

# Sourcing in Asia

*a snapshot overview*

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## Introduction

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### Sourcing in Asia – great opportunities for European companies

One of the key activities that GBP International does in Asia is assisting European SMEs with their Sourcing and Procurement requirements. During the last couple of years we have completed many sourcing assignments in multiple industries: for example, plastic products in the toy industry, gas turbines parts in the power industry, electrical panels for rubber glove factory, and many more.

In general European companies do benefit from sourcing in Asia in the following ways:

- Lower material cost - successful companies focus on products & materials with high saving potential and low risks
- Lower labour cost - worldwide relative mapping of monthly cost per worker shows that the figures for Asian countries are dramatically lower
- Increased output capacity - reducing the shortage risks thanks to alternative supply sources

This *Sourcing Asia Booklet* has been developed by us to share with you our experiences and to give you an idea of the types of industries and companies that we typically work with and have established vendor relationships with. The booklet presents 35 examples of vendors from multiple industries.

As such, this booklet also functions as an invitation to you to share with us your individual sourcing requirements, and we are happy to hear from you and advise you how we can help you optimizing your global sourcing strategy via Asia.

**Volker Friedrich**

CEO

GBP International

[vf@gbp-international.com](mailto:vf@gbp-international.com)

## Examples of industry sectors where GBP has established vendor networks in Asia

	Steel structures	Precision-machined components	Power plants	Gears	Plastic products	Medical disposables	Gas Turbines parts	Metal parts	Industrial equipment	Chemical products	Boilers	Mining	Aircraft components	Sugar / ethanol	Environmental Engineering products	ATMs	Mechanical Solutions	Ash handling	Pipes & Tubes	Electrical panels	Cabling trays	Instruments
Singapore	✓	✓	✓	✓																		
Malaysia	✓				✓	✓	✓	✓														
Indonesia							✓		✓	✓	✓	✓										
Thailand					✓		✓						✓									
Philippines												✓		✓								
Vietnam													✓		✓							
South Korea							✓									✓						
China	✓																				✓	✓
Taiwan							✓															
India								✓									✓	✓	✓	✓		



## Examples of GBP-network vendors in the respective Asian countries

### Singapore

AME (Steel structures)\*  
JEP (Precision-machined components)  
Jurong (Power plants)  
Yu Engineering (Gears)

### Malaysia

LH Plus (Plastic products)  
AMC (Steel structures)  
Hospitech (Medical disposables)  
UMW aerospace (Gas Turbines parts)  
Precision Springs (Metal parts)

### Indonesia

PT Barata Indonesia (Industrial equipment)  
PT Sika Indonesia (Chemical products )  
PT Indonesia Marine (Boilers)  
PT Perkasa (Gas Turbines parts)  
PT Zug (Boilers)  
PT. Aneka Tambang (Mining)

### Thailand

Apex Plas Tech (Plastic products)  
Lenso Aerospace (Aircraft components)  
TMT Turbomach (Gas Turbines parts)

### Philippines

Roxas (Sugar / ethanol)  
Semirara (Mining)

### Vietnam

MHI Aerospace (Aircraft components)  
ACE (Vietnam) (Environmental Engineering products)

### South Korea

MFS Corporation (ATMs)  
Kenco (Gas Turbines parts)  
Hanwha Tech. (Gas Turbines parts)

### China

Zhenjiang Besca (Cabling trays)  
Shanghai Cixi (Instruments)  
Shanghai Matsuo (Steel structures)

### Taiwan

Aerowin Tech (Gas Turbines parts)  
Acetek (Gas Turbines parts)

### India

Mechsol Tech (Mechanical solutions)

### India (cont.)

Mecgale Pneumatics (Ash handling)  
Prime Tube (Pipes & Tubes)  
LGC Eng (Metal parts)  
Saanavi Engineers (Electrical panels)

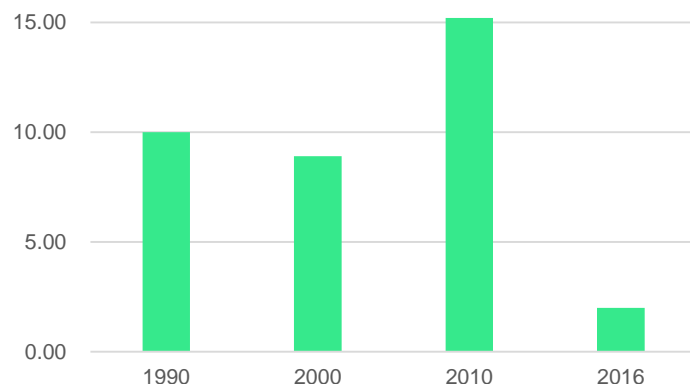
**35**  
**VENDOR**  
**EXAMPLES**

\* Industry sector is mentioned between brackets.

# Examples of vendors in **Singapore**

## Country Data Singapore

**GDP growth rate (%)**



### Key Economic Indicators

Population (millions)	5.61
GDP (US\$ billions)	296
GDP per capita (US\$)	52,800
Inflation rate (%)	- 1.4
Unemployment rate (%)	2.2

## Singapore

Singapore is a high-income economy providing one of the world's most business-friendly regulatory environment for local entrepreneurs and is ranked among the world's most competitive economies.

In the decades after independence, Singapore rapidly developed from a low-income country to a high-income country. GDP growth in the city-state has been amongst the world's highest, at an average of 7.7% since independence and topping 9.2% in the first 25 years.

After rapid industrialization in the 1960s catapulted the island nation's development trajectory, manufacturing became the main driver of growth. In the early 1970s, Singapore reached full employment and joined the ranks of Hong Kong, South Korea and Taiwan a decade later as Asia's newly industrializing countries. The manufacturing and services sectors remain the twin pillars of Singapore's high value-added economy.

## Vendor Example Singapore – Steel structures



**Company name** AME International Pte Ltd  
**Address** 3 Joo Koon Circle,  
 629032 Singapore  
**Tel.** +65 6558 7875  
**Fax** +65 6558 7835  
**Web** <http://www.ame-st.com/>  
**Founded** 1996  
**Employees** >50  
**Annual Turnover** n/a  
  
**Contact** sales@ame-st.com

### AME International Pte Ltd

Steel engineering company; specialising in precision CNC machining, design, fabrication, assembly and installation of structural steel works for the shipbuilding, oil & gas and construction industries. Besides these, it also provides sheet metal/precision structural steel works for the semi-con and other related business sectors.

