



# **BUSINESS MISSION OF COMPANIES FROM BOSNIA AND HERZEGOVINA**

**to the ESEF MANUFACTURING INDUSTRY FAIR 2024**

**March, 12/13 2024, Utrecht (Netherlands)**

# Business mission of companies from Bosnia and Herzegovina to the ESEF MANUFACTURING INDUSTRY FAIR 2024 March, 12/13 2024, Utrecht (Netherlands)

The Foreign Trade Chamber of Bosnia and Herzegovina, organises a visit to the "ESEF MANUFACTURING INDUSTRY 2024", that will be held in Utrecht (Netherlands) on 12-13 March 2024.

"ESEF MANUFACTURING INDUSTRY 2024" is the largest and most important fair in the Benelux countries in the field of supply, outsourcing, product development and engineering.

Metal processing sector in Bosnia and Herzegovina, along with base metal production, has traditionally been country's strongest and most successful industry and export sector. Metal sector as a whole makes up around 40% of total country exports, which gives it a strong lead over top export categories.

Development of metal processing sector in B&H has been enabled by country's natural endowment with natural resources (such as coal, iron ore, bauxite), as well as human capital. The sector is fairly large and it includes ferrous and non-ferrous metal processing, chiefly in iron and steel, aluminum, lead, zinc and copper. Technical capacities exist in sheet metal processing, welding, plasma cutting, bending, machining, aluminum extrusion, castings and forgings. The sector consistently marks positive trade balance in most of its sub-segments.

Foreign Trade Chamber of Bosnia and Herzegovina has the pleasure to present the companies from Bosnia and Herzegovina Delegation that will participate in the "ESEF MANUFACTURING INDUSTRY FAIR 2024".

The brochure is prepared by the Foreign Trade Chamber of Bosnia and Herzegovina

## ARAS Consulting Ltd.

Hamza Hume bb, 77000 Bihać  
Bosnia and Herzegovina  
info@aras-production.com  
www.aras-production.com



# ARAS Consulting Ltd.

**ARAS Consulting Ltd.** is a company that produces parts on CNC machines from: aluminium, plastic, steel, stainless steel, copper, etc. The parts are electronic components, parts for packaging machines, automobile industry, etc.

The main activity of the company is the production of aluminum, steel and plastic parts for special mechanical purposes and engineering services, namely;

- Production of metal and plastic parts on CNC machining centers
- Creation of offers based on drawings,
- Training of operators and programmers for CNC processing machines (metal industry)
- Process optimization and software solutions
- Manufacturing technology (tools) as well as clamping (milling and turning)

### Customers:

- ESMO AG Germany
- AMARI Austria
- Wintersteiger Austria
- SYNTEGON Germany and Switzerland
- FLEXTOS Germany
- KAB-TEC Germany etc.

### Basic goals of the company;

- Technologically oriented development and acquisitions that follow market requirements
- Increasing production capacity and, in connection with that, income
- Own production facility that ensures continuity of growth and development
- Hiring young professionals
- Initiation of education for newly employed young staff





## Deling Ltd.

Šići bb, 75000 Tuzla  
Bosnia and Herzegovina  
office@deling.ba  
aldin@deling.ba  
www.deling.ba



# Deling Ltd.

**Deling Ltd.** is a private company, established in 1991. We are the company that can meet all customer requirements.

Deling Ltd. production facility is divided into mechanical and electrical production. In mechanical facility we have complete metal sheet (steel, galvanized steel, stainless steel, aluminium) processing stages. We use 2D laser cutters, tube laser, punching, bending, welding CNC machines, including powder coating as final surface protection.

Final products are mechanical products and semi-products, constructions (partly and complete), machine frames, cabinets and containers. In electrical facility, we have our own production of LV SwG ( $I_n = 160 - 7000 \text{ A}$ ), MV SwG ( $U_n = 6 - 36 \text{ kV}$ ;  $I_n = 630 - 2500 \text{ A}$ ), and distributive compact transformer stations (10-20/0,4 kV). All of our products are type tested in accredited laboratories (CESI, Koncar, IPH), according to relevant IEC standards.



## Emerus Ltd.

Knešpolje bb, 88220 Široki Brijeg  
Bosnia and Herzegovina  
info@emerus.eu  
www.emerus.eu



# Emerus Ltd.

**Emerus Ltd.** is a European manufacturer of extruded aluminum profiles for various industrial sectors. Key production processes include profile extrusion (using two presses with thrust capacities of 1800 and 2500 tons), quality control, machining (CNC - 12 machines), surface protection (powder coating), thermal break, technical support and logistics, in a 15000 m<sup>2</sup> production facility.

