds allows the secondary use of non-woven waste as a semi-finished product, and the modernization of the process of cutting fuel pipe blanks has reduced the amount of metal waste. In order to remain the market leader and offer modern and high-quality products, DSK LLC independently conducts research and tests of all products. This allows the company to timely identify all the properties of the product and fully

meet all the requirements of the consumer. Testing of auto components includes daily quality control and research of promising products. Since 2009, the accredited testing laboratory of carpet and noise insulating products has been operating in DSK. It is engaged in determining a set of material characteristics, including the sound absorption coefficient, wear resistance, durability, burning speed of the material, resistance to rot and odors. Thanks to the accreditation received in the Federal Agency for Technical Regulation and Metrology, DSK has the opportunity to conduct tests not only of its products, but also of products of other companies.

#### Plans: export and diversification

Flexibility of production is one of the important factors of the company's survival in modern conditions. Therefore,

the DSK seeks to apply the experience gained in working for the automotive industry to develop projects for the manufacturing of products not related to the automotive industry - this will help expand the range and maximize the loading of production lines. The company is also working out the opportunities for entering the export market, and experience in international standards is a favorable factor here. In parallel, the development of new automotive components continues. In recent years, several production lines have been launched. Thanks to new developments, the nomenclature includes such elements as a raised floor of the trunk, noise insulation of arches of wheels. The cars become more complicated and consumers become more attentive to the details. Therefore, the client-oriented nature of the DSK company will support the strong position and status of one of the leading auto component manufacturers in Russia.

#### The DSK Group

Located in the Samara region, LLC DSK is one of the enterprises of the DSK group of companies.

In addition to LLC DSK, in the structure of DSK Group there are enterprises:

- JSC TZTO (1996) - manufacture of pressed parts of the body of medium and small size;
- LLC Motorika (2005) - manufacture of the module of the electric-petrol pump and plastic components;
- LLC DIPO (2012) - JV with French Plastic Omnium - production of plastic fuel tanks;
- LLC DESKA (2012) - JV with French DeftaGroup - production of carcasses and seat components.

Today, every second car in Russia is equipped with products of the DSK group of companies. The products are delivered to the countries of near and far abroad, including Brazil and Colombia.





## Scania in Russia. In tune with the times

### FACT BOX



#### FULL NAME:

Scania-Rus LLC

#### GENERAL DIRECTOR:

Wojciech Rowiński

**INDUSTRY:** Producer and supplier of trucks, buses, engines and gensets

#### ESTABLISHED:

1998

#### EMPLOYEES:

210

[www.scania.com/ru](http://www.scania.com/ru)

Russian truckers have long loved Scania technology for its high quality, reliability, economy and safety. But time goes on, and everything changes, the sphere of freight transport is no exception. Modern transport companies of the 21st century need not just equipment, but an individual solution that will make freight transportation more efficient and reduce the time for administrative processes and maintenance. Scania keeps up with the times. The company studies the needs of the customers and offers them a solution that is necessary here and now. Today, truckers need not only technology, but also a business solution that will make transportation more efficient. In Russia, service contracts become very demanded part of the transaction. Today Scania is selling more contracts in Russia than trucks. In other words, with the shipment of each new Scania truck, Russian customers have chosen more than one service contract, maintenance, repair, financing, insurance and fleet management. In addition, Scania develops the concept of Sustainability - social and environmental responsibility - by developing new products and service solutions. It is a solution that contributes to economic and social development without compromising the health and safety of people or threatening the environment.

### Formation of Scania in Russia

The very first truck Scania appeared in Russia in 1910. A special model with a lifting tower and a pivoting platform designed for three people was developed and produced to service the contact electric networks of the St. Petersburg tram on the chassis of a Scania IL truck. This model became the first unit sold by young at that time Swedish company for

export. But the First World War and the revolution interrupted the cooperation of Russia with Sweden, and it resumed only in 1990. In May 1993, the Russian representative office of Scania opened in Moscow, and since 1998 the company Scania-Rus acts as an importer and distributor of equipment. Today, the company supplies the Russian client with the full range of Scania products: trucks with a



General Director  
Wojciech Rowiński

gross weight of over 16 tons with various superstructures for trunk transportation, construction, mining, forestry and utilities; city and intercity buses; industrial and marine engines and diesel generator sets (DGS).

### Rapid growth of demand

In 2017, 6.107 units of Scania equipment were shipped in Russia, which exceeds the volumes of 2016 by more than double. This is the highest dynamics among all brands of heavy trucks represented in the country, including Asian and Russian brands. Due to the rapid growth in sales

er service. Official Scania dealers interact with truck buyers. This dealer network is considered one of the most reliable and stable among European truck manufacturers in Russia. Now in the country there are already more than 60 dealer stations that promptly deliver equipment to customers, and then provide a full range of services, including maintenance and repair of machines without downtime, the supply of original consumables and spare parts. All Russian stations are equipped in accordance with international standards, mandatory for each official Scania dealer. Scania's dealer network in Russia is con-



in 2017, Russia rose from 8th to 3rd place in Europe (after Germany and the UK) in the number of Scania vehicles shipped. By supplying buses, Russia moved from 31st to 5th place in the world and in the supply of industrial and marine engines ranked top 10. The positions continue to strengthen: in the first half of 2018, 42.129 units of Scania trucks were sold in Europe, of which 2.650 units were registered in Russia. At the same time, it is Russia that most of all other countries influences the positive dynamics of sales in Eurasia. By the end of this year, Scania Russia plans to sell more than 7.000 trucks in Russia.

### Dealer network across the country

Today, none of the Russian truckers need to be proved that Scania's equipment does an excellent job even in the most severe conditions. The owners of transport companies and drivers are sure of this. But not only reliable quality makes Scania machines extremely popular, it's also the dealers' responsible approach to custom-

stantly being upgraded and expanded. Only between July and September of this year, 6 new Scania stations opened in different regions and the volume of investments in their equipment exceeded more than 13 million EUR. From 2018, Scania Russia also began to open small service workshops in different cities, designed for a full range repair and of maintenance. This is convenient for those customers who work away from dealerships. And if the equipment is located, for example, in forest plots or in mountain pits, then the company is ready to provide field service for the machines right at the site of their operation using a mobile workshop. Every Scania mechanic undergoes mandatory certification and regular training. To confirm their skills and increase the level of professionalism, a team of Russian mechanics annually participate in Top Team - an international competition for Scania dealership service specialists.





### Flexible approach to the client

In March 2018, Scania-Rus offered its customers in Russia an innovative service, Scania Flex, which has been used successfully in Europe since 2015. This is a fundamentally new, flexible approach to machine maintenance, based on the use of the FMS (FleetManagementSystem). An individual program is developed for each client, adapted to the features of its equipment operation. Scania Flex allows you to optimize the cost of servicing machines and maximize their lifespan. A comprehensive Scania Drive offer, which has been active in Russia since July 2016, is also aimed at increasing the profitability of the business. The bottom line is that the buyer enters into a single contract with a single supplier and pays one bill monthly, while receives a whole range of advanced services for the efficient operation of equipment. Another successful solution was the special program "Scania Rent" developed in 2016 for carriers who are temporarily operating machinery in a certain season for up to 24 months. Thanks to the possibility of renting Russian customers in truck fleets, there are already over 150 Scania trucks.

### Time for a New Generation

In May 2018, Scania Russia for the first time presented a full range of new-generation Scania equipment in Russia, which took 10 years to develop and invested 2 billion EUR. This is the largest investment in Scania's world history. The first models of the new generation were sold to Russian customers in August 2017 and quickly gained credibility. According to the results of the annual contest "The Best Commercial Truck of the Year in Russia", the Scania model of the new generation received an award in the 2017 Truck category for a high level of safety, comfortable conditions for the driver and overall operating economy. The winner was chosen by a jury of 10 reporters from reputable automotive publications. The peculiarity of the new generation of technology is not only in constructive innovations, but also in a fundamentally new approach to cooperation with consumers. They are offered not just modern equipment, but software, technical solutions and services based on its use, which help to increase the profitability of the business in the field of transportation. Each truck machine is adapted to the industrial and operational requirements of the buyer, the complex of services is also selected individually. In preparation



for the transition to a new generation of equipment, Scania has prepared a special offer - a limited edition of 100 trucks of the current generation. BLACK GRIF-FIN draws attention to the original design and improved security package, as well as a range of services to improve the profitability of the business. The special design of the R-series has a non-standard black cab color and exquisite volumetric silver elements on the body, resembling the wings of a mythological griffon - a symbol of the Scania brand.

### Technology on natural gas

The focus of Scania Russia special attention is the development of sales of gas-engine fuel technology, which is becoming increasingly popular in Russia. According to their technical characteristics and efficiency, the engines on methane are not inferior to diesel, and the cost of gas is much lower, which provides significant savings, especially in long-haul

transport, where a lot of fuel is required. In October, tractor-trailers with a gas engine of an ecological class Euro-6 with a capacity of 410 horsepower were presented in Russia for the first time. Prior to this, carriers used Scania on gas with only 340-horsepower engines. Also in October 2018, St. Petersburg hosted the premiere demonstration of an electricity-mobile-generator powered by Scania gas industrial engine so called GPES (gas powered gen-sets) with a capacity of 150 to 250 kW. It was developed and produced by the Russian production Diesel Company based on the 13-liter Scania engine. Soon, this company will establish mass production Scania GPES. The first units will be delivered to the Russian Scania dealerships and to the Diesel Company plant as the main source of electricity. The new Scania GPES will be useful to businesses and individuals as a reliable, environmentally friendly, highly efficient source of electrical and thermal energy,



which significantly reduces the cost price of kW/h compared to centralized power grids. The Diesel Company has been cooperating with Scania-Rus for a long time and is the only official OEM manufacturer in Russia of diesel electric generators on Scania engines.

### Scania production in Russia

Since 2010, an enterprise producing Scania trucks has been operating in St. Petersburg in the Shushary industrial zone. This year, the factory launched assembly of new generation Scania trucks – as the first CKD Scania assembly plant. Aggregates, components and parts are imported to Russia, where the truck is not only assembled from individual parts, but also produces several technological operations: welding, painting, interior finishing, installation of new details. This approach allows to reduce customs duties, other expenses and optimize the cost of trucks while maintaining high quality. The production capacity of the plant is 2 thousand units of equipment per year. By the end of 2018, it is planned to produce about 1000 trucks. For the first time in the world history of Scania, the Russian plant became “parent” for the introduction of a new production technology, and the experience gained will be used when launching the CKD assembly at Scania plants in other countries. The implementation of such a significant project confirms the intention of the international concern Scania to increase its presence in Russia, and Scania-Rus is doing everything possible to achieve this goal. Scania develops the concept sustainability by developing new products and service solutions. It is a solution that contributes to economic and social development without compromising the health and safety of people or threatening the environment. We understand that with the shipment of a vehicle, our partnership with customer is just beginning. And we work so that every client knows that Scania is a provider of a ready-made solution that contributes to increasing customer profitability, and a reliable team for the service support in any part of Russia, - summarizes the general director of Scania Russia LLC Wojciech Rowiński. ■

Translated by Madina Turava



## 35 years on the automotive market



Sales Manager  
Miguel Silva

**A**gueda, a small town in the former portuguese region of Beira Litoral (Aveiro district), known among tourists and Portugal fans for its picturesque summer decoration of the upside down hanging umbrellas, has much more to offer, though. For years already – this small corner of Portugal has been also a region of growing economic importance. In an interview for the *Manufacturing Journal* the Sales Manager of the company -Miguel Silva gave us a closer look at the successful enterprise of PECOL AUTOMOTIVE S.A. - a significant partner for many internationally active companies.

### A glimpse into the past - history, origins and... the way to success

PECOL AUTOMOTIVE, nowadays a well-known provider for all kinds of industry and trade-related services, was established in 1983. The company was originally supposed to be a small local activity- a family- run firm- a manufacturer and distributor to supply the nearby enterprises with nuts and bolts, mainly for work in wood. The story of the international success was, however, still to come. Some five years later, in 1987, the son on the founder- the today's CEO - Paulo Coelho took charge of the up-to-

then small family-owned business. Due to his hard work, talent and entrepreneurship in commerce and business, the company continued to grow fast and soon established itself on the market; and when finally, in 1997, PECOL purchased HERZA (Vitória, Spain) - one of the largest manufacturers of screws and machine pool enterprise on the Iberian Peninsula at that time - a real period of prosperity followed. The corporation expanded, increasing its production capacity and began to compete with the biggest, well-known European manufacturers. The next milestone was the





year 2001, when the productive units of the company were separated from the trading ones. It was also then, that after over twenty years of experience PECOL II – Componentes Industriais, Lda. (currently known as PECOL AUTOMOTIVE) was founded. Today the Group owns an industrial park of ca. 150.000 m<sup>2</sup> and counts with over 800 employees (some 280 work permanently with PECOL AUTOMOTIVE). It has also several business platforms situated in Portugal, Spain, Italy, Angola, Brazil and Morocco. Its offices in Portugal are- apart from the headquarters in Águeda and the online-store- also in Lisbon, Braga and Alverca. During the last 10 years the growing group purchased also companies like: IMAVI, TORGE, INKATOR (Barcelona, Spain), as well as some in northern Italy. Its logistical support with own facilities can also be found in Spain, Italy, China, Poland, Morocco and Angola.

