

# BALKAN TRADE BRIDGE 2014

/4 DECEMBER 2014, SOFIA, BULGARIA/

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## LIST OF BUYERS

### List of Buyers by sectors of interests

The following consists of all Buyers that have registered and confirmed their participation in Balkan Trade Bridge.

All of them will be available for meetings from 14:00-18:00 on 04.12.2014 in the area of Balkan Trade Bridge.

	SECTORS
1	<a href="#"><u>Metal products, including Steel and Stainless steel products, Aluminum and Other metal products, details and components</u></a>
2	<a href="#"><u>Construction and building materials and details</u></a>
3	<a href="#"><u>Chemicals; Chemical raw materials; Plastic raw materials and plastic details; Paper raw materials; Rubber products and details; Glass products</u></a>
4	<a href="#"><u>Pharmaceutical, cosmetic and household cleaning products</u></a>
5	<a href="#"><u>Consumer goods, including food and beverages</u></a>
6	<a href="#"><u>ICT, Electric, Electronic and Mechanical Engineering Products</u></a>
7	<a href="#"><u>Energy sector</u></a>
8	<a href="#"><u>Textile products</u></a>

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## Metal products, including Steel and Stainless steel products, Aluminum and Other metal products, details and components

<b>Company</b> Country Representatives' job position	DESCRIPTION	INTERESTED IN:
<b>MobilTel Mtel</b> Bulgaria Purchasing director	Mtel is the first and largest GSM mobile phone operator in Bulgaria. It has more than 5.5 million customers. With its market share of 39.0 % and turnover EUR 399.4 mills, Mtel keeps its position as market leader and one of the largest Bulgarian companies.	<ul style="list-style-type: none"><li>• Display products: stands for products showcase;</li></ul>
<b>Signode Industrial Group (SPG Germany Service Management GMBH)</b> EMEA Mechanical components manager	World leading manufacturer of industrial packaging. Company has 88 manufacturing facilities across six continents.  Revenue: 2.4 billion	<ul style="list-style-type: none"><li>• Casted components;</li><li>• Machined components;</li><li>• Gears;</li><li>• Metal sheet fabrication.</li></ul>
<b>Liebherr-Hausgeräte Marica</b> Bulgaria Head of Strategic Procurement	World leader in production of Refrigeration & freezing products, Construction machines; mining equipment; Mobile and crawler cranes; Material handling technology; Maritime cranes; aerospace & transportation systems. <i>Revenue: EUR 177 mill</i>	<ul style="list-style-type: none"><li>• Metal products;</li><li>• Vacuum panels;</li><li>• Tools for metal and plastic products;</li><li>• Evaporators</li></ul>
<b>Pro Galvano a.d.</b> Serbia General manager	The company deals with production, processing, mediation, services and wholesale and retail trade	<ul style="list-style-type: none"><li>• Handles for doors;</li><li>• Lock body for doors.</li></ul>
<b>ADRIATIC SHIPYARD BIJELA</b> Montenegro Manager of Purchasing & Store Department	The "Adriatic Shipyard Bijela" is the biggest shiprepairing yard in the Southern Adriatic. It is located in Boka Kotorska bay, one of the safest natural harbours in the world, and has centuries long shipbuilding and maritime tradition. <i>Revenue: EUR 16 mill</i>	<ul style="list-style-type: none"><li>• Steel plates;</li><li>• Seamless steel pipes;</li><li>• Grit;</li><li>• Steel pipe elbows;</li><li>• Steel bulb flat bars;</li><li>• Non-ferous materials (stainless steel, aluminum, brass, CuSn14, zinc etc)</li></ul>
<b>Solvay Sodi JSCo</b> Purchasing & Warehouse Director	The largest sodium carbonate plant in Bulgaria and Europe for the production of synthetic calcinated soda. <i>Revenue: 28mill EUR</i>	<ul style="list-style-type: none"><li>• Technical equipment and parts (mechanical parts, castings)</li></ul>
<b>DORMA Bulgaria</b> Purchase Manager	DORMA is the trusted global partner for premium access solutions & services enabling better buildings. In the business segments of door control, movable walls and glass fittings the company is a member of the world elite. <i>Revenue: EUR 12 mill</i>	<ul style="list-style-type: none"><li>• Die casting details - Stainless steel sheets;</li><li>• Steel rotary details;</li><li>• Extruded aluminium profiles - standard and custom made;</li><li>• Eloxation of aluminium details;</li></ul>