#### Areas of Core Competence

CNC precision machining; steel structure fabrication & installation for marine, offshore and construction industries; design and build for all steel / stainless steel / duplex products; piping fabrication and installation; precision structural assembly works; cladding; all types of welding; laser / plasma NC cutting and bending.

#### References

Clients in multiple industries: oil & gas, semi-con, construction & infrastructure, aerospace, precision engineering, offshore & marine.

#### Certifications

ISO 9001 and OHSAS 18001

## Vendor Example Singapore – Precision-machined components



**Company name** JEP Precision Engineering Ptd Ltd  
**Address** 46 Changi South Street 1, 486761 Singapore  
**Tel.** +65 6545 4222  
**Fax** n/a  
**Web** www.jepprecision.com.sg  
**Founded** 1986  
**Employees** 235  
**Annual Turnover** n/a

**Contact** Soh Chee Siong  
 CEO  
 cheesiong\_soh@jepprecision.com.sg

### JEP Precision Engineering Ptd Ltd

Supplying precision-machined components to several industries; offering high quality precision-machined products for the aerospace, oil & gas, electronics and machine tool industries. Today, JEP is a leading sub-contractor for the aerospace industry and the oil & gas industry in this region.

#### Areas of Core Competence

JEP Precision Engineering strives on a fully-equipped production facility, comprising of the latest technology in CNC machines and CAD/CAM for product design and manufacturing. It has an extensive experience in machining Inconel, titanium, stainless steel, aluminum, and iron castings parts. It specializes in machining highly complex, thin walled and large format parts that consist of intricate bosses and profiles in production quantities.

#### References

Pratt & Whitney Canada, Avitron Private Limited, Messier Bugatti Dowty, UTC Aerospace Systems, EATON, Combustor Airmotive Services, MOOG, many more.

#### Certifications

ISO 9001, AS9100 and OSHAS, Cleanliness Inspection (CPW 152) Category C by Pratt & Whitney Canada since 2011. NADCAP accredited chemical processing facility.



## Vendor Example Singapore – Power plants



**Company name** Jurong Engineering Ltd  
**Address** 25, Tanjong Kling Road,  
 628050 Singapore  
**Tel.** +65 6265 3222  
**Fax** +65 6268 4211  
**Web** www.jel.com.sg  
**Founded** 1971  
**Employees** 200+  
**Annual Turnover** n/a  
  
**Contact** Masao Akamatsu  
 Managing Director  
 marketing@jel.com.sg

### Jurong Engineering Limited (JEL)

Engineering and Construction company; JEL provides a full range of services in engineering, procurement, fabrication, construction, maintenance solutions and shutdown repair services (including Steam Turbine and Gas Turbine Maintenance works). The company also undertakes full turnkey contracts mainly for small to medium size simple and combined cycle power plants.

#### Areas of Core Competence

JEL has participated in more than 130 power plant projects with a combined generating capacity of over 60,000MW in multiple countries. The types of power plants constructed included oil-fired, coal-fired (including super critical boiler), gas-fired, combined cycle, cogeneration, diesel, hydro electric, nuclear and waste-to-energy (incineration plant) and geo-thermal power plants.

#### References

Over the years, JEL has executed numerous projects in over 20 countries worldwide. These projects include power plants, steel plants, petrochemical refineries, incineration plants and other process plants and infrastructure. Some of its clients are Alstom, Doosan, Hyundai, Mitsubishi, Siemens, etc.

#### Certifications

ISO 14001 : 2004, ISO 9001 : 2008, OHSAS 18001:2007, many more

## Vendor Example Singapore – Gears



### YU ENGINEERING PTE LTD

**Company name** Yu Engineering Pte Ltd  
**Address** 9 Gul Link,  
 629379 Singapore  
**Tel.** +65 6749 2362  
**Fax** n/a  
**Web** <http://yuchun.com.sg>  
**Founded** 1986  
**Employees** 20  
**Annual Turnover** n/a  
  
**Contact** Joe Ng  
 Manager  
[yuchun@singnet.com.sg](mailto:yuchun@singnet.com.sg)

### Yu Engineering Pte Ltd

Being a gear maker/manufacture in Singapore, gear cutting and hobbing services has always been Yu Engineering Pte Ltd's forte since its establishment in 1986. Even though its machining facilities are located in Singapore, its customers are not only limited to local market but hail from Malaysia, Timor Leste and even Australia.

#### Areas of Core Competence

Gear cutting and hobbing, gear fabrication, engineering projects, milling.

#### References

It is a key player in this industry with its customers span across a wide range of sectors such as marine, oil & gas, automobile, construction, F & B, medical, aerospace, defense, R & D and mining.

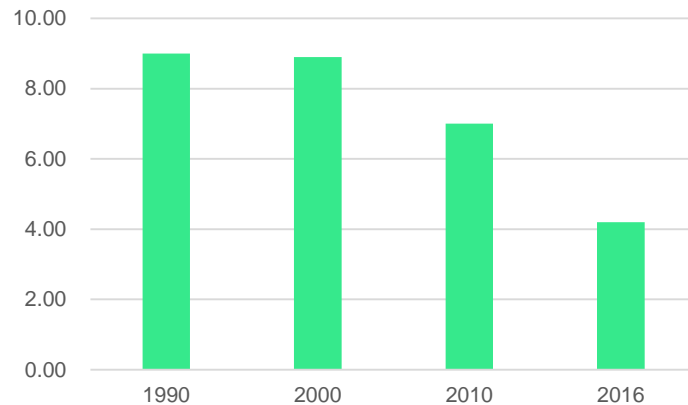
#### Certifications

n/a

# Examples of vendors in **Malaysia**

## Country Data Malaysia

**GDP growth rate (%)**



### Key Economic Indicators

Population (millions)	31.2
GDP (US\$ billions)	295
GDP per capita (US\$)	9,455
Inflation rate (%)	2.0
Unemployment rate (%)	3.4

## Malaysia

From an economy dominated by the production of raw natural resource materials, such as tin and rubber, even as recently as the 1970s, Malaysia today has a diversified economy and has become a leading exporter of electrical appliances, electronic parts and components and natural gas. After the Asian financial crisis of 1997-1998, Malaysia continued to post solid growth rates, averaging 5.5 percent per year from 2000-2008. Malaysia was hit by the Global Financial Crisis in 2009 but recovered rapidly, posting growth rates averaging 5.7 percent since 2010.