### Products, quality, strategies and mission

The company is strongly oriented to the automotive industry- it specializes in manufacturing standard and special parts in the size: from diameter 3 mm to 32 mm, up to a maximum length of 325 mm and in producing special fixing components. PECOL has appliances for technical metal surface treatment and phosphating of articles, as well as for manufacturing of tools (the Sermocol group). It works with various types of steel, stainless steel, brass, aluminum and copper, being the main reference supplier and providing all ma-

for TIER1 globally. PECOL AUTOMOTIVE is equipped with modern technology of finest quality. With all its production process in-house it shows a production capacity of 2,000 Tons and some 80.000.000 units/month. Still, the company's focus lies in the increase of its productivity, reduction of the production costs and development of even more complex articles. As up to 95% of the firm's clients come from the automotive sector, its export rate is being actually very high and lies at about 92%. Having however in mind the changes taking place in the automotive sector - the current trend to withdraw diesel cars and increase the market of electro cars, one should ask oneself about the future developments in this branch. The company's Sales Manager does not see it as being a major issue though, at least for



the next few years. However the development of the sector might be, the most important point is always the quality of the services provided. This is why PECOL products undergo a careful machine inspection and examination process – all this in order to guarantee the satisfaction of the customers. Talking about quality we cannot forget the personnel. There are not enough professionals experienced in the kind of equipment used by PECOL- as a response to these needs the company decided to invest in the ongoing training of its staff, both internally and externally. The training involves the development of technical skills, abilities to communicate both in English and in the customer's native language and trade related technical assistance programs. Within the factors that especially count in the commercial dynamics is also the interaction among different departments of the company, the proximity to both Sales and Research & Development departments, where new products are being designed and new opportunities arise. The opportunities of further training, good working conditions and the international stability of the corporation are nowadays some of the factors that make PECOL one of the most attractive employers on the Portuguese market.

### Looking into the future: goals & plans

Portugal managed to overcome the crises of the first decade of the XXI century and turned to be more dynamic, a country with more competitiveness getting more attractive for new business ventures. Even if the automotive sector is a significant industrial branch, especially for the country' GDP, the national market constitutes only about 8% of the overall

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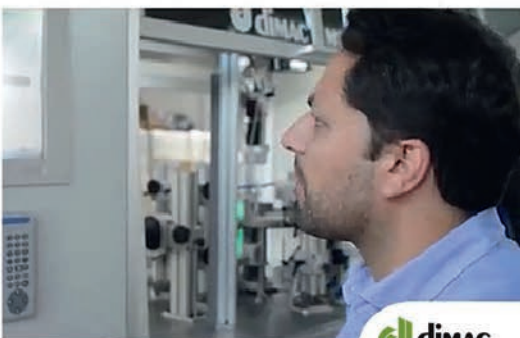


### Innovation Partnership

Pecol Automotive chooses the top partners to improve the production process and the final quality and to target the excellence in the fasteners production.

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*“Great machines, with great software, intuitive and user friendly, to guarantee top quality parts for automotive”*

**Daniel Santos**  
General Manager Sorting Department  
**@ PECOL GROUP (Portugal)**



[www.dimacsrl.com](http://www.dimacsrl.com)



company's turnover. Although the main export markets have been up till now Spain and France, many of the customers have decided to move the production to the Eastern European countries like Poland, Czech Republic, Slovakia, Hungary and Romania. The PECOL's turnover in these countries is rather significant - reaching up to 10%. This development has had a strong impact on the logistics, as a consequence PECOL AUTOMOTIVE POLSKA Sp. Z.O.O was established in 2018. PECOL is strongly interested in encouraging and supporting innovations, a kind of activity, which is one of the main and most important lines and tasks in the company planning; the enterprise is also trying to keep up with the latest developments on the international markets. In the last two years PECOL has been mainly investing

in its headquarters location in Águeda and in Spain, rebuilding the production halls and implementing the heat treatment process for raw materials. The new investment are already being made: the company starts by implementing some new forms of surface treatment and machinery based operations- all these and some more innovations shall be sufficient to allow PECOL AUTOMOTIVE to manufacture and market some even more complex products with a higher added value. This may also be the first step and pave the way to the position of a direct OEM (Original Equipment Manufacturer).

#### Special achievements, certificates and awards

The certification of a company makes its brand. It is perhaps at this place

proper to say that PECOL was one of the first companies in Portugal to gain the IATF 16949 certificate, it also holds the ISO14001: 2004 and different awards, being thus known as the supplier of the year. Nowadays, the company produces the majority of the components and parts used by other corporations, such as TIER 1 and its productive capacity and competitiveness on the international markets makes it look attractive both in Portugal and abroad. This relatively new company - PECOL AUTOMOTIVE as a part of the PECOL Group was created only in 2001 - is trading and operating in an extremely complicated and challenging sector, which is the one of the automotive industry, its annual growth stays nevertheless at the level of 10% on average. This is due to the strong investment capacity, usage of the markets best technologies, the ongoing training of its staff and the ambition to manufacture complex articles - all this as profitable, customer-oriented solutions. ■

Written by Katarzyna Ulma-Lechner



#### FACT BOX



#### FULL NAME:

PECOL AUTOMOTIVE S.A.

#### PRESIDENT:

Paulo Coelho

#### INDUSTRY:

Fasteners and Special Parts by cold forming

#### ESTABLISHED:

2001

#### EMPLOYEES:

280

#### TURNOVER:

31.000.000€

[www.pecol.pt](http://www.pecol.pt)



## The Lead Manufacturer of Automobile A/C Components

### FACT BOX



#### FULL NAME:

Sanden Manufacturing Poland Sp. z o.o.

#### PRESIDENT:

Junichi Tanabe

#### INDUSTRY:

Automotive

#### ESTABLISHED:

2004

#### EMPLOYEES:

1184

#### TURNOVER:

202 mln EURO

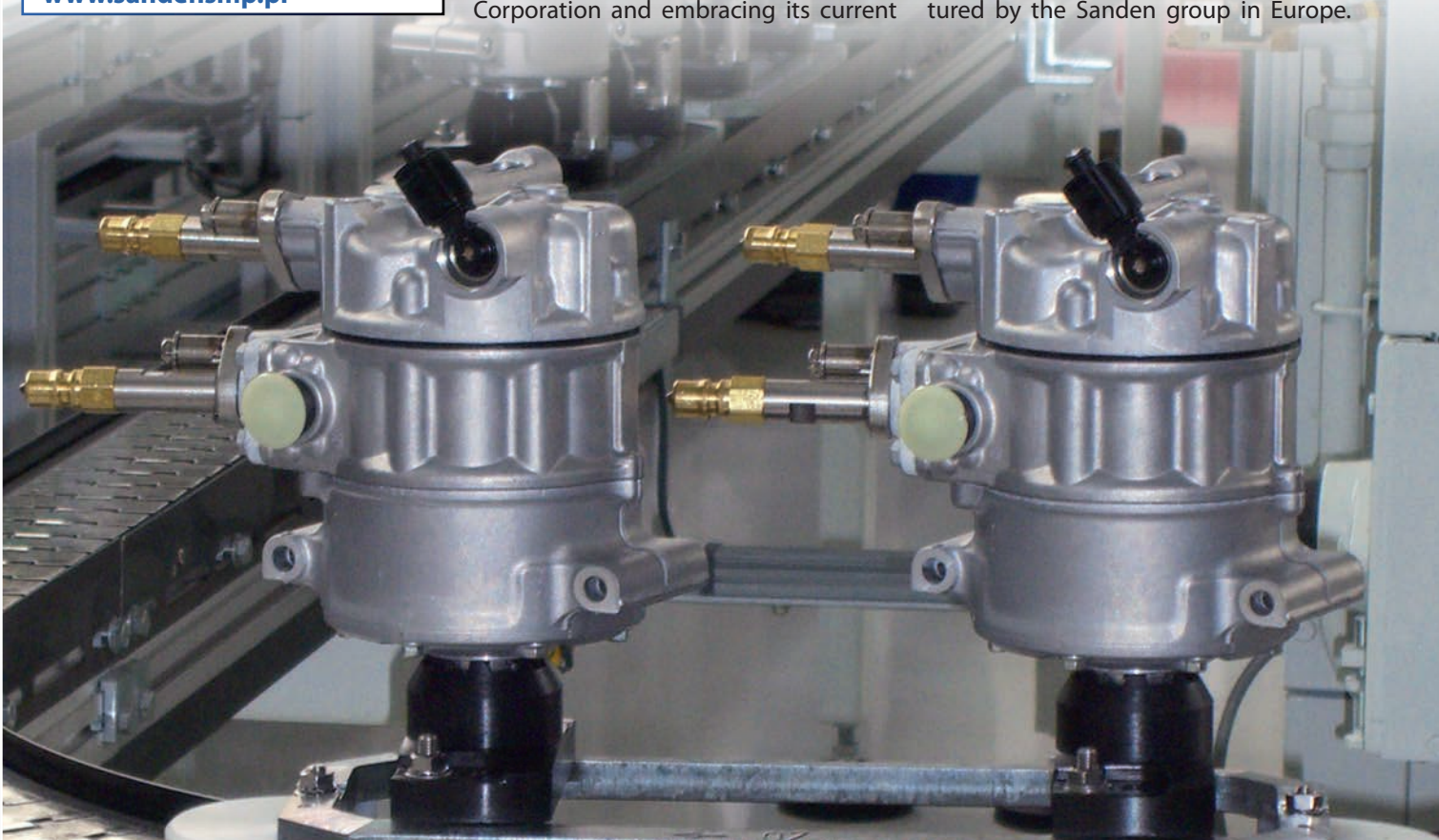
[www.sandensmp.pl](http://www.sandensmp.pl)

**S**anden Manufacturing Poland is the leading air conditioning compressors manufacturer of the Sanden Group. Its motto, "delivering excellence", has been both the goal and the guiding principle of the company on its road to success. The following article is based on an interview with Junichi Tanabe (Chairman of the Board), Andrzej Michalski (Plant Manager) and Michał Romanowski (HR Director).

### History and milestones

Sanden Manufacturing Poland company was established in 2004, one year later the production plant in the Polkowice subzone of the Legnica Special Economic Zone was opened. The company itself is a part of Sanden Holdings Corporation, a Japanese holding started by Kaihei Ushikubo in 1943, and currently the second largest manufacturer of car air conditioning compressors in the world. Sanden also has the largest global market share in vending machines in coolers. Ushikubo's company exhibited remarkable capacity for adapting to the quickly changing world, offering a wide variety of products such as mica condensers, bicycle dynamo powered lamps and washing machines before establishing a partnership with the American Mitchell Corporation and embracing its current

role as a manufacturer of compressors for air conditioning systems used in automotive industry. The company continued to grow and establish itself in more countries, and today parts it supplies are used in a quarter of all the cars produced worldwide. Sanden Manufacturing Poland was established to provide the Holding's European customers with Sanden products, and has since become the foremost of the Holding's sites. The production and storage areas have been greatly expanded in 2013. A second final assembly line was introduced, as well as multiple new process lines providing the base components for the final product. With its impressive output of three million units per year, the Polish branch is now responsible for over 50% of all air conditioning compressors manufactured by the Sanden group in Europe.





Junichi Tanabe  
Chairman of the Board



Andrzej Michalski  
Plant Manager



Michał Romanowski  
HR Director

Perhaps the most important event in Sanden Manufacturing Poland history was the opening in February of last year of Sanden Logistics Poland, the only such logistics centre of Sanden Holdings in Europe. The 6,500 square meters large warehouse with 6,200 pallet positions, situated next to the production facility in Polkowice and connected to it via transport tunnel, allowed the company to centralize the entire distribution and logistics process in a single location. The cost of the investment exceeded 13 million PLN and was developed in conjunction with Panattoni Europe, a subset of Panattoni Development Company, one of the world's four largest industrial space developers. The general contractor for the logistics centre was Mirbud S.A, a company with thirty years of ex-

perience in construction and more than 350 prestigious projects in its resume.