The Emerus team has developed its own construction systems by listening to market needs and leveraging the advantages of their in-house aluminum profile production. This includes solutions for facades, doors, windows, sun protection, fences, and solar substructures. Emerus Ltd. operates according to the principles of the following certifications:

- ISO 9001 - Quality management system
- ISO 14001 - Environmental management system
- ISO 45001 - Occupational health and safety management
- IATF - Compliance certificate for the automotive industry
- QUALICOAT SEASIDE - Surface protection certificate
- ISO 14025 - EPD (Environmental Product Declaration)
- EN 15088 - By meeting this standard, Emerus products bear the CE marking.
- The carbon footprint of our raw profile: 8.15 kg CO<sub>2</sub>eq / kg profile

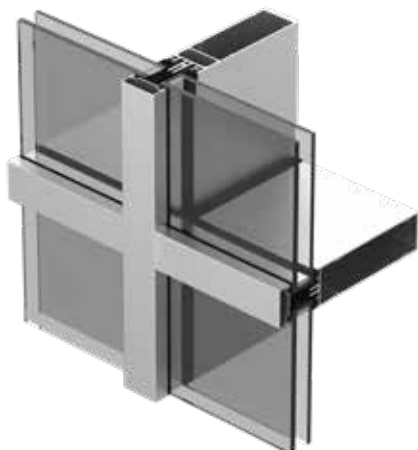


### Mission:

Our mission is to ensure long-term satisfaction of our clients in the construction and industrial sectors by providing impeccable quality aluminum profiles, systems, and related services, along with timely delivery in domestic and international markets.

### EU office:

Alexander von Humboldt Street 4B  
10000 Zagreb, Croatia  
Year of establishment: 2018



## GS-TMT Ltd.

Address: Slimena bb, 72270 Travnik  
Bosnia and Herzegovina  
mkristo@gs-tmt.com  
www.gs-tmt.com



# GS-TMT Ltd.

**GS-TMT Ltd.** is a SEE regional leader in metal processing renowned for its reliability, high quality standards, state-of-the-art equipment, and innovative solutions meeting expectations of the most demanding European manufacturers. Family company Global Sourcing GmbH is a majority owner. GS-TMT Ltd. is located in Travnik, Bosnia and Herzegovina, at the area of 66.000 m<sup>2</sup> which encompasses administrative facilities and three production halls of total surface of 14.800 m<sup>2</sup>, with state-of-the-art-machines and equipment enabling smart manufacturing inhouse. Out of 560 highly qualified employees, RDI department constitutes 15%, Senior researchers, ESRs and designers generates 82% new products yearly, and income above €32 mil, with export share of 99% serving industry leaders who rated us supplier "A", like: Grob-Werke GmbH & Co. KG (system solutions and producing components for universal machines, electromobility and automation), Liebherr-Werk Bischofshofen GmbH (components for construction machinery), Salvagnini Maschinenbau GmbH (components for machinery), Kampf Schneid- und Wickeltechnik GmbH & Co. KG (steel machine components), Knorr-Bremse

Budapest (steel components for rail vehicles), ThyssenKrupp Infrastructure GmbH (steel construction).

GS-TMT Ltd. regular service includes customised solution design and production processes: sandblasting, cutting, welding, machining, heat treatments, corrosion protection, powder coating, wet painting, testing and product quality assurance. The entire process is controlled via ERP system SAP for which we, ourselves, develop tools and applications. The most recent social and flagship projects include: construction of a recycling yard, building photovoltaic energy production plant (2 x300 kW), introduction of a system aimed at reducing CO<sub>2</sub>, complete certification ISO Standard eg. (ISO 9001:2015, ISO 14001:2015, ISO45001:2018, EN ISO 15085-3 CL1, EN ISO 3834-2, DIN EN 1090-1 ECX 3 ...), preservation of cultural heritage-restoration prestigious regional museum, monument to the victims of fascism, support for sports (children's clubs) and charities as well as artists. The social segment we are especially proud of is the kindergarten for our employees' children.