Malaysia's near-term economic outlook remains favorable, reflecting a well-diversified and open economy that has successfully weathered the impact of external shocks. Domestic demand is expected to continue to anchor economic growth, supported by continued income growth and a stable labor market, while an improving external environment would contribute positively to demand for Malaysia's tradable goods and services. Accelerating structural reforms to enhance public sector performance and boost the productivity of public spending will be vital to sustain robust growth in a challenging external environment.

## Vendor Example Malaysia – Plastic products



**Company name** LH Plus Sdn. Bhd.  
**Address** No.9, Jalan U5/1,  
 Seksyen U5, Mah Sing  
 Industrial Park, 40150  
 Shah Alam, Selangor  
 Darul Ehsan, Malaysia  
**Tel.** +603-7846 2888  
**Fax** +603-7846 2999  
**Web** <http://www.lhplus.com/official/>  
**Founded** 1947  
**Employees** 50  
**Annual Turnover** n/a  
**Contact** Caryn Chen  
 Sales Manager  
[carynchen@lhplus.com](mailto:carynchen@lhplus.com)

### LH Plus Sdn. Bhd.

Manufacturer of plastic products; design, manufacture and support services; product categories such as kitchen, food & drinks, desktop, kids, baby, bathroom, storage, others

#### Areas of Core Competence

Original Equipment Manufacturing (OEM), Private Label, Branded Premiums.

#### References

Rubbermaid, Mattel, and other international companies

#### Certifications

ISO 9001:2000; ISO 22000



## Vendor Example Malaysia – Steel structures



**Company name** Amalgamated Metal Corporation (M) Sdn. Bhd. (AMC)

**Address** No.47, (Lot 540), Jalan TUDM Kg. Baru Subang, Seksyen U6, 40150 Shah Alam, Selangor, Malaysia

**Tel.** +603 7846 1389

**Fax** +603 7846 3795

**Web** [www.amcsb.com.my](http://www.amcsb.com.my)

**Founded** 1982

**Employees** 500+

**Annual Turnover** Euro 15 million

**Contact** Chan F. W.  
Project Manager  
[chanfw@amcsb.com.my](mailto:chanfw@amcsb.com.my)

### Amalgamated Metal Corporation (M) Sdn. Bhd. (AMC)

Engineering fabrication and contracting services with capability of offering complete turnkey projects. AMC manufactures various process equipment from carbon steel to exotic materials such as incoloy, inconel, monell, hastelloy and high chrome nickel alloys used for the petroleum, power, chemical, edible oil and other process industries. AMC also has extensive experience in the fabrication of thick wall vessels as well as welding of all types of clad plate materials.

#### Areas of Core Competence

Extensive list of machineries & equipments available at two workshops: Subang & Kuantan.

#### References

Its clients include well-known multi-nationals with end users throughout the world as well as international engineering contractors.

#### Certifications

ASME, ISO 9001

## Vendor Example Malaysia – Medical disposables



**Company name** Hospitech Manufacturing Services Sdn. Bhd.  
**Address** Sub Lot 1, Lot 6536, Batu 6, Jalan Bukit Kemuning, Seksyen 34, 46460 Shah Alam, Malaysia  
**Tel.** +603-5122 5199  
**Fax** +603-5122 5204  
**Web** <http://www.hospitech.net>  
**Founded** 1985  
**Employees** 100  
**Annual Turnover** n/a

**Contact** Chan Chin Woon  
 Sales Manager  
[hosmart@po.jaring.net](mailto:hosmart@po.jaring.net)  
[hosmart@tm.net.jaring](mailto:hosmart@tm.net.jaring)

### Hospitech Manufacturing Services Sdn. Bhd.

Among the local disposable medical device manufacturers, Hospitech was the first one that initiated its business operation with compliance to the international quality system management in Malaysia. In line with the organization objective of producing the best quality product at most affordable pricing structure, the firm has been constantly on the move to adapt to the ever changing business environment.

#### Areas of Core Competence

Fabrication of all kind of medical disposables: blood & IV care, blood bag systems, gauze & bandages, gynaecology, PVC tubing & catheter, renal care, respiratory disp, urology

#### References

Global clientele.

#### Certifications

ISO 9001, EN 46001, ISO 13485, EN 550 and CE Mark.

## Vendor Example Malaysia – Gas Turbines parts



<b>Company name</b>	UMW Aerospace Sdn. Bhd.
<b>Address</b>	Lot. 10, Jalan Utas (15/7), 40915 Shah Alam, Selangor Darul Ehsan, Malaysia
<b>Tel.</b>	+603 5163 5000
<b>Fax</b>	+603 5519 0132
<b>Web</b>	<a href="http://www.umw.com.my">http://www.umw.com.my</a>
<b>Founded</b>	2015
<b>Employees</b>	n/a
<b>Annual Turnover</b>	n/a
<b>Contact</b>	Megat Shahrul Azmir Executive Director Manufacturing & Engineering <a href="mailto:megatshahrul@gmail.com">megatshahrul@gmail.com</a>

### UMW Aerospace Sdn. Bhd.

Aerospace manufacturing & engineering; UMW's manufacturing & engineering division (M&E) is primarily responsible for the manufacturing of products in the aerospace and automotive industries, as well as the manufacturing and distribution of lubricants. There are several subsidiary companies in the M&E Division, with UMW Aerospace Sdn. Bhd. being the most important in the Aerospace Business Segment.

#### Areas of Core Competence

The division's recent expansion into the aerospace industry upon the award of a long-term contract with Rolls-Royce Plc. marks UMW's migration from labour intensive production into high value manufacturing. UMW is currently the first Malaysian-owned company to achieve a Tier 1 aerospace engine component manufacturer status from Rolls-Royce.