### Production

The main production focus of Sanden Manufacturing Poland are PX series air conditioning compressors. There are currently two final assembly lines and twenty six process lines for tasks such as electron beam welding, coating, sanding and precise machining. Machines that make up the production lines have been supplied by the best manufacturers in the industry, such as MTI, Micron, Muratec, Makino and Brother. Industry's standard technologies have been improved by including innovations such as friction welding of aluminum elements and casting moulds micro-spraying. All of Sanden's products undergo rigorous

quality control. The production process is controlled and every step is designed to ensure the compressors are up to strict specifications of cleanliness, noise levels and infallibility. Other than the compressors, the production plant in Polkowice also produces HVAC (heating, ventilation, and air conditioning) modules responsible for air distribution and temperature control in vehicle cabins. There are presently two HVAC assembly lines, with overall production capacity of 150 thousand units per year. Currently Sanden provides HVAC modules for five models of Scania (a major Swedish manufacturer of commercial vehicles) trucks and two DAF (Dutch truck manufacturing company, a division of Paccar) models. Sanden Manufacturing Poland's other important partners include the biggest companies of the automotive industry, such as Aston Martin, Land Rover, Volkswagen, McLaren, Ford, Jaguar, GM and Opel. It is however important to note, that Sanden has numerous clients and itself relies on multiple suppliers, and all of those partners are treasured equally by the company. In accordance with its "delivering excellence" motto its goal is to always achieve the highest possible standards and deliver perfect quality, a task it can only be equal to thanks to flawless cooperation with all of those partners. Sanden's operations are conducted with minimizing any negative impact on the environment. Sanden is an eco friendly company, engaged in multiple projects benefitting the natural environment. In Japan, the company has been recognized by the Organization for Economic Co-operation and Development and received an award for Sustainable Manufacturing Good Practices.





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### Human resources

Neither the success of Sanden Manufacturing Poland nor its parent company would be possible without the hard work and experience of its employees. Since 2011 has doubled its workforce, and currently employs 1184 people. Recognizing their importance, the company continuously invests in its employees, providing them with on the job training (the method SMP puts the biggest emphasis on) and other kinds of internal and external training, as well as opportunities to participate in conferences and work on various projects. Teamwork is the key for SMP, and the company relies heavily on Small Group Activity (

SGA) problem solving method, wherein small teams of five to seven people, drawn from related departments, work together to present solutions to particular issues. The groups utilize the so called QC Story or quality storyboard method for illustrating the quality control process and PDCA (Plan-Do-Check-Action) based improvement methodology. The SGA approach to problem solving helps new employees to integrate quickly and easily, and helps them to showcase their unique talents. Sanden Manufacturing Poland is one of the leading companies in the world developing this problem solving approach. Another important feature of SMP's approach to allow-

ing the employees to help improve the company is the "leader index", an anonymous poll conducted every six months wherein the employees evaluate their leaders/managers leadership and communications skills and their ability to motivate subordinates. The analysis of the poll results followed up by necessary improvements aimed at raising employee job satisfaction are key to ensuring the work environment remains friendly, open and conducive to highly efficient work and innovation. Equally important is the company's corporate social responsibility policy. Sanden Manufacturing Poland is dedicated to supporting equality, by supporting women and handicapped employees. Pregnant employees can expect flexible work hours as well as an adjustment program to help with returning to work after maternity leave. SMP also supports charity, local vocational education (through tours for students and internship programs) and employee sports teams (soccer, volleyball).

### Looking into the future

Following rapid growth in recent years, the primary task of the company in near future is stabilization and optimization and fine-tuning of all those innovations and investments to maximize effectiveness. Nevertheless, while there are currently no plans for further expansion of Sanden's facilities in Polkowice, the ever evolving nature of the market necessitates anticipating future changes. One of such changes is the increasing importance of electric cars for the automotive industry, and SMP is considering making producing components for such vehicles its next step. ■

Written by Andrzej Kaczmarczyk





## Modern manufacturer of a wide range of special equipment



CEO  
Yuriy Flegontov

**R**USKOMTRANS is a modern, dynamically developing enterprise. The commercial vehicle plant RUSKOMTRANS, located in the city of Balakhna, Nizhny Novgorod region, is a manufacturer of a wide range of special equipment: loader cranes, aerial working platforms, tow trucks, vans, medical and social transport, small capacity buses, mobile workshops, laboratories and special vehicles.

### Company history

The plant of commercial transport RUSKOMTRANS was created on basis of Mechanical plant of Balakhna which had been founded in 1934. The last one produced different metal goods and tools as well as spare parts for vehicles. During World War II, the plant accomplished defense orders for the Soviet Army's needs. The years after the War, the plant produced municipal vehicles: refuse collectors and all kind of containers. In 2005, the management changed, and the reconstruction of the plant was done, being exact: building of new production facilities was started, renovation of administrative building was done, spectrum of products was changed. The

plant began stake out the market of vans of various applications acquiring the name of the Plant of commercial transport RUSKOMTRANS. In 2000s, the plant was focused on the refitting of full metal body vans, speed shops and mobile laboratories. In 2007, RUSKOMTRANS was awarded the status of an exclusive distributor at the territory of Russian Federation of two leading international brands as CTE& EFFER and started to produce working aerial platforms and cranes. In 2011, RUSKOMTRANS was recognized as the Best European Dealer of CTE. At the moment, there are two plants producing special vehicles situated in Balakhna and Dzerzhinsk cities of Nizhny Novgorod region.





### Main products

Every year the commercial vehicle plant RUSKOMTRANS produces 1500 units of special equipment. RUSKOMTRANS produces boom-trucks on Russian and foreign chassis. The company is also an exclusive distributor of EFFER cranes - the world leader in the segment of cranes heavy-duty - at the territory of RF. The product range includes modern, high performance cranes with a lifting moment from 2 up to 300 tons/m. Plant of Commercial Transport RusKomTrans is an exclusive distributor at the territory of Russian Federation of cranes HYUNDAI. The Hyundai cranes are made according to the highest quality standards. Optimal performances allow to ensure security and a high durability of design. RusKomTrans is also an exclusive distributor of the trade mark Maxilift – micro series of hydraulic cranes with lifting moment up to 4,8 t/m. These cranes could be mounted on rear bodies as well as inside of vans. Cranes SIBERIA are made exclusively for RusKomTrans Ltd. by an Italian company. The range of SIBERIA cranes are mounted on different chassis of local and foreign manufacturers. SIBERIA cranes are designed to meet rough weather conditions. RUSKOMTRANS was

one of the first who developed an area of production of multi-purpose vehicles demanded on the market. They combine several functions such as truck-mounted aerial platform, crane, drilling machine and others. A multi-purpose vehicle combined with functions of crane, working aerial platform and drill mounting. The company produces vans of carcass-type as well as using the technology of bonded sandwich panels of different applications: speed shops and mobile laboratories, crew buses. Highlight projects of 2014 were crew buses on SCANIA & MAN chassis. The vans are manufactured on the chassis of Russian and foreign production. One of the most progressive directions is the production of the recovery trucks on different chassis with different platforms. From 2014, RusKomTrans produces different tank vehicles for all manner of fields of life necessities. The guidelines are: gas-tank, oil, bitumen and water tank trucks as well as tank cisterns for chemical and food products.

### Manufacturing process and quality control

A dynamic development of the company became possible because of the

totality of positive factors. One of them is the introduction and use of principles and tools of KAIZEN management & Lean production in the manufacturing. RUSKOMTRANS Ltd. owns 25 service centers at the territory of Russian Federation. Perform Quality Control of products in the plant is effected by QC department. The receipt inspection of the quality of the main materials is necessary for conformity of materials and parts to determined national and branch standards as well as to technical conditions for the supply of parts and materials. The company runs in-process control to check documents and technologies, rules of storage and packing of the goods between operations. Final quality inspection is performed to check the conformity of the quality of a ready product to standards, technical conditions and customer's requirements.

### Working aerial platforms

RUSKOMTRANS is an exclusive distributor of the CTE S.p.a company (Italy). It offers telescopic and articulated working aerial platforms wheel mounted and tracked ones with lifting height up to 75m. Concerning the boom type, working aerial platforms differ in telescopic

and articulated ones. The advantage of telescopic work aerial platforms is simplicity of design (main boom + telescopic booms). Telescopic aerials of High Range could be equipped by telescopic jib that allows to reduce the vehicle size in transport position. The main difference from articulated aerials is their small size and agility by means of Z – shaped configuration of the boom, that ensures a parallel moving of the boom respect to the object and allows to use the vehicle in narrow spaces. All the work aerial platforms of the RusKomTrans Ltd. company could be made on chassis of domestic and foreign manufacturers.

### Strategic potential

The Company has its own Design and Manufacturing Engineering Department that allows developing a quality design documentation, necessary for the production in conformity to requirements of Russian Standards and Safety rules. Specialists of the Advanced design Office perfect products taking in consideration new tendencies and using various technical innovative solutions. The company is constantly working to increase the upturn in technologic and economic cycles as much as the well-being of the employers; to extend sales markets, upscale production and to create new job positions as well as to maintain reputation of the Supplier of the quality product for competitive prices. It is very important for the company to maintain the relationship with the Customer to evaluate his requirements and satisfaction and constantly improve the Quality management system in according to the requirements of GOST R

ISO 9001-2011. The company's goal is to perfect the Perform Quality Control of products through the introduction of PDCA cycle, one of the KAIZEN tools; to provide an efficient and punctual after-sales service and to make an internal dynamic of improvements the systematic one. RUSKOMTRANS's clients on the territory of the Russian Federation are large oil companies, energy companies, manufacturers and sellers of special equipment, as well as a state leasing company. The partners of the plant are domestic and foreign chassis manufacturers: GAZ, KamAZ, MAZ, URAL Automobile Plant, Mercedes-Benz RUS, Ford Motor Company, Scania, Hyundai ComTrans Rus LLC, Sollers-Elabuga LLC, Nissan Motor RUS LLC, Hino Motors Sales LLC and others. RUSKOMTRANS is the exclusive distributor in the Russian Federation of the two largest international brands in the sphere of lifting and moving cargoes and people of STE and EFFER, as well as the dealer of Palfinger, UNIC, PM, FASSI, Kanglim, etc., which makes it possible to offer the customer the most effective solution for his business.

### Export to other countries

The share of export deliveries in the whole volume of goods the company produces is around 10%, but RUSKOMTRANS is constantly working on increasing this share. The company is interested in collaboration with the CIS countries and countries outside of the Commonwealth of Independent States because of the potential demand on the products. The company supplies goods to Armenia, Moldova, Kazakhstan, Turkmenistan, Uzbekistan and has a strong

wish to extend the geography of deliveries to introduce a large range of equipment it produces to the customers.

### New investments

All the profit of the company is now directed to the construction of a new production and the purchase of equipment. RUSKOMTRANS invests continuously into the renewal of plant. The company is constantly buying new equipment, restoring the production and bringing new production technologies. In the nearest future RUSKOMTRANS is planning to make the main investments in new facility situated in Dzerzhinsk Cty, Nizhny Novgorod region. The plant continuously issues new products to the market, develops new projects and improves existing products. Every year, RUSKOMTRANS introduces the new models of working aerial platforms, complicated laboratories, workshops with cranes and this year won't be an exception. Concerning tank vehicles, RUSKOMTRANS is thinking to start production of aluminium semitrailer tanks and these ones on chassis. ■

Written by MadinaTurava



### FACT BOX



#### FULL NAME:

RUSKOMTRANS

#### CEO:

Yuriy Flegontov

#### INDUSTRY:

Transport & logistics

#### ESTABLISHED:

2005

#### EMPLOYEES:

340

#### TURNOVER:

2 750 016 000 RUB

[www.ruscomtrans.ru](http://www.ruscomtrans.ru)



## One of the largest producers of frozen ready meals in Russia

### FACT BOX



#### FULL NAME:

Trade industrial company „Vilon“

#### GENERAL DIRECTOR:

Sergey Kuzmichev

#### INDUSTRY:

Food & Beverage

#### ESTABLISHED:

1994

#### EMPLOYEES:

about 800

#### TURNOVER:

40 mln USD

[www.vilon.ru](http://www.vilon.ru)

**T**rade Industrial company Vilon has been working on the market of frozen ready-made products since 1994 and can be considered the founder of the category of ready-frozen first and second courses in Russia. The company produces delicious, high-quality and healthy products that meet the norms and principles of healthy eating. The company's portfolio includes over 150 products. In the range of Vilon products there are soups, more than 40 different second courses, snacks and pastries.