## Key processing Ltd.

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www.keyprocessing.ba

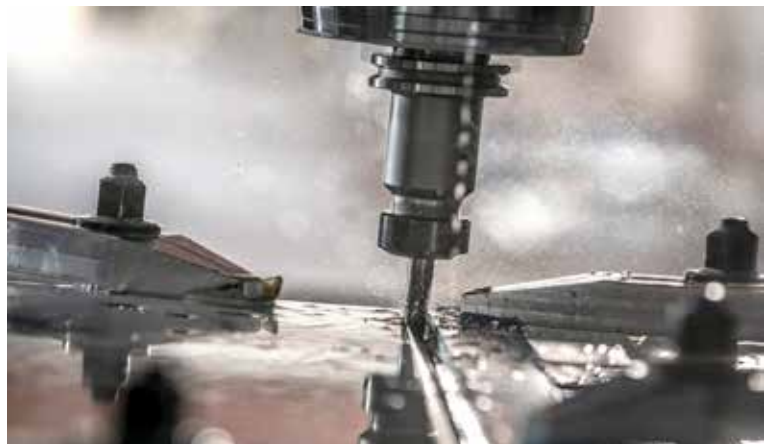


# Key processing Ltd.

**Key processing Ltd.** deals with the machining of aluminum and plastic parts on CNC machining centers. We are able to produce prototypes, but also organize their serial production.

With a high degree of quality control during the production process itself, as well as the control of finished products, we offer our customers precisely made products of high quality. We are looking for serious partners for whom we would produce products according to their needs. Our company operates according to the ISO 9001: 2015 quality standard.

Through a professional and responsible approach, adequately trained workers and new modern CNC machines manufactured by DMG MORI and HAAS, we offer our customers top quality products with maximum respect for deadlines and customer requirements. Our mission is that through a professional and responsible approach, and adequately trained workers, we offer our customers top quality products with maximum respect for deadlines and customer requirements.



## Kolektor CCL Ltd.

Svetosavska 138, 78250 Laktaši  
Bosnia and Herzegovina  
tatjana.vrhovac@kolektor.com  
www.kolektor.com

# KOLEKTOR

## Kolektor CCL Ltd.

### Who we are

Kolektor CCL Ltd. Laktaši is a company within the Kolektor Mobility Group, a well-established Slovenian concern. The company is known for its reputation for credibility, trustworthiness, quality, and innovative products and services. This reputation has been built over the years, and is considered to be one of the leading and dependable suppliers in Bosnia and Herzegovina for the automotive industry.

### References/main customers:

Bosch, Denso, Hella, IFM, Hilti, Ametek

### What we do

Our primary focus lies in manufacturing of electrical components for both the automotive and hand tools industries, specializing in the production of commutators, inductive components, ferrite cores, shafts, and motor housings.

Additionally, we excel in crafting precision tools and machines.

**Personnel:** 530

**Certifications:** IATF 16949; ISO 9001; ISO 14001

## COMMUTATORS

### Starter Motors

No.1 Market Share  
In use for high number of cycles up to 500.000 cycles  
Finished air insulation as molded  
Single bar design with strong anchoring



### Auxiliary Motors

High performance due to Cu bar anchoring design  
Target performance through different Cu bar anchoring and different molding compound  
Large diversity of different types in production



### Household Appliance Motors Industrial Motors & Power Tools

2M and HRM technology for high demands (up to 5 brush sets possible)  
Stamped hook technology  
Wide range of applications



## ELECTRONICS & DRIVES

### Electrical motor parts

Motor housing  
Shafts



## MAGNETICS

### Inductive Components

Sensing  
DC/DC transformation  
Antennas

Inductive components are an important element of electronic sub-systems and contain ferrite cores - ready of proper production.



### Ferrite cores

The production program is reflected in wide range of different ferrite materials and shapes. Ferrite materials area is divided in four main groups: high frequency, low loss, high permeability and power materials.



## HYBRID COMPONENTS

### Electrical motor connectors for electrical drives & alternators

Power connection of BLDC (EC) stators,  
Slip rings





**MDG International Ltd.**

Igmanska bb  
71320 Sarajevo  
www.mdg.ba  
info@mdg.ba



# MDG International Ltd.

**At MDG International Ltd.**, we are dedicated to providing high-quality machined production parts for various industries. Since our establishment in 2012, we have been committed to delivering the best possible service to our clients. We prioritize quality and invest in new technology and machinery to ensure that our products meet or exceed our customer's expectations.

At MDG International, quality is our top priority. Our facility is ISO 9001:2015 certified, and we are verified by the World Chamber of Trust. We use the latest software solutions such as SolidCAM combined with outstanding CNC machines and additional equipment, which allows us to deliver high-quality products on-time.