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<b>PRO ACTIV SRL</b> Romania CEO	Romanian leading importer and retail chain store of paints, dry wall, dry mortars, steel, cement, bricks, thermal insulation. <i>Revenue: EUR 6 mill</i>	<ul style="list-style-type: none"><li>• Steel - Bars for building;</li></ul>
<b>Samel-90 Ltd.</b>	Samel 90 was established in 1964 aiming at satisfying the needs of the Bulgarian Army of Electronic Communication Equipment. After 1990 the traditional range of special purpose products has been enriched with consumer electronics in the fields of telecommunications, specialized electronics for lighting industry, automotive spare parts, etc. <i>Revenue: EUR 15 mill</i>	<ul style="list-style-type: none"><li>• Stainless metals m1.4301 and 1.430 - Sheets, Rounds bars, Hex bars;</li><li>• Ferrous metals - Sheets, Round bars ;</li><li>• Brass materials - Round bars;</li><li>• Aluminium materials - Sheets; Round bars</li></ul>
<b>Donaldson Europe</b>	Leading worldwide provider of filtration systems and replacement parts. Donaldson serves customers in the industrial and engine markets, including dust collection, power generation, specialty filtration, compressed air purification, off-road equipment, industrial compressors, heavy trucks and light vehicles. <i>Revenue: EUR 42 mill</i>	<ul style="list-style-type: none"><li>• Looking for subcontractor for making of engineering filter house design in carbon steel (Metal processing company with painting facilities)</li><li>• Looking for subcontractor for making of engineering filter house design in stainless steel (Metal processing company with painting facilities)</li></ul>
<b>Lukena Auto Ltd</b> Serbia General manager	Leading Serbian importer and distributor of spare parts for all European vehicles.	<ul style="list-style-type: none"><li>• Automobile metal parts and details.</li></ul>
<b>ECOBULPACK JSC</b> Bulgaria Executive director	Largest Bulgarian company for collection, transportation, separation and recycling of household and industrial waste materials: glass, plastic, paper.	<ul style="list-style-type: none"><li>• Metal containers for separate collection of packaging waste: Beaver and igloo type.</li></ul>
<b>AES Bulgaria</b> Supply chain manager EMEA	Global power company that owns and operates a diverse and growing portfolio of electricity generation and distribution businesses, which provide reliable, affordable energy to customers in 20 countries.	<ul style="list-style-type: none"><li>• Steel fabrication;</li><li>• Metal tubes;</li><li>• Industrial supplies in general.</li></ul>

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## Construction and building materials and details