#### References

Rolls-Royce Plc.

#### Certifications

n/a

## Vendor Example Malaysia – Metal parts



**Company name** Precision Springs (M) Sdn. Bhd.  
**Address** 4249 Jalan Siram  
 12100 Butterworth,  
 Malaysia  
**Tel.** +604-3148228  
**Fax** +604-3148229  
**Web** www.psprings.com  
**Founded** 1985  
**Employees** n/a  
**Annual Turnover** n/a

**Contact** Faiz Soudagar  
 R&D Engineer  
 faizsoudagar@psprings.com

### Precision Springs (M) Sdn. Bhd.

Precision Springs (M) Sdn. Bhd. is a Worldwide Manufacturer of high quality Precision Springs and Metal Stampings located in Butterworth, Penang, Malaysia.

It manufactures high volume Springs and Precision Stamped metal parts for a wide range of industry sectors. A world-class manufacturer exporting to customers worldwide - Germany, Switzerland, Hungary, Poland, South Africa, China, India, Brazil, Mexico, Philippines, Australia and locally in Malaysia.

#### Areas of Core Competence

Progressive die stamping, Piercing, bending, and forming, Small & large punches, Long / medium / small draw, Silver brazing, Spot welding, Sub-assembly, Coil springs & wire products

#### References

Automotive, power tool, electronics, computer, tele-communication, consumer electronics, marine industries

#### Certifications

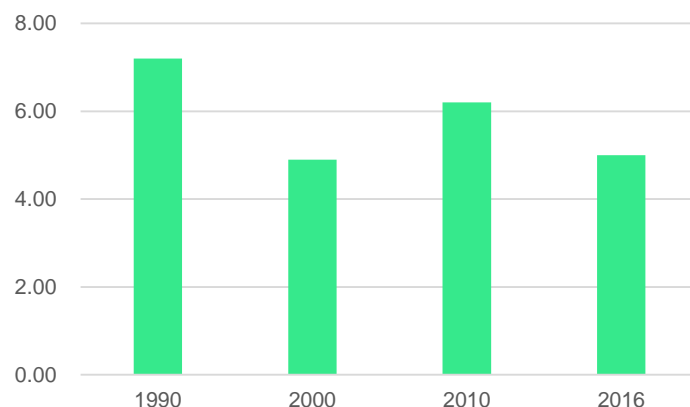
ISO 9001, TS16949, ISO 14001

# Examples of vendors in **Indonesia**



## Country Data Indonesia

GDP growth rate (%)



### Key Economic Indicators

Population (millions)	261
GDP (US\$ billions)	932
GDP per capita (US\$)	3,570
Inflation rate (%)	2.5
Unemployment rate (%)	5.4

## Indonesia

The largest economy in Southeast Asia, Indonesia, has charted impressive economic growth since overcoming the Asian financial crisis of the late 1990s. Today, Indonesia is the world's fourth most populous nation, the world's 10th largest economy in terms of purchasing power parity, and a member of the G-20.

Indonesia's economic planning follows a 20-year development plan, spanning from 2005 to 2025. It is segmented into 5-year medium-term plans, called the RPJMN (Rencana Pembangunan Jangka Menengah Nasional) each with different development priorities. The current medium-term development plan – the third phase of the long-term plan – runs from 2015 to 2020. It focuses on, among others, infrastructure development and social assistance programs related to education and health-care. Such shifts in public spending has been enabled by the reform of long-standing energy subsidies, allowing for more investments in programs that directly impact the poor and near-poor.

To strengthen the country's investment climate and economic growth, the government continues to announce policy reforms intended to cut red-tape. Investors welcome the policy reforms, which include opening sectors for investment and reducing high logistics costs.

## Vendor Example Indonesia – Industrial equipment



**Company name** PT Barata Indonesia  
**Address** Jl. Veteran No. 241  
 Gresik 61223  
 Indonesia  
**Tel.** +62 31 3990555  
**Fax** +62 31 3990666  
**Web** <http://barata.com/en/>  
**Founded** 1924  
**Employees** 500+  
**Annual Turnover** n/a  
  
**Contact** [info@barata.com](mailto:info@barata.com)

### PT Barata Indonesia

Its competence in manufacturing has proven from the long list of projects, and the well maintained cooperation with local and foreign partners. Integrated Global Supply Chain created intensively within the scope of industrial components and equipment for industrial oil and gas, agro industry, heavy industries equipment, hydro mechanicals, power plant and steel construction.

With a production capacity that reach 12,000 tons / year, Barata is able to supply and provide manufacturing industry components throughout Indonesia.

#### Areas of Core Competence

Foundry Facilities, Facilities for Work on Plates, Facilities for Work on Machines, Facilities for Laboratory

#### References

Agro, cement, oil & gas, power plant, material handling equipments, etc.

#### Certifications

n/a

## Vendor Example Indonesia – Chemical products



<b>Company name</b>	PT Sika Indonesia
<b>Address</b>	Jl. Raya Cibinong - Bekasi Km.20 Limusnunggal, Cileungsi Bogor, West Java 16820 Indonesia
<b>Tel.</b>	+62 21 8230025
<b>Fax</b>	+62 21 8230026
<b>Web</b>	<a href="http://idn.sika.com/">http://idn.sika.com/</a>
<b>Founded</b>	2003
<b>Employees</b>	n/a
<b>Annual Turnover</b>	n/a
<b>Contact</b>	Eddy Sutanto General Manager <a href="mailto:sikacare@id.sika.com">sikacare@id.sika.com</a>

### PT Sika Indonesia

Sika Indonesia is very well placed to meet the growing demand for high quality chemical products for the construction, and industrial adhesive markets. It is committed to excel in innovative solutions and it is constantly adapting the products and systems to changing requirements of customers and users with backed up by comprehensive service packages are carefully tailored to local market needs.