At MDG International, we believe that our clients are our partners, and we are dedicated to building long-term relationships with them. Contact us today to request a free quote or to learn more about our services. Our friendly and knowledgeable team is always ready to help.



## Medena commerce Ltd.

Dobropolje 3  
74260 Tešanj  
Bosnia and Herzegovina  
info@medena.ba  
www.medena.ba



## Medena Commerce Ltd.



**Medena Commerce Ltd.** is a metal processing company that offers services from milling, turning, welding and assembly of the components produced at our facility. We serve customers at the EU and Swiss market. Our customers are producers of the machinery for automation, food

process, packaging etc. Company has 70 employees and 25 years experience in export. Continuous investment in modern technologies for metal processing, education of the employees and market development makes us one of the most committed company.



## Rattan Sedia Ltd.

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www.rattansedia.com



## Rattan Sedia Ltd.

**Rattan Sedia Ltd.** was established in 2008 as an outdoor furniture manufacturing company, and in a very short period of time managed to position itself well throughout region.

Intensive economic, technological and investment development began several years later, first by building a WPC profile manufacturing facility, and complete peak is achieved by launching factory for manufacturing pergola awnings and glazing systems. In its intense progression, the company has become multinational brand, with several own factories, showrooms and a retail and wholesale network.

Because of all the above, it is considered as one of the leading companies for furnishing HoReCa facilities and private households.

Rattan Sedia Ltd., currently operating with showrooms in Bosnia and Herzegovina (Brčko), Croatia (Zagreb), Serbia (Belgrade) and Montenegro (Kotor). The showrooms are supplied with materials and products from the whole range which have been tested repeatedly, which confirms possession of certificates of ISO standards, SGC and CE mark. With these manufacturing capacities and strategic commitments, and an orientation to respond to all market demands, the company now employs about 300 workers and subcontractors.



### Rattan Sedia-basic characteristics :

- 4 showrooms
- 4 production departments
- 1.000+ annual customers
- 30+ distributors
- 20+ export markets
- 30.000+ items per year
- ISO and SGC certificates; CE mark





VANJSKOTRGOVINSKA KOMORA BOSNE I HERCEGOVINE  
СПОЉНОТРГОВИНСКА КОМОРА БОСНЕ И ХЕРЦЕГОВИНЕ  
FOREIGN TRADE CHAMBER OF BOSNIA AND HERZEGOVINA



# Foreign Trade Chamber of Bosnia and Herzegovina

# Export Promotion Agency of Bosnia and Herzegovina

FOREIGN TRADE CHAMBER OF  
BOSNIA AND HERZEGOVINA

BOSNIA AND HERZEGOVINA  
EXPORT PROMOTION AGENCY

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71000 Sarajevo  
Bosnia and Herzegovina

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info@komorabih.ba  
www.komorabih.ba

CONTACT:  
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## Who we are

Foreign Trade Chamber of Bosnia and Herzegovina (FTC B&H) is a non-governmental not-for-profit association functioning to develop and improve economic relations of Bosnia and Herzegovina's economy with abroad. FTC B&H represents interests of its members, corporations and industrial associations before Government and international chambers of commerce and other economic association and organizations. Main goals of the Chamber are to increase of production and exports as well as introduction of European Union and international standard into the country's economic systems.

Bosnia and Herzegovina Export Promotion Agency (BHEPA) is a national agency operating within the Foreign Trade Chamber of Bosnia and Herzegovina. Primary role of BHEPA is to assist all B&H companies to develop and expand export markets by promoting products and capabilities of the country internationally. BHEPA's clients are primarily individual enterprises that want to start, increase or diversify their export business.

## What we do

FTC B&H CAN OFFER YOU: Information on Bosnia & Herzegovina Market; Discovery of the products on offer; Location of the best suppliers; Identification of the production capabilities and contact of companies; Organization of company visits; B2B meetings; Branch associations covering entire territory of Bosnia and Herzegovina; Analysis of specific economic branches including measures for improvement and development of their performances; Presentations at trade fairs and exhibitions, organization of workshops; Foreign trade statistics by countries and by goods; Exporters' directory; Analysis, information and advisory regarding the macroeconomic situation, trends and expectations, business environment, economic legislation, international agreements (CEFTA 2006, SAA, WTO) and other relevant issues; Professional education programs for entrepreneurs; Issuing of TIR Carnets and ATA Carnets; Transport and communication; Publications, leaflets-presentation of the companies; Arbitration court; Services through Enterprise Europe Network-Provision of information on programs and projects of European Union.