### Strategic potential

Trade Industrial company Vilon is one of the largest producers of frozen ready meals and semi-finished products in Russia. Since 1994, the company produces delicious, high-quality and healthy products that meet the norms and principles of healthy eating, under the brands Sytoyedov, Cheburechye, Good eat and Obozhams!. Vilon for the first time in Russia offered the consumer a convenient format for single-serving ready-made frozen dishes, which can be heated for several minutes in a microwave oven before consumption. The strategic potential of the company is high-tech solutions of food production in combination with a professional team of technologists and managers capable of tracking the market trends and offering

consumers sought-after and interesting products. Vilon managed to achieve the main thing, - says General Director of Vilon Sergey Kuzmichev, - our products are known and loved by everyone who has ever had the opportunity to try it. In our assortment there are soups, over 40 types of second courses, various snacks and pastries (over 150 SKU in total). At the same time, both vegetarians and supporters of hearty food will find their favorite dish.

### Manufacturing process and main products

The history of Vilon development began with the production of chebureks with various meat and vegetable filling under the TM Cheburechye, which are still popular among buyers. But the company does not stand still and is trying to be





the first in offering new, original, tasty and healthy dishes. The assortment is actively expanding: last year the range of second courses was enriched with the Italian pastes Carbonara and Bolognese, the most delicate risotto with vegetables, chicken and seafoods under TM Sytoyedov, which quickly won the consumers' love. The company also expanded the category of snacks TM Obozhams!. It included rolls with meat and vegetable filling, rye pies, mini-belyasha with meat, cabbage and donuts with apples. Vilon has been working with HoReCa channel for more than 20 years and helps cafes and restaurants to reduce time and expenses for food production. A great practical experience in the production of a wide range of delicious ready-made dishes, baked goods and snacks, modern technological equipment and a professional team with the greatest competence in the preparation of frozen food products, allow Vilon to offer its partners high-quality products and an excellent level of service. Among the companies cooperating with Vilon, there are the largest filling stations BP, Rosneft, Truss, EKA, ARIS; fast food companies - Subway, CorneliPizza, Papa Jones, and many others. This year we were chosen as a partner-producer of ready meals and convenience foods for VIP-delegations and volunteers in the world football championship, - says Sergey Kuzmichev. Since 2016, the first and second dishes of TM Sytoyedov, as well as

snacks of TM Obozhams! can be bought in vending machines installed in business centers and enterprises of Moscow and the Moscow region. In the autumn of 2017, the online store Vilon was opened, where consumers can purchase any product in any quantity at producer prices.

#### Production technologies

The key technological process of production is shock freezing. All products are made from natural ingredients without the use of preservatives and stabilizers. The finished food is packaged at the temperature pasteurization mode and immediately sent to shock frost chambers, which prevents the development of microflora and at the same time allows to preserve all the flavor and nutrients for a long time. It helps to achieve a safe increase in the storage time up to 180 days. It is also convenient to transport the products and realize them without loss of consumer properties. The production is organized on two sites with an area of almost 9,000 square meters located in the Moscow region and equipped with the most modern and high-tech European equipment. All processes are highly automated. The company operates on the Fritsch (Germany) lines for semi-finished and test tape production, Seydelmann and Frey meat processing machines, German Diosna, Mauting (Czech Republic), Alco, Koppens (Germany) and others. Italian,

Dutch and Russian machines are used for packaging products. More than a thousand tons of finished products are shipped monthly, which travels to all corners of the country: from Kaliningrad to Vladivostok, from Murmansk to the Crimea. Both individual entrepreneurs, and all federal trade networks cooperate with Vilon.

#### Export to other countries

Vilon products are sold in Belarus, Kazakhstan and USA. The company is negotiating supplies to Canada and Israel. Vilon recently took up the export direction, and so the volumes are still modest - about 5% of total sales. The company has established itself in Russia and holds a leading position in the category of ready-made frozen dishes (over 50% in the Russian Federation). Nevertheless, Vilon is not going to stop at what it has achieved and believes that it has a potential for growth. We see the European market as a new direction, - says General Director of Vilon Sergey Kuzmichev, - the "freezing" category is present on it, and the consumer is well acquainted with such products, so we will try to make a worthy competition. Moreover, in our "arsenal" there is a wide range of variety of dishes and products for every taste.

#### Team of professionals

There are about 800 professionals work in Vilon, who annually confirm their



qualifications and have the greatest competence in the production of frozen food products. The company actively supports the mentoring system, shares the gained experience with young cadres, involves foreign technologists for cooperation and takes part in international trainings and seminars. Vilon has its own product development center under the leadership of the brand-chef, where new original author's recipes of dishes are created, able to satisfy the taste of the most demanding gourmet.

### High quality guarantee

The company strictly follows the standards of foreign management systems, and introduces its own development, which allows achieving a high level of quality. Vilon has been certified accord-

ing to the international standard of the quality management and food safety management system FSSC 22000. Employees of the company are annually certified for compliance with its requirements. Together with Center for Hygiene and Epidemiology in the Moscow Region the company carries out a program of production control from the input of raw materials to the transportation of finished products to outlets. Vilon actively cooperates with Rosselkhoznadzor on the introduction of the automated system Mercury and is being inspected for inclusion in the Register of Enterprises of the Customs Union. Vilon is certified with the assignment of the status of Compartment III. For additional control at the enterprise, rapid analyzes of each batch of products are carried out, and a library of

witness samples is created. The company works with more than 140 suppliers of raw materials and ingredients from the countries of near and far abroad and regularly conducts their audits for food safety.

### Achievements and further growth

Monthly the company ships over a thousand tons of finished products, which is about 5 million servings of food. The annual turnover of Vilon is about 2.5 billion rubles. The company's products are sold in all federal trade networks and more than 57,000 retail outlets of traditional retail. Since 2000, Vilon products are recognized by the expert community with high international and Russian awards, such as Gold and Silver medals of the largest international exhibitions. At the 24th international exhibition Prodexpo-2017, the Vilon Trade Industrial Company received the honorary prize The Best Enterprise-2017 for the high quality of its products, and this year several products under the brands Sytoyedov, Obozham! And Cheburechye won medals of all merits and special prizes in the Innovative Product nomination. This year, the brand portfolio will be expanded with a new brand and a new product line in the category of "baked goods". And as always, it will be delicious, interesting and easy to prepare dishes according to the recipes of various cuisines of the world. In addition, the company is preparing to launch a new line of first courses and plans to expand the range in the category of "breakfasts" and "hot snacks." ■

Written by Madina Turava





## One of the leading manufacturers of dairy products in Russia



Shareholder of the group  
Maxim Ivanov

**G**alactica Group of Companies is one of the largest independent manufacturers of a wide range of dairy products. The company is fully implementing the entire cycle of production of the dairy products from the farm and to the store shelves, which is why the manufactured dairy products undergo the shortest distance from the cow to the consumer.

### Strategic potential

As of today, the Galactica Group of Companies is one of the largest producers of the dairy products in Russia and the largest producer in the Northwest region. The Group includes the Galactica dairy plant, Baby Food Plant, Galactica Vyatka dairy plant, several agricultural industrial enterprises of the Leningrad region, as well as the Galactica Trading Company. All production plants of the company are equipped with modern automated equipment, which guarantees the consumers a consistently high level of quality of the dairy products. Every month Galactica produces 13 million packs of ready-made dairy products. The most important moment in the development of the company was the construction and opening of the main

production site, located in Gatchina, Leningrad region in 2008. On August 22, the company celebrated the 10th anniversary of the factory, which is one of the most modern dairies in Russia. The only manual operation in the production of finished products is the connection of the milk hose. The strategic potential of the Galactica group of companies are brands and employees who produce and develop them. Now the company's portfolio includes 4 brands. Bolshaya Kruzhka is the most famous brand of the company. It accounts for about half the sales of all products produced by Galactica. The brand is focused on the most mass consumer, who wants to provide his family with natural dairy products, and indulge them with useful dainties from milk, fruits and berries. In addition

### FACT BOX



#### FULL NAME:

GALACTICA Group of companies

#### CO-OWNER:

Maxim Ivanov

#### INDUSTRY:

Food & Beverage

#### ESTABLISHED:

1947

#### EMPLOYEES:

about 700

#### TURNOVER:

over 6 bln RUB

[www.mnogomoloka.ru](http://www.mnogomoloka.ru)





to the Bolshaya Kruzhka the company produces two premium brands Svezhee Zavtra and BE Dairy 2.0. The first offers more sophisticated and wealthy customers high-quality classic dairy and sour-milk products and cottage cheese, while the second – modern, enriched and functional products. And for those who value the combination of price and quality, the company offers Sudarynya - the basic dairy products produced in accordance with the requirements of GOST at an affordable price.

### Main products and manufacturing process

The main activities of Galactica are the industrial processing of milk, as well as sales and promotion of ready-made dairy products both under their own trademarks and on the order of other companies. One of the main partners in this direction is the Finnish concern Valio. Valio and Galactica have long-standing mutually beneficial relationships. At the stage of construction of a new production site, Finnish colleagues shared their experience, knowledge and expertise with Galactica to create a high-tech modern enterprise. Close partnership relations connect the Galactica with the company Tetra Pak. Most of the packaging lines and processing equipment in production are manufactured and serviced by the Swedish concern. Galactica often acts as an experimental platform for Tetra Pak pilot projects to test the most advanced packaging and technological solutions.

Now there is a joint project on printing a unique dynamic code on the packaging that can be used both for carrying out incentive actions and for tracking the way of the finished product from the moment of production to the end user. This will provide an opportunity to better control the quality, optimize logistics solutions, improve the effectiveness of CRM and establish direct links with end users of products. Galactica has always been one of the first to respond to the packaging innovations of Tetra Pak. For example, for the first time in Russia, the company installed a Tetra Top line in its production, designed to pack fresh "live" products such as pasteurized milk, sour milk products and yoghurts. After that, similar packaging solutions appeared at many manufacturers in Russia and in the world, but Galactica still remains one of the largest customers of Tetra Pak in this type of packaging. The company supported Tetra Pak in developing a new type of Tetra Brik Aseptic Edge packaging, launching the production of 0.2 / 0.25 liters volume and installing the line for Tetra Brik Aseptic 500 ml & 1000 ml Edge. At the moment Galactica manufactures products in 10 dairy categories. Milk, kefir, fermented milk and milkshakes with ice cream became the most popular and loved by the consumers. Galactica is trying to exclude the human factor, which could adversely affect the results of the company's activities from the production process. The company has installed the Tetra Plant Master

system, which allows several employees to fully control all production processes from the moment of milk acceptance to the automatic formation of pallets with finished products in the warehouse.

### New products and brands

In the fall of 2018, the company launches a new line to produce dessert and yoghurt products. It will be able to produce up to 12 thousand cups per hour. In addition, Galactica starts a large investment project (until 2023) of the production of fresh and soft cheeses without maturation. The cheese market is one of the most dynamically developing in the dairy industry. Despite this, cheese production in St. Petersburg and the Leningrad Region is very poorly developed. Having high-quality milk and a large modern sales market in the region, the company saw a perspective in the segment of cheeses with short shelf life. The new line will produce modern dairy products of yoghurt and dessert group. Following the global and European trends on improving the convenience of packaging and individual consumption, the new line will mainly produce portion products, in a package that is convenient to take with to the office or school. It will be useful and tasty snacks for those who aspire to a healthy lifestyle. In comparison with the current assortment, the novelties will contain less sugar, as it will be replaced by stevia - a natural vegetable sweetener. In addition, the company will add to the products the dietary fiber



- prebiotics, which support the growth of useful microcloflora of the stomach and improve digestion. The new equipment will allow Galactica to add big pieces of the freshest succulent fruits and berries, as well as make multi-layered, thicker foods with a high protein content. The new items will be supplemented with a small folding spoon for convenience of consumption. The new products will help the company better respond to the needs of consumers oriented towards a healthy lifestyle and meet the increasingly accelerating pace of life in the metropolis. The segment of modern dairy products is growing rapidly. According to various sources, this growth in the first half of 2018 reached from 7 to 12%. Current production capacity no longer allows the company to meet these growth rates. The new equipment will allow Galactica to significantly increase

the presence on the shelves in this segment of dairy products.

### Latest achievements

The pride of the company is the cooperation with the Federal agency Roskosmos under the program for the supply of astronauts, which began in 2011. On October 25, 2012, sublimed sour-milk products were delivered to the International Space Station. It happened for the first time in the history of Russian cosmonautics. The products were highly appreciated by cosmonauts, and in 2014 were included in the main diet of astronauts. The company has many awards and certificates, but it is especially proud of the fact that the sour cream Bolshaya Kruzhka has received Russian state quality mark. According to the results of independent laboratory tests, sour cream Bolshaya Kruzhka was

recognized as a high-quality product, as it meets not only the mandatory requirements of legislation, but also the state quality mark. In addition, ultra-pasteurized milk Bolshaya Kruzhka of 2.5% fat content was the winner of the popular broadcast of the First Channel of the Russian TV - "Control Purchase". Bolshaya Kruzhka, entered the top three, and laboratory research not only showed the safety and high quality of the product, but also the highest amount of useful protein in milk, which brought the brand a victory. Galactica is trying to introduce the most advanced management technologies to improve the efficiency of the enterprise. Competitive advantage of the company is mobility, efficiency in decision-making, ability to respond quickly to changes in the market and the surrounding business environment. Thanks to that approach in 2017, the company achieved 4.6% growth in EBITDA.