#### Areas of Core Competence

Concrete, refurbishment, flooring & coating, joint sealing, roofing, elastic bonding, structural strengthening, waterproofing

#### References

Sika has been active in Indonesia for many years providing a full range of products to various prestigious projects such as the Indocement Tunggal Perkasa Cement Factory in Cibinong, the Paiton Steam Power Plant in Probolinggo, the Balerang Bridges in Batam, the Singkarak Hydro Electric Power Plant in Sumatra, and many others.

#### Certifications

ISO 9001:2000, ISO 14001: 2004

## Vendor Example Indonesia – Boilers



<b>Company name</b>	PT. Indonesian Marine
<b>Address</b>	Jl. Saronojiwo No.9, Prapen, Tenggilis Mejoyo, Surabaya 60299, Jawa Timur, Indonesia
<b>Tel.</b>	+62 31 843101
<b>Fax</b>	+62 31 8413291
<b>Web</b>	<a href="http://www.indomarine.co.id/">http://www.indomarine.co.id/</a>
<b>Founded</b>	1954
<b>Employees</b>	n/a
<b>Annual Turnover</b>	n/a
<b>Contact</b>	FMiftahkur Avijanto Marketing & Sales Engineer miftahkur@indomarine. co.id

### PT. Indonesian Marine

Engineering manufacturing company; industrial & power plant engineering and construction, boiler engineering and manufacturing, plant inspection and services.

#### Areas of Core Competence

Indomarine is supported by its manufacturing facilities located in Malang and Medan. Its facilities are manned by qualified welders and welding operators certified by ASME Sec IX, MIGAS, and DISNAKER. The design and manufacturing of Indomarine's boiler and pressure vessel is certified and following standards & code of the American Society of Mechanical Engineers (ASME).

#### References

Cargill, Total Sinergy International, Pertamina, etc.

#### Certifications

ISO 9001, ASME

## Vendor Example Indonesia – Gas Turbines parts



<b>Company name</b>	PT. Perkasa Heavyndo Engineering
<b>Address</b>	Jln. Raya Pabuaran Desa Karang Mukti Kec. Cipendeuy Kab. Subang, Indonesia
<b>Tel.</b>	+62 260 710911
<b>Fax</b>	n/a
<b>Web</b>	www.perkasa-indonesia.com
<b>Founded</b>	1982
<b>Employees</b>	n/a
<b>Annual Turnover</b>	n/a
<b>Contact</b>	E.K. Rajesh General Manager Business & Project Development rajesh@perkasa.co.id

### PT. Perkasa Heavyndo Engineering

Flagship company of the Texmaco Group, that houses state-of-the-art fabrication facilities, heavy engineering plant & process equipment production capabilities & full-fledged plant to manufacture end-to-end range of industrial gears, shafts & gear boxes; gas turbine parts among many others.

#### Areas of Core Competence

Wide range facilities available (forming, welding, machining, heat treatment, etc.)

#### References

Power and oil & gas, mining & construction, cement, sugar, chemicals & petrochemicals, steel, fertilizer, automotive and pulp & paper sectors

#### Certifications

ISO 9001



## Vendor Example Indonesia – Boilers



**Company name** PT. ZUG Industry  
Indonesia

**Address** Jln. Rawa Melati Blok  
A1 No.5, Tegal ALur  
Jakarta Barat 11820,  
Indonesia

**Tel.** +62 21 55952077

**Fax** +62 21 55951873

**Web** www.zug-  
power.com

**Founded** 2004

**Employees** n/a

**Annual Turnover** n/a

**Contact** sales.id@zug-power.com

### PT. ZUG Industry Indonesia

Equipment fabricator; one of the leading boiler manufacturers and power plant contractors in Indonesia. Manufacturing a wide range of equipment including boilers, heat exchangers, steel structures, water treatment equipment, etc. An integrated EPC contractor.

#### Areas of Core Competence

Being able to provide integrated solutions for boiler house and power plant projects. Working as contractor or subcontractor of EPC projects in industrial boilers and power generation industries. Due to its advantage in manufacturing equipment and its expertise in manufacturing, especially the strict QC program for manufacturing, it can produce steel structures for almost all purposes.

#### References

Power, and multiple other industries

#### Certifications

ISO 9001, ISO 14001 and OHSAS 18001

## Vendor Example Indonesia – Mining



<b>Company name</b>	PT. Aneka Tambang
<b>Address</b>	Gedung Aneka Tambang Jl. Letjen TB Simatupang No. 1 Lingkar Selatan, Tanjung Barat Jakarta, Indonesia
<b>Tel.</b>	+62 21 789 1234
<b>Fax</b>	+62 21 789 1224
<b>Web</b>	<a href="http://www.antam.com/">http://www.antam.com/</a>
<b>Founded</b>	1968
<b>Employees</b>	n/a
<b>Annual Turnover</b>	n/a
<b>Contact</b>	Arie Prabowo Ariotedjo President Director <a href="mailto:corsec@antam.com">corsec@antam.com</a>

### PT. Aneka Tambang (Antam)

PT. Aneka Tambang (Antam) is a vertically integrated, export-oriented, diversified mining and metals company in Indonesia.

#### Areas of Core Competence

With operations spread throughout the mineral-rich Indonesian archipelago, Antam undertakes all activities from exploration, exploitation, processing, refining to the marketing of its nickel ore, ferronickel, gold, silver, bauxite, coal and precious metals refining services. The biggest three contributors to Antam's revenue are gold, ferronickel and nickel ore. Production of coal and bauxite play a relatively minor role.

#### References

The company has long term loyal blue chip customers in Europe and Asia. Due to the vastness of the company's licensed exploration areas as well as its known large holdings of high quality reserves and resources, Antam has formed several joint ventures with international partners to profitably develop geological ore bodies into profitable mines. A few clients are: Thyssen Krupp, Arcelor Mittal, Pohang Iron & Steel Co, and Mitsubishi Corporation.