<b>Company</b> Country Representatives' job position	DESCRIPTION	INTERSTED IN:
<b>MobilTel Mtel</b> Bulgaria Purchasing director	Mtel is the first and largest GSM mobile phone operator in Bulgaria. It has more than 5.5 million customers. With its market share of 39.0 % and turnover EUR 399.4 mills, Mtel keeps its position as market leader and one of the largest Bulgarian companies.	<ul style="list-style-type: none"><li>• HDPE tubes</li></ul>
<b>MEDACOM DOO</b> Serbia General manager	Import and distribution of automobile cosmetic products, bathroom products, textile products, building materials <i>Revenue: EUR 2.4 mill</i>	<ul style="list-style-type: none"><li>• Building materials - OSB-panel, PVC-windows;</li></ul>
<b>PRO ACTIV SRL</b> Romania CEO	Romanian leading importer and retail chain store of paints, dry wall, dry mortars, steel, cement, bricks, thermal insulation. <i>Revenue: EUR 6 mill</i>	<ul style="list-style-type: none"><li>• Dry wall - Gypsum plasterboard;</li><li>• Cement - 25 kg bags;</li><li>• Thermal insulation - EPS, XPS</li></ul>
<b>AST Global</b> Serbia General manager	Serbian importer of office materials, industrial electronics, plastic materials etc.	<ul style="list-style-type: none"><li>• Plastic pipes for drainage system;</li></ul>
<b>Pro Galvano a.d.</b> Serbia General manager	The company deals with production, processing, mediation, services and wholesale and retail trade	<ul style="list-style-type: none"><li>• Handles for doors;</li><li>• Lock body for doors.</li></ul>

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Chemicals; Chemical raw materials; Plastic raw materials and plastic details; Paper raw materials;  
Rubber products and details; Glass products

<b>Company</b> Country Representatives' job position	<b>DESCRIPTION</b>	<b>INTERESTED IN</b>
<b>MobilTel Mtel</b> Bulgaria Purchasing director	Mtel is the first and largest GSM mobile phone operator in Bulgaria. It has more than 5.5 million customers. With its market share of 39.0 % and turnover EUR 399.4 mills, Mtel keeps its position as market leader and one of the largest Bulgarian companies.	<ul style="list-style-type: none"><li>• HDPE tubes</li></ul>
<b>Solvay Sodi JSCo</b> Bulgaria Purchasing & Warehouse Director	The largest sodium carbonate plant in Bulgaria and Europe for the production of synthetic calcinated soda. <i>Revenue: EUR 28 mill</i>	<ul style="list-style-type: none"><li>• Chemicals - NaHS, NH<sub>3</sub>, NH<sub>4</sub>OH, HCL, MgCO, NaOH;</li></ul>
<b>Liebherr-Hausgeräte Marica</b> Bulgaria Head of Strategic Procurement	World leader in production of Refrigeration & freezing products, Construction machines; mining equipment; Mobile and crawler cranes; Material handling technology; Maritime cranes; aerospace & transportation systems. <i>Revenue: EUR 177 mill</i>	<ul style="list-style-type: none"><li>• Plastic materials: profiles;</li></ul>
<b>Panplastics</b> Serbia General manager	SRecycling and trading with plastic waste materials.	<ul style="list-style-type: none"><li>• WEEE Plastic waste material;</li><li>• All types of plastic waste material</li></ul>
<b>PEŠTAN D.O.O.</b> Serbia Manager for Bulgaria	Private company which is dealing with the processing of plastic masses, PVC, polypropylene and polyethylene. Daily consumption of the raw material of the production is somewhere about 50 tons. <i>Revenue: EUR 55 mill</i>	<ul style="list-style-type: none"><li>• PVC;</li><li>• HDPE;</li><li>• PP Injection, Extrusion</li></ul>
<b>Bobex and Kartonval</b> Serbia General manager	Private company for commercial business, wholesale, import and export. Main activity of the company is production of plastic materials (household products, furniture etc)	<ul style="list-style-type: none"><li>• Fluting Paper, Superior paper, Test liner, Kraft liner;</li><li>• Row plastic materials PP, PE, PS, ABS</li></ul>
<b>AST Global</b> Serbia General manager	Serbian importer of office materials, industrial electronics, plastic materials etc.	<ul style="list-style-type: none"><li>• Plastic pipes for drainage system;</li></ul>