### Further development plans

The company is actively developing digital communication channels. All brands of Galactica have their own pages in social networks. On-line video, online contests, participation in cash back services, QR and data matrix codes, bloggers - these and many other tools the company actively uses and is going to develop in the future. Great attention is paid to the fuller satisfaction of a modern buyer needs. The company is working to make the packaging more convenient and the product more functional and tastier. Focusing on the latest trends in healthy eating, Galactica plans to reduce the sugar and fat content and increase the amount of protein. The company pays much attention to the development of B2B channel, to which refers institutional channels (schools and other government institutions), food service enterprises and HoReCa. In Galactica's portfolio there are products specially designed for the needs of special customers. The main market for Galactica's products is St. Petersburg and the North-West region. The company's products are represented in all federal and local retail chains. Galactica has long-standing mutually beneficial ties with partners in Siberia and the Far East. There are certain growth prospects in Central Russia and the Urals. ■

Written by Madina Turava



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## A new culture of meat and milk production and consumption



General Director  
Novikov Sergey Anatolyevich

**A**groPromkomplektatsiya group of companies is one of the leading agroindustrial associations in the Russian Federation. The dynamically developing company is one of the largest vertically integrated agro holdings of the closed cycle of dairy and meat production. AgroPromkomplektatsiya specializes in pig breeding and dairy farming, as well as processing products and selling them to consumers.

### History of success

The history of AgroPromkomplektatsiya begins in 1988. The group of companies was founded at a turning point in the history of the Russian Federation, when the state structure was changing, a new formation of the economy and economic activity was born. AgroPromkomplektatsiyawas formed within the first industrial cooperative Mercury in Kazakhstan. In 1989, the company representative office was established in Russia. The development of it began in the sphere of providing the population with food. Gradually, AgroPromkomplektatsiya formed its own network of wholesale and retail trade, developed a development strategy in the field of agriculture and for 30 years of its existence was able

to create a group of companies with a closed production cycle in the format "from field to counter", becoming one of Russia's largest agricultural producers. Today the company occupies a leading position in the field of pig breeding and dairy farming in the Russian Federation. It ranks 5th in Russia among pork producers and 9th among milk producers. The company continues to realize its potential in these areas and plans to open new production sites equipped with the most modern equipment.

### Strategic potential

The mission of the company is in expanding the capabilities of the agroindustrial complex and the formation of a new culture of meat and milk production

### FACT BOX



#### FULL NAME:

AgroPromkomplektatsiya group of companies

#### GENERAL DIRECTOR:

Novikov Sergey Anatolyevich

#### INDUSTRY:

Agriculture Industry

#### ESTABLISHED:

1988

#### EMPLOYEES:

about 8000

[www.apkholding.ru](http://www.apkholding.ru)





and consumption. Guided by this principle, the company provides the country's population with quality, tasty and useful products. The most valuable thing for AgroPromkomplektatsiyais the trust of customers. Thanks to it, thousands of people choose dairy, meat and sausage products of brands Dmitrogorsky product, Near Gorki and Sincerely Yours every day. This result comes thanks to the work of almost 8000 employees of the company, advanced technologies, strict quality and sanitary norms control and constant improvement in all areas of production. The success of the company's development primarily depends on the team of professionals and innovative technologies that are applied at the Group's enterprises. Technological solutions of such companies as MPS in meat processing, Trepko, Obram, Ferrari and Mariani in processing milk, Big-

Dutchman and GEA in pig production, De Laval in dairy farming are used for maximum automation of processes. For the management of production processes and accounting of raw materials, the CSB and ERP hardware complexes are implemented. For employees favorable living conditions are created, the social infrastructure of settlements in which the enterprises of the Group are located is developing. On a system basis, the company's employees are provided with professional trainings and the opportunity to improve their own qualifications and continue their career advancement.

#### **Manufacturing and main products**

AgroPromkomplektatsiya is a vertically integrated association with a closed production cycle. The Group specializes in pig breeding and dairy farming, processing of products and its sale to consum-



ers. The Group ranks fifth in the national rating of the largest pork producers and is among the most dynamically developing companies in the agro-industrial complex of Russia. The enterprises of the Group are active participants in measures for import substitution and ensuring food security of the Russian Federation within the framework of the State Program Development of Agriculture and Regulation of Agricultural Products, Raw Materials and Foodstuffs for 2013-2020. The products are sold in 31 regions of the Russian Federation. The retail network of the Group of Companies in 5 regions of the Russian Federation includes 110 stores of Farmer's Shop Near Gorki (premium stores in Moscow) and Dmitrogorsky product. Natural high-quality meat and dairy products are produced by the companies of AgroPromkomplektatsiya under trademarks: Dmitrogorsky product, Near Gorki and Sincerely Yours. The company constantly updates the range of products under its own brands and expands the range in the dairy category and in meat, semi-finished products, sausages and delicacies categories.

### Production technologies

In plant growing, the company uses the method of precise farming - GLONASS global positioning system, precise seed sowing, agrochemical mapping of fields; no-till system; deoxidation of soils - use of raw chalk quarry (LLC APK-Progress); fertilization of fields with organic wastes of their own CRS; six-field crop rotation and own seed-growing complex. Technological solutions used by the company in feed production are: an automated computer control system from raw material acceptance to shipment of finished products; high-tech lines for the granulation of feeds with hot steam treatment; laboratory monitoring of incoming raw materials and finished products. When it comes to technological solutions in processing there are no analogues in Russia on the level



of technological equipment used by the Kursk meat processing plant. Innovative equipment and technologies of meat processing are used only on two complexes - in Switzerland and Germany. Dmitrogorsky dairy factory is a modern high-tech enterprise, corresponding to the Russian and international standards of quality and productivity. Low-temperature pasteurization used in the plant retains beneficial microorganisms, calcium

and vitamins, destroying the pathogenic microflora. Classical processing technology eliminates the use of vegetable additives, preservatives and dried milk. Design capacity: processing of milk up to 240 tons/day; production of finished products - up to 135 tons/day. Both enterprises are certified for compliance with the requirements of the food safety management system GOST R ISO 22000-2007 (ISO 22000: 2005), which includes





the principles of HACCP. Technological solutions in pig breeding used by the company includes automatic manure removal - animal waste is processed and used as an organic fertilizer; underground sewage pumping tanks for sewage reception provide waste water disposal; pumps, agitators, separators from the Italian company Cri-Man® and decanters from the German company Westfalia Separator provide high performance. In dairy cattle breeding the complexes are equipped according to the European technology of cold, free-of-charge content - the microclimate for cows is created due to air circulation in a large covered room. Organization of animal drinking, ventilation of premises, manure removal on the complex is automated. Complexes are equipped with maternity wards and departments for newborn calves, which from the first

days begin to live in individual houses, until they grow up, which contributes to the formation of immunity.

#### Geography of sales

The products are sold by the single trading house Dmitrogorsky product of the Group in 31 constituent entities of the Russian Federation (Moscow city, St. Petersburg, Moscow region, Tver, Kursk, Orel, Tula, Ryazan, Vladimir, Yaroslavl, Ivanovo, Kostroma, Nizhny Novgorod, Saratov, Penza, Voronezh, Pskov, Tambov, Vologda, Novgorod, Volgograd, Rostov, Lipetsk, Kaliningrad, Smolensk, Novosibirsk, Magadan regions, Krasnoyarsk Territory, the Yamalo-Nenets Autonomous District and the Republics of the Crimea and Komi) by wholesale and retail sales. The company is also included in the register of enterprises of the customs union and can supply to five CIS

countries: Armenia, Belarus, Kazakhstan, Kyrgyzstan and Russia. The company plans to develop export potential in the countries of South-East Asia.

#### Achievements and further growth

For 30 years, the company was able to double the number of production assets and production volumes, becoming one of Russia's largest agricultural producers. The company is a multiple owner of gold medals for the best products in the international exhibition Prodexpo. It ranks 5th in the national rating of the leading producers of pork and 9th among milk producers in Russia. The B.M.Ibiskus cow of the Holstein-Frisian breed was recognized as the best in Russia by the results of breeding in 2013. In maximum lactation, the milk yield was 20,500 kg with a fat content of 4.33% and a protein of 3.08%. According to the results of the 2016 coup, three cows of the Agrofirma Dmitrov Gor were recognized as the best in Russia. Technology, automation and informatization of processes allowed to increase production efficiency, provide high quality products and dynamic economic growth rates. The company's plans for the near future include further strengthening of positions in the field of pig production: the construction of 5 new pig complexes in the Kursk and Tver regions. Development of dairy cattle breeding: construction of the third dairy complex of cattle for 6000 heads. Strengthening the feed mill: construction of 2 feed mills and silos in the Kursk and Tver regions. The company is most proud of the fact that they created a unique team of professionals who have been feeding people for 30 years with quality and delicious products. ■

Written by Madina Turava





## From a small manufacturer to a market leader

### FACT BOX


**FULL NAME:**

FBR-ELPO S.p.A.

**CEO:**

Giacomo Giampellegrini

**INDUSTRY:**

Food and Beverage

**ESTABLISHED:**

1963

**EMPLOYEES:**

140

**TURNOVER:**

23.000.000 euro

[www.fbr-elpo.it](http://www.fbr-elpo.it)

*This is the success story of the Italian manufacturing company that continues to set a great example for others and proves that through dedication, hard work and a customer-oriented mindset any small business can expand and become successful.*

### The beginnings

Founded in 1963 in the Food Valley, FBR-ELPO is a manufacturer of machines and complete lines for fruit and tomato processing in aseptic filling. It has been a leader on the international market for over 50 years and that says a lot. In the beginning it was a small company manufacturing machines for the food industry on specific requests, but then it quickly gained the trust of its customers both in Italy and abroad and earned a well-deserved position on the market, equal to that of the biggest companies of the sector. After the acquisition in the early '90s of ELPO, a leading company in the construction of machines for the aseptic filling, it has taken the current name of FBR-ELPO and since then it has started to strengthen its market position. The filling aseptic machines are the pride of the company and are considered as a high quality product all over the world. FBR-ELPO is now able to provide a full

range of solutions for the processing of tomato, fruit (even tropical) and for filling in aseptic conditions, starting from single machines up to turnkey complete lines. The main reasons for the success of the company are tailor-made products that meet the specific customers' needs both in terms of the production capacity and the end product they want to receive.

### Projects and production

One of the crucial things in running the business in a successful manner is to invest in the research and development area. FBR-ELPO invests in a team of engineers and experts dedicated to the research and development of new technologies and technical solutions. The research centre is responsible for the design of the machines and implementation of new IT systems to apply to new installations as well as existing ones in order to optimize them. The technical





and technological solutions studied and adopted have significantly contributed to the improvement of the production systems, the reduction of energy consumption, efficiency, and profitability of production lines.

#### Trusted business partners

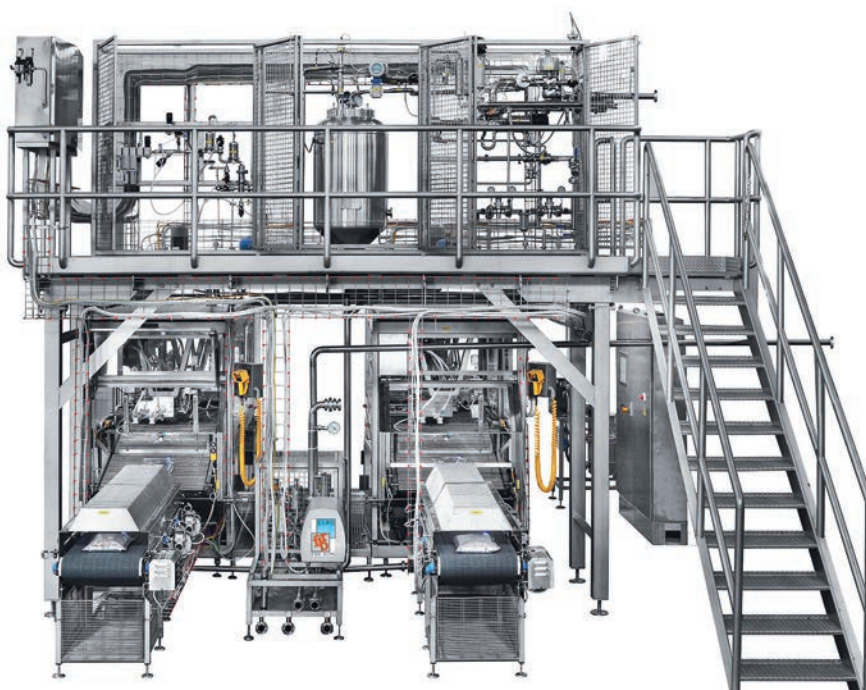
When talking about the driving factor of the successful company, the quality is the answer and to maintain once gained customers' trust, it is imperative to work with the trusted partners. Throughout the years FBR-ELPO have established a very good partnership with companies like Siemens, Allen Bradley, Eaton and ABB. They all act as the direct provider of

the electronic components. The list does not end here and to name a few more we have Endress Hauser Italia (flow meters), Gea (piston pumps, Niro Soavi aseptic valves), Spirax Sarco (sanitary valves, steam and heat exchangers), Interpump (piston pumps), Peralisi (decanter), Gardner Denver (circulation pumps, high temperature water and CIP), Bardiani (aseptic valves), Spx Flow Technology (aseptic valves), Festo (pneumatic pistons and electronic Islands), Smc Italia (eletronic islands).