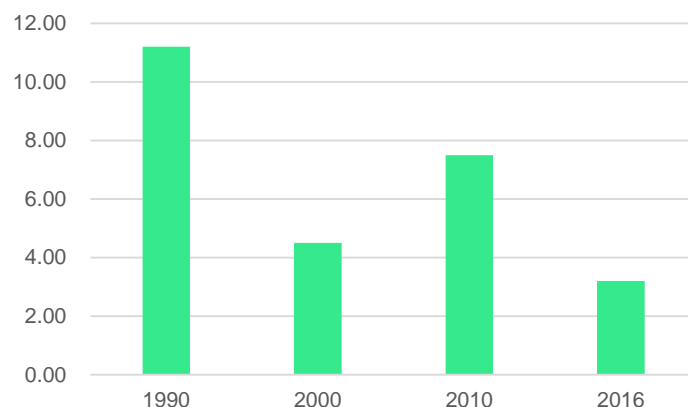
#### Certifications

ISO 9001, ISO 14001

# Examples of vendors in **Thailand**

## Country Data Thailand

**GDP growth rate (%)**



### Key Economic Indicators

Population (millions)	69
GDP (US\$ billions)	407
GDP per capita (US\$)	5,899
Inflation rate (%)	1.8
Unemployment rate (%)	0.7

## Thailand

Over the last four decades, Thailand has made remarkable progress in social and economic development, moving from a low-income country to an upper-income country in less than a generation. As such, Thailand has been one of the widely cited development success stories, with sustained strong growth and impressive poverty reduction, particularly in the 1980s.

Thailand's economy grew at an average annual rate of 7.5% in the boom years of 1960 to 1996 and 5% following the Asian financial crisis during 1999-2005, creating millions of jobs that helped pull millions of people out of poverty. Gains along multiple dimensions of welfare have been impressive: more children are now getting more years of education, and virtually everyone is now covered by health insurance while other forms of social security have expanded. After average growth slowed to 3.5% over 2005-2015, with a dip to 2.3 % in 2014-2016, Thailand is now on the path to recovery.

Thailand has laid out its long-term economic goals in its 20-Year National Strategy (2017 – 2036) for attaining developed country status through broad reforms. The reforms address economic stability, human capital, equal economic opportunities, environmental sustainability, competitiveness, and effective government bureaucracies. Recent reforms also include the implementation of large multi-year public infrastructure projects related to dual tracking of railways.

## Vendor Example Thailand – Plastic products



<b>Company name</b>	Apex PlasTech (Thailand) Co., Ltd
<b>Address</b>	634 Bangkhoontian-Shinetalay Rd., Thakarm, Bangkhoontian, Bangkok, 10150 Thailand
<b>Tel.</b>	+662-416-0084
<b>Fax</b>	+662-416-2862
<b>Web</b>	<a href="http://apexplastech.com">http://apexplastech.com</a>
<b>Founded</b>	1985
<b>Employees</b>	800
<b>Annual Turnover</b>	n/a
<b>Contact</b>	Kevin Chew Corporate Strategy / General Manager Plastics <a href="mailto:kevin.th@apexgroup.co.th">kevin.th@apexgroup.co.th</a>

### Apex PlasTech (Thailand) Co., Ltd

Apex PlasTech is a custom mold maker and OEM manufacturer of high quality plastic injection and blow molding plastic parts for various industries. Its products can be categorized into 3 main groups: packaging, toys and household products, and electrical parts.

#### Areas of Core Competence

Custom mold making, injection and blow molding, complete assembly lines with various decoration methods, such as IML, heat transfer, pad printing, spray mask.

#### References

Major players in paint industry, adhesive industry, food industry, toys industry, etc. Some clients are: Nippon Paint, TOA, Unilever, Coca Cola.

#### Certifications

ISO9001:2015, ILS, FAMA, SEDEX, ROHS, GMP, HACCP, FSSC22000

## Vendor Example Thailand – Aircraft components



**Company name** Lenso Aerospace Co., Ltd.  
**Address** 789/9 Moo 9 Tip Project 7  
 Leab Klongsongnam  
 Suvarnabhumi Road,  
 Bangpla, Bangplee,  
 Samutprakarn, Thailand  
**Tel.** +662 136 7555  
**Fax** +662 136-7556  
**Web** www.lensoaero.com  
**Founded** 2011  
**Employees** 100  
**Annual Turnover** Euro 5 million  
  
**Contact** Hubert Wong  
 Vice President  
 hw@lensoaero.com

### Lenso Aerospace Co., Ltd.

Leading aerospace manufacturer of precision and complex aircraft components in the area of ultra-high precision machining, sheet metal fabrication and build to print assemblies.

Has been providing total manufacturing solutions to the global aerospace industry with a proven track record of technical expertise to many applications such as avionics, engine components, aircraft interior components, landing gear systems, system control and structural Components.

#### Areas of Core Competence

CNC turning, CNC milling, sheet metal, surface treatment, assembly

#### References

Rockwell Collins, Zodiac Aerospace, Eaton Aerospace, many more

#### Certifications

ISO 9001, AS 9100

## Vendor Example Thailand – Gas Turbines parts



**Company name** TMT Turbo Machinery Co., Ltd.  
**Address** 2/58 The Seaboard Building 3rd Floor, Zone D, Rayong Highway 3191, Maptaphut, Rayong 21150, Thailand  
**Tel.** +66 38 691 287  
**Fax** +66 38 681 548  
**Web** www.turbo-machinery.co.th  
**Founded** 2000  
**Employees** n/a  
**Annual Turnover** n/a  
**Contact** info@turbo-machinery.co.th

### TMT Turbo Machinery Co., Ltd.

Engineering, manufacturing, installation, maintenance and repair of turbines; mechanical and electrical engineering and design, manufacturing of machinery parts, installation and construction–site intervention, commissioning and start-up, supply of spare parts

#### Areas of Core Competence

Has contractual relationships with 1st class machining shops and manufacturers, all of which have extensive experience in their fields. Their work and products are up to European standards, and are proven and performing successfully in the field.

#### References

Bayer, Doosan, Sime Darby, Indorama, etc.