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<b>INHIBITOR SISAK</b> Croatia General manager	Main activity of Inhibitor sisak is production of permanent and temporary protection against corrosion of metals,	<ul style="list-style-type: none"><li>• Corrosion inhibitors;</li><li>• Ethanolamine benzoate, ammonium benzoate;</li><li>• Dicyclohexylamine;</li><li>• Cyclohexylammonium stearate</li><li>• Dicyclohexylamine nitrite</li></ul>
<b>DORMA Bulgaria</b> Purchase Manager	DORMA is the trusted global partner for premium access solutions & services enabling better buildings. In the business segments of door control, movable walls and glass fittings the company is a member of the world elite. <i>Revenue: EUR 12 mill</i>	<ul style="list-style-type: none"><li>• Rubber sealing profiles -EPDM rubber</li></ul>
<b>LEM Bulgaria EOOD</b> Bulgaria Supply Manager	LEM is the market leader in providing innovative and high quality solutions for measuring electrical parameters. Its core products - current and voltage transducers - are used in a broad range of applications in drives & welding, renewable energies & power supplies, traction, high precision, conventional and green cars businesses.	<ul style="list-style-type: none"><li>• Plastic parts and over moulded plastics with pins;</li></ul>
<b>Lukena Auto Ltd</b> Serbia General manager	Leading Serbian importer and distributor of spare parts for all European vehicles.	<ul style="list-style-type: none"><li>• Automobile rubber parts: sealing.</li></ul>
<b>Food Export doo</b> Serbia General manager	Serbian company with main activity production, wholesale and retail of traditional recipes, prepared from high quality fruit and vegetables, without the use of preservatives, pectin, artificial coloring or aroma. Companies' export markets are Germany, Switzerland, Canada and Australia. <i>Revenue: EUR 1,3 mill</i>	<ul style="list-style-type: none"><li>• Glass Jar (360ml, 580ml, 720ml, 1450ml);</li><li>• Bottles-glass (0,75l, 1l)</li></ul>
<b>ECOBULPACK JSC</b> Bulgaria Executive director	Largest Bulgarian company for collection, transportation, separation and recycling of household and industrial waste materials: glass, plastic, paper.	<ul style="list-style-type: none"><li>• Plastic containers for separate collection of packaging waste: Beaver and igloo types;</li><li>• Rubber conveyor belts.</li></ul>
<b>AES Bulgaria</b> Supply chain manager EMEA	Global power company that owns and operates a diverse and growing portfolio of electricity generation and distribution businesses, which provide reliable, affordable energy to customers in 20 countries.	<ul style="list-style-type: none"><li>• Industrial chemicals;</li><li>• Industrial gases;</li></ul>

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## Pharmaceutical, cosmetic and household cleaning products

<b>Company</b> Country Representatives' job position	DESCRIPTION	INTERSTED IN:
<b>Industriaimport- Industriaimpex AD</b> Montenegro Chairman of the borad	The largest holding company form Montenegro. Representative of member company Farmagera (leading imported and wholesaler of pharmaceutical products, food additives.) And Regal Impex (leading distributor of cosmetic products) <i>Revenue: EUR 42 mill</i>	<ul style="list-style-type: none"><li>• Pharmaceutical products</li><li>• Cosmetics</li></ul>
<b>Medikuniod.o.o.</b> Serbia General manager	Leading Serbian importer and distributor of pharmaceutical products	<ul style="list-style-type: none"><li>• Pharmaceutical products</li></ul>
<b>Casico</b> Spain General manager	Casico is international product sourcing company from Spain. Company takes care for supply chain of the largest multibrand and retail companies worldwide.	<ul style="list-style-type: none"><li>• Cosmetics</li></ul>
<b>Falcon</b> Montenegro General Manager	Falcon is the largest distribution and wholesale company in Montenegro. Company is distributing consumer goods Food industry - consumer goods; Non-food industry-consumer goods - Home accessories, means for cleaning etc.	<ul style="list-style-type: none"><li>• Non-food industry - consumer goods;</li><li>• Home cleaning products</li></ul>
<b>MEDACOM DOO</b> Serbia General manager	Import and distribution of automobile cosmetic products, bathroom products, textile products, building materials <i>Revenue: EUR 2.4 mill</i>	<ul style="list-style-type: none"><li>• Home cleaning products</li></ul>
<b>Lukena Auto Ltd</b> Serbia General manager	Leading Serbian importer and distributor of spare parts for all European vehicles.	<ul style="list-style-type: none"><li>• Automobile cosmetic products.</li></ul>