#### Quality control

FBR ELPO prides itself on being of the best quality and those are not just

words. To back this up, the company has been ISO 9000 certified for over 10 years now. Recently it has been certified ISO 9000-2015. Quality control is conducted in acceptance of the qual-



ity department through the verification of the correspondence between DDT, order and material. It is followed by the integrity of the packaging check and the existence of documents/certificates and its correspondence. Finally, controls on material is conducted: via a visual analysis or dimensional checks that are made with special instruments, the correspondence between specifications in design and measured values.

#### Strategic markets

The target market is spread worldwide. It is mainly concentrated in Europe, Africa, Centre and North America. It is no surprise that the main customers are multinational organisations from the dairy and the food & beverages sector.



The long-term plan is to improve the company's position in Eastern Europe but also in the countries of the former Soviet Union. Somebody could ask why the customers keep choosing FBR ELPO over all the other companies with the similar business profile. The reasoning behind it is staying flexible, customer-oriented and maintaining the highest technological standards.

### The team

FBR ELPO consists of a team of over 80 employees, of whom about 30 are strictly production workers. It looks like a lot, but each year more than 80 production orders are processed therefore the numerous staff is crucial.

### R&D field

In the last period many new ideas and technologies have been introduced in the research and development area. The team has designed and manufactured a new version of the sterilizer based on the radio frequency system called "ELETTRA". It is an ideal solution to improve and optimize the treatment of fragile products for colour and sensory characteristics, as well as for processing products with pieces. When using the radio frequency system of sterilization, the

product does not get heated from the outside (does not get exposed to the heat of the water). Instead, it is heated directly from the inside, ensuring numerous advantages including the reduction of working time and maintaining of the characteristics of the product.

As opposed to the traditional methods, the radio frequency technology can also be applied to defreezing of products in pieces to be allocated to further processing, ensuring the consistency and the structure of the processed raw material to prevent any kind of damage.

### Technological innovation

Any recent improvements made in the technological innovation area? The answer is yes. FBR ELPO has developed a new operating system to maintain the control of all the ongoing operations called INTUITIV RELATIONSHIP INDUSTRIAL SUPERVISION (IRIS). It allows to monitor the entire production process by live analysis of the processed data. Every machine is equipped with the wide database and live video diagnosis as well as the archive of the past actions. All the software and hardware developed by FBR ELPO are in line with the Industry 4.0.

### What the future holds

The company recognizes two main ar-

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eas they want to focus on and invest in. Those are human resources and technological innovation programs. That is the only way to make further significant improvements in the quality of the offered products and the only way forward. Of course – as any company – the 5-10-year plan is needed. Clear goals need to be set and the most crucial one for FBR ELPO is to keep being present on the market by constant upgrade of products and services. What is more, the company is ready to anticipate customers' needs.

### FBR ELPO today

Despite the company's great success there are no plans to slow down. The manufacturer consistently maintains the high level of growth and hopes to keep this trend in the future. Worth mentioning is also the fact that recently the company has renewed their trademark. It is now the perfect representation of the balance between the broad experience of FBR in food processing and the continuing trend towards innovation of ELPO in aseptic filling. To sum up, new competitors will surely appear on the market, but FBR ELPO is definitely the name to know and to remember. ■

Written by Anna Wąsowicz-Senne





## The largest supplier of parts for cold sheet stamping and laser cutting in Russia

**T**he strategic potential of ROSTOVSKY PRESSOVO-RASKROYNY ZAVOD, OOO is modernization and technologies used to manufacture the products, as well as modern equipment and employees who participate in the process of creating every detail in the entrusted sections. The plant is actively developing, using the world's experience in building and optimizing business processes that meet world standards, with the involvement of the best consulting companies.

### Russian leader in the industry

ROSTOVSKY PRESSOVO-RASKROYNY ZAVOD, OOO(RPRZ) is the largest plant in Russia, which supplies parts of cold sheet stamping and laser cutting to the conveyor of machine-building enterprises. The plant is located in Rostov-on-Don, the logistics center of the South of Russia. The history of the enterprise begins in 1929, when the first production was manufactured at the Rostselmash plant in Rostov-on-Don. Being part of Rostselmash, the plant carried out its tasks, producing stamped parts for harvesters and other agricultural machinery. The history of RPRZ as an independent enterprise began in 2005, when the ROSTOVSKY PRESSOVO-RASKROYNY ZAVOD was separated from Rostselmash. As the

enterprise is a high-tech plant, the most important moments for the company are the purchase of new equipment and modernization. The increase in the fleet of machines always leads to the expansion of the product line; new opportunities and new approaches to meeting the requirements of customers. Now the company has the asset of the 26 units of cutting equipment, 250 units of press equipment (including automatic lines, press for small, medium and large punching). In the flexible technology shop, there are 18 laser systems of the German company Trumpf, as well as 21 sheet bending presses. An important milestone in the development of the company was the beginning of cooperation with the automotive industry, when



CEO  
Vitaliy Opryatkin

### FACT BOX



#### FULL NAME:

ROSTOVSKY PRESSOVO-RASKROYNY ZAVOD, OOO

#### GENERAL DIRECTOR:

Vitaliy Opryatkin

#### INDUSTRY:

Machinery Industry

#### ESTABLISHED:

2005

#### EMPLOYEES:

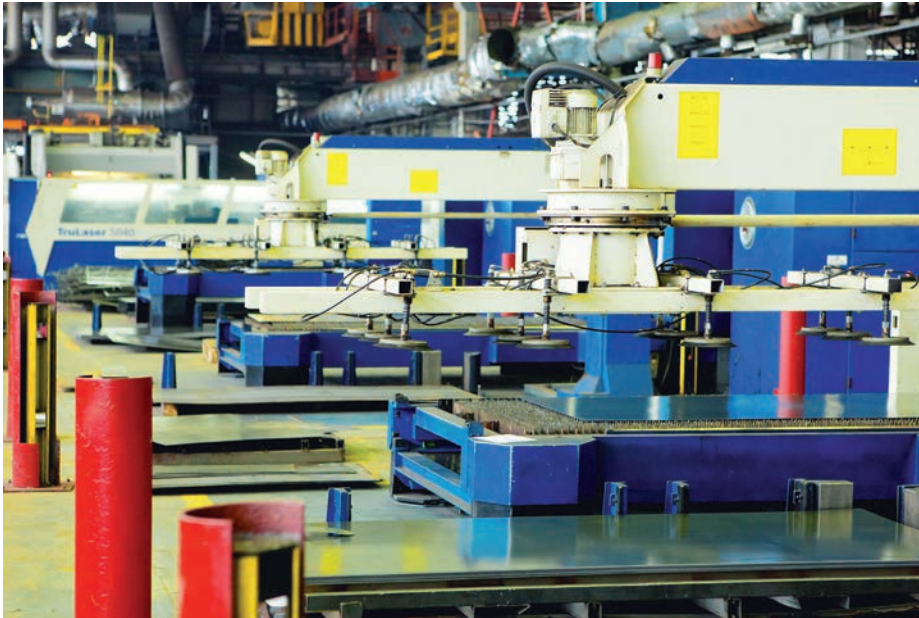
1400

#### TURNOVER:

more than 6 bln. rub.

[www.rprz.ru](http://www.rprz.ru)





RPRZ mastered the production of parts for window lifters and seats for Renault, Lada, Volkswagen, Nissan and Ford.

### Production technologies and main products

The company has a large fleet of equipment, which means that it has ample opportunities to produce parts of varying complexity and configuration. RPRZ provides laser cutting services for metal, cold sheet metal stamping and bending of metal to industrial enterprises in the fields of agricultural machinery, automotive industry, home appliances, and machine building. One of the main advantages of RPRZ is the availability of instrumental production and the long experience of instrumental production. Qualified personnel and carefully selected equipment allow to design and manufacture dies for cold sheet punching (maximum dimensions 4000x2100x1250 mm, weight up to 20 tons) in the shortest possible time with the quality of the European level. Concerning laser cutting the metal, RPRZ processes carbon steel up to 20 mm thick, stainless steel up to 12 mm. Cold stamping is one of the most advanced and perfect methods for manufacturing a variety of products. Thanks to the method of cold stamping, precision, speed and cheapness of manufactured products are achieved in the production. The largest fleet of laser equipment in Russia and Europe allows to meet the needs of all customers in a short time. Laser cutting of sheet metal is performed on modern high-performance equipment. ROSTOVSKY PRESSOVO-RASKROYNY ZAVOD provides a wide range of opportunities in the field of cold sheet metal stamping (small,

medium, large stamping parts and products, deep drawing parts). Universal bending of parts is carried out on modern press brakes with CNC TruBend 5230 and TrumaBend V85S. Possibilities of the equipment allow to process metal from rolls with simultaneous unwinding, editing and sharp, both in longitudinal, and in a cross direction. The total capacity of the automatic cutting lines of coiled steel is more than 250,000 tons of steel per year. The details made at the plant are used in the production of combines, tractors, harvesting, trailed and other agricultural machinery; cars, washing machines, refrigerators and various kinds of equipment. As RPRZ produces parts according to the customer's drawings, each product of the company is individual.



### Strategic potential

RPRZ provides customers with the necessary production capacity, takes on all the work on manufacturing industrial batches of parts, their further processing and packaging. It is also possible to develop technical documentation. Business processes of RPRZ are adapted to interact with international companies operating in the automotive industry, while own transport company guarantees compliance with the schedule of deliveries. The plant supplies products to leading Russian and international enterprises of the automobile industry, agricultural machinery, manufacturers of household appliances. RPRZ is the only supplier of cutting metal to Rostselmash. RPRZ maintains partnerships with the largest metallurgical enterprises in Russia: PJSC MMK, PJSC Severstal, PJSC NLMK and guarantees direct deliveries, low prices and stable metal quality.

### Mission and vision

ROSTOVSKY PRESSOVO-RASKROYNY ZAVOD always tries to gain the trust of customers through excellent work and the fulfillment of all requirements. The right goals, strategies and plans and perseverance in their implementation help to achieve success. RPRZ approved the Policy on Quality and Environmental Protection, which sets out the mission, purpose, strategy of the company and the principle of leadership. The mission of the company is to create products of high quality and consumer value, contributing to the effective and dynamic development of the customers' business. Values of the company: Effective



cooperation, Quality, Technology, Human Resources. RPRZ staff is a close-knit team with many years of experience in the field of agricultural machinery, knowledge and a deep understanding of modern business processes, energy and focus on results. ROSTOVSKY PRESSOVO-RASKROYNY ZAVOD is actively attracting young personnel from its region, as well as specialists from other regions. Much attention is paid to the transfer of experience by employees of the older age group, especially among the production and support staff - the procedures of mentoring and internal training have been successfully implemented. The process of constant development of all personnel groups is a priority task of the Company's personnel policy. At the moment, RPRZ employs more than 1,400 people.

### Rewards and achievements

The regular stage in the activity of any developing enterprise is the development and implementation of a quality management system. The plant has certified QMS for compliance with the requirements of ISO 9001: 2015, the automotive industry standard ISO TS 16949: 2009, the environmental standard ISO 14001: 2015. ROSTOVSKY PRESSOVO-RASKROYNY ZAVOD is proud of the "Best Supplier" awards received from customers and its status of A category supplier (a category that includes the most reliable suppliers, companies that meet the strictest qualifying requirements). For RPRZ, awards primarily mean customer confidence and understanding of the fact that the business of customers is being developed through the work of the plant. The company is proud that the result of its work can be seen in many

spheres of life: 80% of the grain in Russia is harvested by Rostselmash harvesters made from stamped parts and RPRZ cutting pieces; more than 16% of cars sold in Russia use stamped parts of RPRZ.