#### Certifications

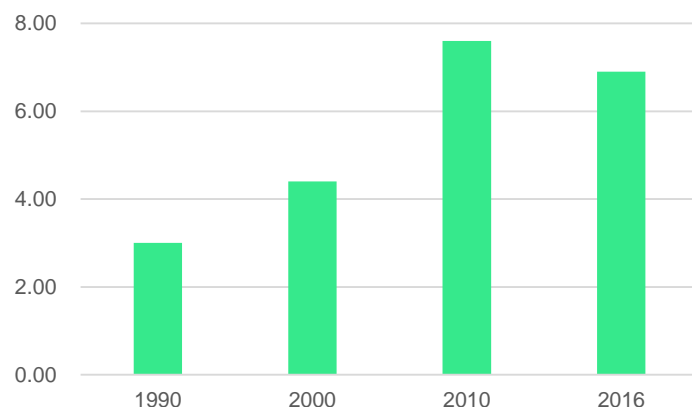
ISO 9001

# Examples of vendors in **Philippines**



## Country Data Philippines

**GDP growth rate (%)**



### Key Economic Indicators

Population (millions)	103
GDP (US\$ billions)	305
GDP per capita (US\$)	2,961
Inflation rate (%)	1.7
Unemployment rate (%)	6.0

## Philippines

The Philippines is one of the most dynamic economies in the East Asia and the Pacific region. With increasing urbanization, a growing middle-income class, and a large and young population, the Philippines' economic dynamism is rooted in strong consumer demand supported by improving real incomes and robust remittances. Business activities are buoyant with notable performance in the services sector including the Business Process Outsourcing, real estate, and finance and insurance industries.

Sound economic fundamentals and a globally recognized competitive workforce reinforce the growth momentum. Having sustained an average annual growth of 6.3 percent between 2010-2016 the country is poised to make the leap from a lower-middle income country to an upper-middle income country status in the medium term.

Fiscal and monetary policies are likely to remain accommodative to growing the economy, and recovering exports and strong consumption growth are expected to boost economic growth. Higher investment growth could push the country's growth rate towards the upper end of the government's target of 6.5 to 7.5 percent of GDP, but this is contingent on whether or not the public infrastructure program gains full traction.

## Vendor Example Philippines – Sugar / ethanol



<b>Company name</b>	Roxas Holdings, Inc.
<b>Address</b>	14 <sup>th</sup> Floor, Net One Center, 26 <sup>th</sup> Street corner 3 <sup>rd</sup> Avenue, Bonifacio Global City, Taguig, Metro Manila, Philippines
<b>Tel.</b>	+632 771 7800
<b>Fax</b>	n/a
<b>Web</b>	www.roxasholdings.com.ph
<b>Founded</b>	1927
<b>Employees</b>	500+
<b>Annual Turnover</b>	n/a
<b>Contact</b>	George Cheung Commercial Operations george.cheung@rhi.com.ph

### Roxas Holdings, Inc.

Roxas Holdings, Inc. is the largest integrated sugar business and the biggest ethanol producer in the Philippines. At the forefront of the Philippine sugar and ethanol industries, it is a trusted brand recognized for its contributions and legacy in the areas of sugar and bio-ethanol production.

#### Areas of Core Competence

Sugar mills, ethanol plants

#### References

Multinational food and beverage, and pharmaceutical companies

#### Certifications

n/a

## Vendor Example Philippines – Mining



<b>Company name</b>	Semirara Mining and Power Corporation
<b>Address</b>	2nd Floor DMCI Plaza 2281 Chino Roces Avenue Extension, Makati City, Philippines
<b>Tel.</b>	+632 888-3055
<b>Fax</b>	+632 888-3955
<b>Web</b>	www.semiraramining.com
<b>Founded</b>	1980
<b>Employees</b>	n/a
<b>Annual Turnover</b>	n/a
<b>Contact</b>	Victor A. Consunji President vaconsunji@semiraramining.net

### Semirara Mining and Power Corporation

Semirara Mining and Power Corporation (SMPC) has successfully transitioned from a coal company into the only vertically integrated coal-fired power plant business in the Philippines. Today, it is the dominant local source of the country's coal requirements, supplying coal to power plants, cement plants, and other small boilers.

#### Areas of Core Competence

Engaged in thermal coal extraction and power production.

#### References

Taking advantage of its strategic location and market position as the largest coal producer in the Philippines, SMPC's coal is sold domestically to power plants, cement plants, paper mills, textile dying plants, canneries, food factories, a sugar mill, and a fertilizer plant.

In 2007, SMPC successfully forayed into the export market with its maiden shipment to China. Since then, it has expanded its market base to include India, Hong Kong, Japan, Taiwan and Thailand.

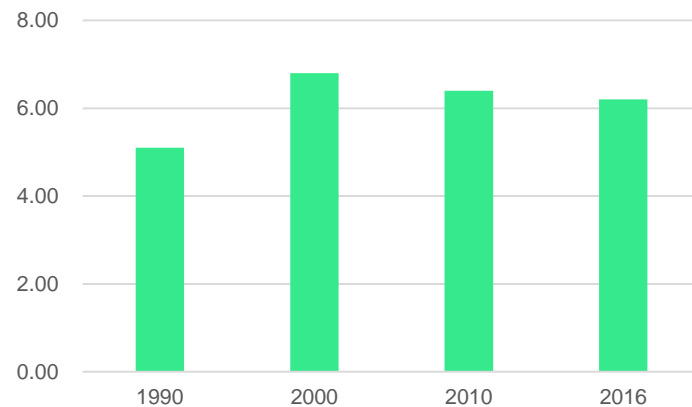
#### Certifications

Environmental Management System/ISO 14001:2004, Occupational Health and Safety Management System/OHSAS 18001:2007 and Quality Management System/ISO 9001:2008. □

# Examples of vendors in **Vietnam**

## Country Data Vietnam

**GDP growth rate (%)**



Key Economic Indicators	
Population (millions)	93
GDP (US\$ billions)	205
GDP per capita (US\$)	2,204
Inflation rate (%)	1.1
Unemployment rate (%)	2.3

### Vietnam

Vietnam has enjoyed strong economic growth. Since 1990, Vietnam's GDP per capita growth has been among the fastest in the world. Despite uncertainties in the global environment, Vietnam's economy remains resilient. The country's medium-term outlook remains favorable, while the country's fundamental drivers of growth – resilient domestic demand and export oriented manufacturing – remain in force.