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## Consumer goods, including food and beverages

<b>Company</b> Country Representatives' job position	DESCRIPTION	INTERSTED IN:
<b>Food Export doo</b> Serbia General manager	Serbian company with main activity production, wholesale and retail of traditional recipes, prepared from high quality fruit and vegetables, without the use of preservatives, pectin, artificial coloring or aroma. Companies' export markets are Germany, Switzerland, Canada and Australia. <i>Revenue: EUR 1,3 mill</i>	<ul style="list-style-type: none"><li>• Red Peppers;</li><li>• Pickles;</li><li>• Fruits</li></ul>
<b>United Flowers for Vegetable Oils Co. Ltd</b> Kingdome Saudi Arabia Procurement manager	Newly established wing of diversified business group that has reputable presence in various manufacturing sectors. Company is one of the largest producers of soybean, palm, sunflower and corn oil in Kingdome Saudi Arabia. Revenue: 30 mill EUR	<ul style="list-style-type: none"><li>• RBD Olein;</li><li>• RBD Palm Oil - RBD Crude;</li><li>• Canola Oil;</li><li>• Corn Oil - RBD- Crude;</li><li>• Soy Bean Oil</li></ul>
<b>Supply Chain Ltd.</b> Bulgaria General manager	As company name is suggesting, Supply Chain Ltd is the only company in Bulgaria which provides consulting and outsourcing services for the supply chain management – increasing the sales via optimization of operational activities in production companies and trade companies in all stages of their development. Supply chain ltd is the only company in Bulgaria.	<ul style="list-style-type: none"><li>• Flour - high gluten;</li><li>• Emmer, Eincorn, Spelt - in husk</li></ul>
<b>National Food Company (Americana – Meat Div.)</b> Saudi Arabia Purchasing manager	Americana Group is one of the largest and most successful corporations in the Middle East and North Africa region (MENA) Americana Group's main lines of business are operating food & beverage outlets, as well as manufacturing food products. With a network of over 1,480 outlets, it is not only the largest operator of restaurant chains in the MENA region, but also one of the most successful franchise operators in the whole world.	<ul style="list-style-type: none"><li>• Frozen vegetables</li><li>• Frozen Meat products</li></ul>
<b>Falcon</b> Montenegro General Manager	Falcon is the largest distribution and wholesale company in Montenegro. Company is distributing consumer goods Food industry - consumer goods; Non-food industry-consumer goods - Home accessories, means for cleaning etc.	<ul style="list-style-type: none"><li>• Food industry - consumer goods;</li></ul>

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## **Casico**

Spain

General manager

Casico is international product sourcing company from Spain. Company takes care for supply chain of the largest multibrand and retail companies worldwide.

- Beverages

## **MEDACOM DOO**

Serbia

General manager

Import and distribution of automobile cosmetic products, bathroom products, textile products, building materials  
*Revenue: EUR 2.4 mill*

- Consumer goods

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ICT, Electric, Electronic and Mechanical Engineering Products

Electrical and electronic components and appliances; Active and passive components; Tools Measuring instruments; Lighting products; Cables; Electric motors; Computer hardware and software; ICT related Products and Systems;