### New products and investments

Currently, the project for the purchase of a stationary 3D measuring and control machine is in the final stage of implementation. ROSTOVSKY PRESSOVO-RASKROYNY ZAVOD puts it into operation in late May 2018. Also, investments are planned in the purchase of a press of clear cuttings and precision press with an automatic line. This equipment is necessary for the implementation of new projects with new customers and the company is ready to invest in the development of its production and technology. The company works in the market of production services and does not produce any particular product. Every detail produced on ROSTOVSKY PRESSOVO-RASKROYNY ZAVOD is individual and made for a specific customer. Accordingly, new products are the results of projects with new customers, as well as the expansion of the nomenclature for existing customers of the company. Since the company's products are used in various industries, the expansion is directly related to the development of customers' business. At present, ROSTOVSKY PRESSOVO-RASKROYNY ZAVOD is a supplier of the 2nd level to automobile plants. As part of the expansion to new markets, the company plans to enter the 1st level suppliers, which means working directly with automakers. In the near future the company plans the purchase of new equipment and modernization of existing; the development and training of the personnel, IATF 16949: 2016 certification and expansion of the range of manufactured parts. ■

Written by MadinaTurava





## Russian manufacturer of replacement equipment and spare parts



Director  
Sergey Unru

**T**he main direction of activity of Mekhanoremontnyi Complex is the production of replacement equipment and spare parts for technological units of metallurgical and ore-dressing industries, the production of new aggregates and parts, the development of structures and their modernization. The company also provides repairs and maintenance of mechanical, electric steelmaking and lifting equipment of metallurgical and ore-dressing industries.

### The most important moments in company's development

In 1930, on the basis of the central workshops of the mechanical, blacksmith, foundry and boiler shops, the mechanical service MMK was created. In this form it existed until 1991, when, on the initiative of the chief engineer, a mechanical repair plant Mars was established. This event can be considered the most significant, as the history of the company as a separate enterprise began with the formation of the plant Mars. On November 26, 1999, the decision of the Board of Directors of OJSC MMK established a closed joint-stock company Mekhanoremontnyi Complex (MRC), which included 13 shops. At that time, the specialization of MRC was the produc-

tion of equipment, replacement spare parts and the provision of repair services to the parent enterprise MMK. In 2014, workshops specializing in service and repairs were transferred to another company of the MMK Group - United Service Company, which ultimately formed the MRC as an exclusively production enterprise. In April 2016, the organization was transformed into Mekhanoremontnyi Complex, in what form it exists today.

### Strategic potential

The undoubted strategic advantage of LLC MRC is belonging to the group of PJSC MMK, which provides an unflinching flow of orders for spare parts and equipment. In addition to providing efficiency, LLC MRC acts as the manufactur-

### FACT BOX



#### FULL NAME:

Mekhanoremontnyi Complex

#### DIRECTOR:

Sergey Unru

#### INDUSTRY:

Metallurgical Industry

#### ESTABLISHED:

1991

#### EMPLOYEES:

more than 4000 people

[www.mrk.mmk.ru](http://www.mrk.mmk.ru)





er of a significant part of products and units for large-scale construction and reconstruction at PJSC MMK. During the joint work, LLC MRC received a huge experience in the production of all kinds of products for all possible technological processes of metallurgical production. The obtained experience is successfully applied when working with other enterprises of the industry. The success of the company consists of three components: terms, quality, customer-oriented. Extensive technological production capabilities, as well as extensive experience in the industry, allow MRC to comply with these requirements, which ensures a stable position of the company.

### Production process and main products

The main task of LLC MRC is timely provision of PJSC MMK with spare parts for trouble-free operation and elimination of downtime. In addition to PJSC MMK, MRC products are supplied to the leading metallurgical enterprises of the Russian Federation and the countries of the former USSR. The company occupies very strong positions in the production of technological dishes: slag bowls, molds, ladles, etc. The company's production facilities have huge opportunities in the field of large-scale casting. In Russia, only a few enterprises can manufacture such products. In addition to metallurgy, MRC has extensive experience in manufacturing and supplying products for the mining and processing industry to the largest companies specializing in mining and beneficiation of minerals. The main products for this industry are replaceable spare parts operating under conditions of increased abrasive load: armor plates, lining, cone crushers, etc. In the production of these products, both standard manganese steels and more modern chromium-molybdenum are used. MRC includes seven production departments: a foundry shop, a metalwork shop, a roll grinder shop and four machining workshops. In the foundry there is a CHM line (cold-hardening mixtures) produced by FAT, electric arc furnaces with a volume of 6 and 25 tons and an induction furnace with a capacity of 10 tons. At the moment, the production is being modernized. The machine park includes the

machines of Skoda, Uniport, Robofil, Sodick, Mikron, Roboform and other foreign and Russian manufacturers. The steel grinding and metalwork shop are also equipped with modern equipment.

### Company activity for the last few years

Until recently, production was set up exclusively to meet the needs of the parent company - PJSC MMK. In recent years, the situation has changed significantly and to date, MRC is one of the leading producers of technological utensils and metallurgical equipment in Russia, and the share of MRC on the market of these products is steadily growing. Currently, cost planning is a rather difficult task due to frequent changes in market conditions. The difficulty lies in the fact that in addition to predictable production and seasonal factors, the political situation in the world and changes within the countries supplying raw materials have a powerful impact on the market. An example is the sharp jump in prices for graphite electrodes in 2017, caused by a decline in production by Chinese companies, or a jump in aluminum prices in March-April 2018. However, despite the difficult situation on the market, the company's strategy allowed it to raise profits in the period from 2010 to 2017 by more than 10 times.

### Export and new markets expansion

Approximately 10% of the sales to outside customers (not belonging to the group of PJSC MMK) are for export. This is mainly Belarus and Kazakhstan. Nego-





tiations are ongoing on deliveries with consumers from other countries of the former USSR and Europe. At the moment the company is actively working in the direction of deliveries of replacement equipment for ore mining and processing. Moreover, the range of products includes, in addition to Russian equipment, spare parts for European-made units made from special steel grades.

#### **Mission and vision**

MRC's mission is, undoubtedly, to ensure trouble-free operation of the shops of PJSC MMK. The main value for LLC MRC is the personnel. Workshops, machine tools, production lines, regardless of their perfection, cannot work without human participation, which is why the main task of management, besides production, is to ensure comfortable working conditions for employees. For MRC LLC,

the social orientation of the company is one of the priority issues. For employees and their families, health, cultural events, excursions, sports competitions are constantly held. At the moment, more than 4,200 people work for MRC.

#### **New investments and products**

LLC MRC annually plans funds for updating and improving production assets. The investment program for 2018 includes the acquisition of new modern metalworking equipment, modernization of foundry and forging and pressing production. Today, the technology of production of lining elements from chromium-molybdenum steels is mastered, which will partially meet the needs of the Russian market in place of imported analogues. Also, the process of production of products made of high-strength and wear-resistant MAGSTRONG steels

manufactured by PJSC MMK is established. Data on steel parameters do not concede, and sometimes surpasses the analogues of the world's leading brands, which, combined with the company's experience in the production of industrial metal structures, allows to ensure the highest quality of the final product.

#### **Achievements and further growth**

The company plans to further strengthen its position on the market of equipment for metallurgy, ore mining and processing industries and to enter the international level with this product. Work in this direction has been carried out for a long time, and considerable progress has already been made. Also, the company plans to resume production of another long-known LLC MRC products - tubing for mines and underground. In recent years, the output of this product has been significantly reduced, now, in connection with the commissioning of a high-performance molding line in the foundry, it was possible to return to this production. By analogy with metallurgy, Mekhanoremontnyi Complex considers options for delivery not only to Russia, but also to other countries. The enterprise has a lot of permits, certificates and licenses for the implementation of production activities, laboratory research and design work. In addition, the company has certificates of compliance with ISO 9001: 2015; ISO 14001: 2015; OHSAS 18001: 2007. The greatest reason for the MRC's pride is the authenticity of the company. The identity of the goals of managers and executors is the cornerstone for the successful operation of any enterprise in any industry. Without observing this condition, the development of the company becomes an extremely difficult task. In Mekhanoremontnyi Complex, this condition is met at all levels of business processes. Regardless of job responsibilities and position, each employee is aware of the company's goals and ways of achieving them, which ensures a comfortable, well-coordinated working atmosphere and allows achieving the best results. ■

Written by Madina Turava





## International expansion and local support

### FACT BOX



**FULL NAME:**  
SYMAGA SILOS

**PRESIDENT:**  
Alfonso Garrido

**INDUSTRY:**  
Metal structures

**ESTABLISHED:**  
1985

**EMPLOYEES:**  
250

**TURNOVER:**  
56.6 M€

[www.symaga.com](http://www.symaga.com)

**S**ymaga, an international and widely recognized company producing silos, is a perfect example of successful and sustainable business. Its well-balanced approach to investments in new technologies goes hand in hand with its help for local communities and numerous NGO's worldwide. More than thirty years after its beginnings in Villarta de San Juan, the company still supports the development of the region and sponsors a variety of local initiatives.

### A great evolution

The history of Symaga dates back to 1985, when Alfonso Garrido founded a firm producing silos and livestock equipment in an agricultural village called Villarta de San Juan. The activity of the company had a very positive impact, helping to diversify its economy, and up to today Symaga remains an important motor of economic growth of the region. We could quote a lot of data illustrating the immense development of the company, including the process of its modernization and the implementation of the newest technologies on European level, but let's start with a simple, yet meaningful, comparison. At the beginning, the production of silos in Symaga was manual and it required four people and 38 hours to make a silo, while nowadays the com-

pany produces 100 silos a day and there are only 2 people required for this task. Ever since its beginning, Symaga has not ceased its development, both in the field of modernization of the plants and in the field of human capital and neither has it stopped increasing the number of national and international sales. Among the crucial moments in the company's history we can mention its opening for new national markets and the beginning of its presence on international market in the 80's. The development brings also new challenges: a standardisation of product and shorter delivery time is required. In order to meet these requirements, Symaga invests in mechanisation and increases the number of employees to 20. In the 90's the internationalisation of the company continues, as the col-





mills, bioethanol plants and in many other places. The maximum capacity of a silo with a base made of concrete is 25 000 m<sup>3</sup>, while a hopper silo (with a diameter of 12 m and a hopper of 45°, 60° or 66°) can have up to 2,643 m<sup>3</sup> of capacity. The silos produced by this company are known for their durability and they are said to be easy to put up. The covering Z600 guarantees that the lifespan of the silos produced by Symaga exceeds the standard lifespan offered by other manufacturers.

### Professionalism and openness

Currently Symaga employs 250 workers and it has created a special entity called Project Department, which is formed by Project Managers. This department is dedicated to the coordination of installations of Great Capacity, which required a perfect planning and organisation of technical, commercial and logistic teams, from the project and up to the delivery and installation. Despite that the company can rely on a team of experts, it still remains open for new talents and ideas. Symaga gives students an opportunity to undertake an internship in the company and enables young people without experience to start their professional career. Thanks to collaboration with Technical University of Madrid, Bipree Research Group and Metal Technological Center of Castilla - La Mancha (Itecam), the company supports and inspires new technological projects.

laboration with foreign companies and exportation of products to European and South African countries increment. Nowadays, Symaga possesses facilities in more than 140 countries.

### Beating new records

In 2017 the company beats its own record in production, reaching the number of 37 million tons and exceeding by 10% the results from 2016 and 2015, which up to this point have been considered the most successful years. The growth of production is related with a

growth of employment – the number of employees of Symaga in 2017 reaches a top number as well: 250 workers. Moreover, the company received many prestigious titles and prizes, such as the Escolástico Zaldívar award in 2015, the PYME Innovadora seal in 2016, or the Award of Business Merit in the category of Export Companies in 2017.

### Products

Symaga offers a variety of industrial silos and accessories, which are used in breweries, feed mills, port terminals, grain





### The key to success

The great evolution and success of this company certainly would not have been possible without high standards of production and a great contact with the clients. Symaga implements the newest technologies (for example, robots for folding and welding, or lasers for precise fabrication of steel elements) in order to guarantee the highest quality and precision at every part of the process, from production to distribution. It collaborates only with carefully selected suppliers which are considered the best steel mills in the world. It is also worth noting that the company possesses a totally automatized plant - the first one in the sector which obtained the CEmarking. Among the most important strategies in the present times, Symaga indicates investments in I+D+i (Investigation, Development and Innovation) and the policy of profit reinvestment. Both strategies aim at expansion, both on national and international level, thanks to investments in the newest technologies, as well as in human capital. When it comes to the relations with the clients, Symaga manifests a personalized approach, trying to meet the real needs of the buyers. The Export Area Managers are of various nationalities and origins,

thanks to which an objective knowledge of a particular market and a multilingual approach is guaranteed. Moreover, the team visits over 100 countries a year, taking part in local festivities and industrial missions.

### What really matters

It seems clear that for Symaga it is the values, and not only the economic success, that determine the way. According to its Corporate Social Responsibility Plan, the everyday activity should be developed in an ethical framework, respecting the environment, as well as a personal and corporate development. On the one hand, the company collaborates with numerous foundations and NGOs, such as AFIM, Red Cross, Manos Unidas, Coraje, AECC, Afanion, Supernenas, AELIP and NIPACE, and each year it makes a special donation to an association or collective. In 2017, for example, it supported NIPACE, a foundation which helps children with cerebral palsy. That year, Symaga helped also AELIP (International Association for Families and People Affected by Lipodystrophies) and Supernenas (a group of women affected by cancer who organised a self-help group). On the other hand, Symaga keeps on supporting diverse activities

in its region, such as sponsoring a local football team, supporting the organisation of tournaments and races, or helping an athletic club in Villarta de San Juan and football camps in neighbouring villages, for example in Herencia. Apart from its support for sport initiatives, the company contributes to the renovation of buildings, such as churches.

### A glance into the future

During the next year Symaga is planning to continue investing in the newest technologies, in order to guarantee that the silos have a total traceability. The investments are centred on the lines of profiling and punching, in laser and in the automation of welding. The company has already purchased new drills, a new profiler for the accessories and numerous robots, among which we can highlight a new automatized welding cell of the newest generation. Having in mind all the previous Symaga's achievements, the future seems really bright. ■

Written by Agata Zep



## Nearly 50 years of experience and the continuous progress in the development and production of piping systems

### FACT BOX



#### FULL NAME:

NUPI INDUSTRIE ITALIANE S.P.A.

#### GENERAL SALES DIRECTOR:

Engineer Giovanni Cipolla

#### INDUSTRY:

Production of piping systems for plumbing

#### ESTABLISHED:

1972

#### EMPLOYEES:

300

#### TURNOVER:

78 mln €

[www.nupiindustriaitaliane.com](http://www.nupiindustriaitaliane.com)

*Insight into 'then and now' of NUPI INDUSTRIE ITALIANE S.p.A. in the words of one of the main men standing behind the company's success - General Sales Director, Engineer Giovanni Cipolla. 1st of October 2008 was a day to remember both for NUPI S.p.A. and GECO System S.p.A., because on that day the two companies joined their forces and together, they created Nupigeco S.p.A. which later on - in October 2015 - was taken over by NUPI Industrie Italiane S.p.A. It goes by that name till this day and - as stated by its General Sales Director, Engr. Giovanni Cipolla - the biggest pride of the company lies in its wide history and the unquestionable fact that it has taken every opportunity to keep up with the globalization despite all the difficulties always with the same enthusiasm and the can-do attitude. What is also very important, the company has set as its primary goal not only to manufacture the products of the highest quality that meet the performance requirements but, above all, customer satisfaction.*

### Company's milestones

There would be no success without the humble beginnings, therefore let's have a look at the timeline of the impressive key steps in the development of NUPI Industrie Italiane S.p.A.:

- 1972 - The first plant producing polyethylene pipes for water and gas under pressure of NUPI S.p.A. is founded in Imola (Bologna region).
- 1977 - The trademark NIRON is launched for plumbing installations.
- 1984 - The trademark NIRON Beta is launched for plumbing installations.
- 1994 - The ELOFIT fitting range for pipes under pressure is launched by GECO System.
- 1996 - NUPI S.p.A. announces the opening of a new plant for the pipes production in Castel Guelfo (Bologna).
- 1997 - The SMARTFLEX system used for the transportation of dangerous fluids and fuels is introduced by NUPI.
- 1998 - 2010 - The period of successful promotion of more than 10 systems for the transport of wa-



ter and gas under pressure. In the meantime, the ELOSFERA range is expanded by 3 new systems for the use of renewable energy.

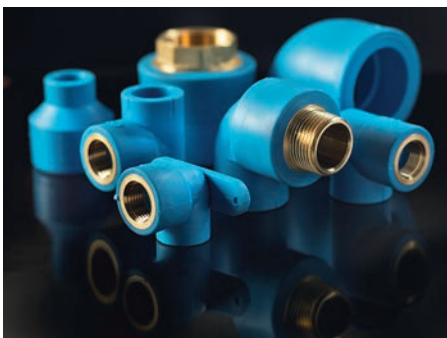
- 1999 - Multilayer pipes production for the plumbing applications is introduced.
- October 2008 - NUPI S.p.A. and GEKO System S.p.A join forces to create Nupigeco S.p.A.
- 2010 – 2015 - 10 new product ranges get promoted.
- Oct 2015 - Nupigeco S.p.A. is taken over by NUPI Industrie Italiane S.p.A.

### Portfolio

The wide range of products and services opens the door to the new possibilities on all kinds of business areas. In order to make the portfolio stand out among the competitors, except for the standard products in the catalogue, the company offers tailor-made problem-solving solutions, often very complex ones, that are required by the specific plant. The goal is to combine expertise in the development and production of piping systems for the sector of sanitary, industrial, gas, irrigation and heating with the experience in the production of pipes polymer dedicated to oil, chemical and petrochemical markets. The product range includes polypropylene systems (Niron, Niron Beta, Nero by Niron, Polysystem, Niron Pre-insulated), multilayer systems (Multinupi, Multigeco), energy saving systems (Eloweb, Nrgeo), gas&water distribution under pressure (Elofit, Polyethylene Tubes, Elopess, Elamid), plumbing systems (Elotherm, Ecowave), welding systems (welding tools) and lastly service stations (Smartflex, Smart Conduit, Olitech, Smart LPG, Ecosmart).

### Operations strategy

Happy customers guarantee company's well-being and when on top of that we add the complete portfolio of the products and services being ISO 9000 certified and also the flexibility of pro-





duction, we get the features that characterize Nupi Industrie Italiane S.p.A. Market demands fluctuate and the most demanding customers are the most difficult ones to please, but that is what keeps the business going.

#### **Plants and the personnel**

There are 3 production plants in Italy for a total of 150,000 square meters. At the headquarters in Busto Arsizio the production is focused mainly on the fittings, while the two other plants in Castel Guelfo (Bologna) and Imola are the extrusion process plants. Together they employ around 270 people.

#### **What's in the pipeline**

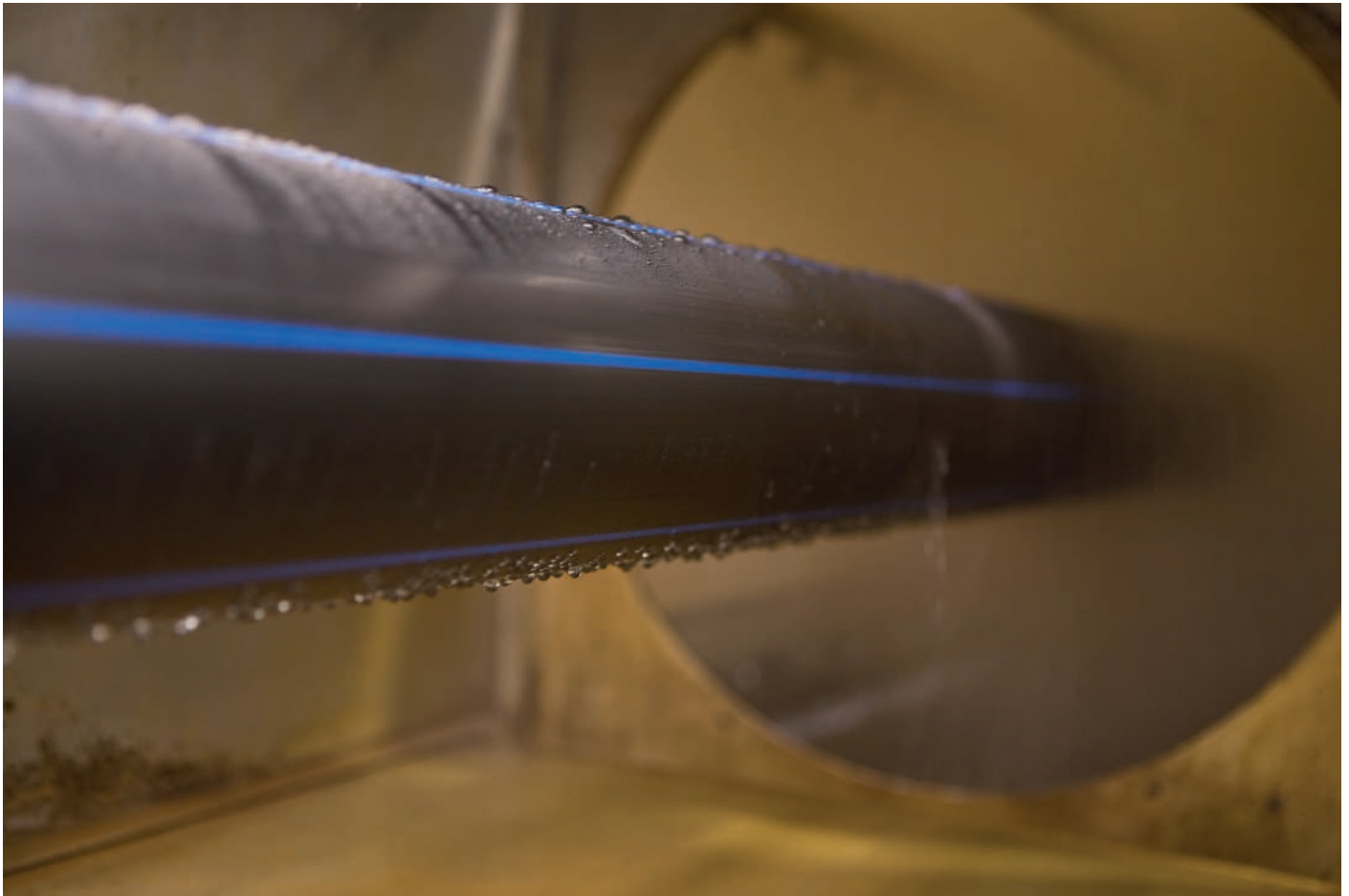
When we look into the ongoing projects, NUPI Industrie Italiane S.p.A. is working on solutions suitable to withstand the most extreme sanitization procedures

for hospitals. This is going to take a while, but there are sufficient resources and most important - the willingness to take every possible step to ensure the sanitization quality meets the highest standards. When talking about new projects, the company has taken 8 new staff members on board dedicated to the research and design of the new solutions. The main investment goes currently into the purchase of machinery for prototyping.

#### **Market activity and the customers**

Let's concentrate on the customers for a moment. NUPI's main clientele is in the building and in the oil&gas sector, particularly in Europe and the far East. Diverse customers mean diverse needs and here is when NUPI offers product diversification with flexibility and customization. When we take a look at the company's activity on the market, it ex-





ports nearly 65% of its turnover, mainly in the far East. Domestic market is also playing a big role in the whole process and for their Italian customers NUPI Industrie Italiane S.p.A. has got some special offers. There are various trends on the market. To give an example, polymer systems are progressively replacing the traditional solutions in the building business. Urban regeneration, with the new energy policy, in order to meet the new trend, is reducing the temperature of transported fluids. Due to all the emerging changes required by today's market and the new existing solutions, the company is planning the stable but continuous growth, staying focused on reaching their goals and following the path of once started activities to be even better and more recognizable among the competitors.



### Recent achievements

All the plans and projects sound very impressive to the readers, but to get an idea of what NUPI Industrie Italiane S.p.A. has achieved in 2018 here are some most recent successful investments and activities that the company is proud of. November 2018 -as all the other months in their calendar - has been a very busy and productive period for NUPI. The SMARTFLEX system used for the transport of fuels and dangerous fluids has been successfully installed in a service station in The Netherlands. In the same period, ELOFIT fittings have been used for the construction of the new water pipeline in the area of the Exposition of Achievements of the National Economy in Moscow. Going back to the activities on the domestic market, NADIR pipes and ELOFIT fittings have been installed for the fire fighting system in the world's largest food park and shopping centre called FICO Eataly World. From Italy we move directly to the United States where NIRON Beta system has been installed for the air conditioning system at Eden Theological Seminary In St.Louis. The same system has also been successfully installed in Avera Healthcare in South Dakota. Going back to Europe, NIRON PPR pipes and fittings have been



installed in the Centro Comercial Finestrelles shopping mall in Barcelona. Last but not least, POLYETHYLENE pipes have been installed in the project to restore the road system following Italy bridge collapse on 14th August causing 43 victims. No matter what the future holds for the industry, NUPI Industrie Italiane S.p.A. will stay true to their core values providing the flexible up-to-date offer and the quality so appreciated by the customers from all over the world. ■

Written by Anna Wąsowicz-Senne





We create with thought about you