<b>Company</b> Country Representatives' job position	DESCRIPTION	INTERSTED IN:
<b>MobilTel Mtel</b> Bulgaria Purchasing director	Mtel is the first and largest GSM mobile phone operator in Bulgaria. It has more than 5.5 million customers. With its market share of 39.0 % and turnover EUR 399.4 mills, Mtel keeps its position as market leader and one of the largest Bulgarian companies.	<ul style="list-style-type: none"><li>• LED lighting products; <input type="checkbox"/></li><li>• Optic cables <input type="checkbox"/></li><li>• Security systems for showcased products: recoilers, electronic tags.</li></ul>
<b>Aura-light doo</b> Serbia CEO	Serbian company, specialized in import and distribution of lighting products	<ul style="list-style-type: none"><li>• All kinds of lighting products</li></ul>
<b>Solvay Sodi JSCo</b> Bulgaria Purchasing & Warehouse Director	Solvay Sodi JSCo is the largest sodium carbonate plant in Bulgaria and Europe for the production of synthetic calcinated soda. <i>Revenue: EUR 28 mill</i>	<ul style="list-style-type: none"><li>• Electrical and electronic materials: active and passive components, sensors, cables, electric motors;</li></ul>
<b>SAH electronics</b> Serbia General manager	Import and distribution of electronic components, measuring devices, electro materials, sensors etc. <i>Revenue: EUR 1.2 mill</i>	<ul style="list-style-type: none"><li>• Variable frequency drivers;</li><li>• Temperature controllers;</li><li>• Counters;</li><li>• Timers;</li><li>• Servo drivers and motors;</li><li>• Sensors</li></ul>
<b>LEM Bulgaria EOOD</b> Bulgaria Supply Manager	LEM is the market leader in providing innovative and high quality solutions for measuring electrical parameters. Its core products - current and voltage transducers - are used in a broad range of applications in drives & welding, renewable energies & power supplies, traction, high precision, conventional and green cars businesses.	<ul style="list-style-type: none"><li>• PCBAs - Assembling of PCBs, coating;</li><li>• Magnetic FeNi cores - Stamping/cutting of FeNi magnetic materials;</li><li>• Tool shop</li></ul>
<b>Albtelecom</b> Albania Purchasing Department Manager	Leading Albanian internet and telecommunication operator	<ul style="list-style-type: none"><li>• Telecommunications IT &amp; Network related Products and Systems;</li><li>• Electronic devices used in telecommunication;</li><li>• Computer, hardware, software;</li><li>• Internet access related products;</li><li>• IPTV related products.</li></ul>
<b>MEDACOM DOO</b> Serbia General manager	Import and distribution of automobile cosmetic products, bathroom products, textile products, building materials <i>Revenue: EUR 2.4 mill</i>	<ul style="list-style-type: none"><li>• Electronic home appliances</li></ul>

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**Lukena Auto Ltd**  
Serbia  
General manager

Leading Serbian importer and distributor of spare parts for all European vehicles.

- Various automobile electric parts

**ECOBULPACK JSC**  
Bulgaria  
Executive director

Largest Bulgarian company for collection, transportation, separation and recycling of household and industrial waste materials: glass, plastic, paper.

- Waste processing and recycling systems: shredders, separators; presses; magnets;

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Energy sector

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<b>Company</b>	DESCRIPTION	INTERSTED IN:
Country Representatives' job position <b>ESKO ELEKTRİK İTHALAT İHRACAT VE TOPTAN SATIŞ A.Ş.</b> Turkey CEO	Leading Turkish company which is dealing with trading of electricity. <i>Revenue: EUR 20 mill</i>	<ul style="list-style-type: none"><li>• Electric energy - Base load, Peak load</li></ul>

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Textile products.

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<b>Company</b> Country Representatives' job position	<b>DESCRIPTION</b>	<b>INTERSTED IN</b>
<b>AES Bulgaria</b> Supply chain manager EMEA	Global power company that owns and operates a diverse and growing portfolio of electricity generation and distribution businesses, which provide reliable, affordable energy to customers in 20 countries.	<ul style="list-style-type: none"><li>Working clothes.</li></ul>
<b>Casico</b> Spain General manager	Casico is international product sourcing company from Spain. Company takes care for supply chain of the largest multibrand and retail companies worldwide.	<ul style="list-style-type: none"><li>Textile products: socks and accessories.</li></ul>

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