The Government of Vietnam continues to show commitment to reforms. Vietnam's 2011 – 2020 Socio - Economic Development Strategy (SEDS) – a 10 year strategy – highlights the need for structural reforms, environmental sustainability, social equity and emerging issues of macroeconomic stability. It defines three "breakthrough areas: (i) promoting skills development, particularly for modern industry and innovation; (ii) improving market institutions, and (iii) further infrastructure development. The Socio - Economic Development Plan (SEDP) for 2016-2020, approved in April 2016, acknowledges the slow progress on certain policy priorities and emphasizes the need to accelerate reforms.

## Vendor Example Vietnam – Aircraft components



**Company name** MHI Aerospace Vietnam Co., Ltd. (MHIVA)  
**Address** Plot No. N-8, Thang Long Industrial Park, Dong Anh District, Hanoi City, Vietnam  
**Tel.** +84 4 3959 0130  
**Fax** +84 4 3955 0217  
**Web** [www.mhi.com/discover/graph/inquiry/no163.html](http://www.mhi.com/discover/graph/inquiry/no163.html)  
**Founded** 2007  
**Employees** n/a  
**Annual Turnover** n/a  
**Contact** n/a

### MHI Aerospace Vietnam Co., Ltd.

Fabrication of airplane parts; MHI Aerospace Vietnam is the official subsidiary of MHI. It is also the first aerospace production base in Asia. MHI has a wide array of divisions and among them, MHI Aerospace Vietnam is major in manufacturing and fixing commercial airplanes' parts.

#### Areas of Core Competence

Combining Japanese advanced technology with the skills of Vietnamese staff, MHI Aerospace Vietnam is able to manufacture high quality products.

#### References

Fabricators & assemblers of airplanes.

#### Certifications

n/a

## Vendor Example Vietnam – Environmental Engineering products



**Company name** ACE (Vietnam) Co., Ltd.  
**Address** Lot No 60D, Road B, Linh Trung EPZ & IP III, An Tinh Commune, Trang Bang Dist, Tay Ninh Province, Vietnam  
**Tel.** +84 28 3811 2862  
**Fax** n/a  
**Web** <http://dev.acevn.vn/gioi-thieu.html>  
**Founded** 2004  
**Employees** 60  
**Annual Turnover** n/a  
**Contact** Mr. Dinh Trung Truc  
 Sales Manager  
[sales@acevn.vn](mailto:sales@acevn.vn)

### ACE (Vietnam) Co., Ltd.

ACE (Vietnam) Co., Ltd. is a leading manufacturing and engineering company in Vietnam, specializing in the design and manufacturing of Environmental Engineering Products, Chemical Engineering Products, Laboratory Engineering Products and Lining & Coating Products.

#### Areas of Core Competence

Chemical engineering: FRP tank, FRP lining & coating, FRP pipe & fitting, polibrid lining & coating

Environmental engineering: scrubbing systems, centrifugal fan, axial flow fan, round bag filter, etc.

#### References

Fujitsu, Pepsico Suntory Factory, Syngenta Vietnam Co., Ltd

#### Certifications

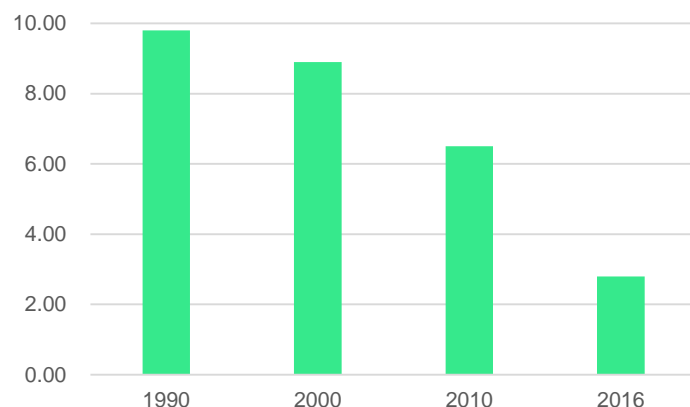
n/a

# Examples of vendors in **South Korea**



## Country Data South Korea

**GDP growth rate (%)**



### Key Economic Indicators

Population (millions)	51
GDP (US\$ billions)	1,411
GDP per capita (US\$)	27,700
Inflation rate (%)	1.8
Unemployment rate (%)	3.8

## South Korea

Korea has experienced remarkable success in combining rapid economic growth with significant reductions in poverty.

Government of Korea policies resulted in real GDP growth averaging 10 percent annually between 1962 and 1994. This spectacular performance was fueled by annual export growth of 20 percent in real terms, while savings and investment rose sharply above 30 percent of GDP.

Korea is the first former aid recipient to become a member of the Development Assistance Committee (DAC) of the Organization for Economic Cooperation and Development (OECD). Korea joined the DAC in November 2009. Korea also took the chairmanship of the G-20 summit in 2010.

Korea's experience in sustainable development, providing infrastructure and better services to improve the lives of the people, and its transition to a dynamic knowledge economy, provides lessons that can benefit many other developing countries.

Sources: Worldbank / CIA Factbook

## Vendor Example South Korea – ATMs



<b>Company name</b>	MFS Corporation
<b>Address</b>	Seoul Digital Industrial Complex, Hanshin IT Tower 201, 235 Guro3-dong, Guro-gu, Seoul, South Korea
<b>Tel.</b>	+82 2 859 0611
<b>Fax</b>	+82 2 859 0612
<b>Web</b>	www.mfscorporation.com
<b>Founded</b>	2000
<b>Employees</b>	50
<b>Annual Turnover</b>	n/a
<b>Contact</b>	Dong-Gyun Kim Presiden dgkim@mfscorporation.com

### MFS Corporation

MFS Corporation, established on the basis of a new paradigm and new technology, has developed automated financial machines and information-communication machines and provided clients with this to create convenient and efficient benefits.

#### Areas of Core Competence

Banking modules & machines; Retail ATMs; Kiosks

#### References

IBM Malaysia, IBM Indonesia, IBM Philippines, IBM Thailand, IBM Korea, IBM China, Core Banking Service (Korea)

#### Certifications

ISO 9001, UL, CE, A-Tick Certificate for ATM, etc.

## Vendor Example South Korea – Gas Turbines parts



**Company name** KencoA Aerospace Corporation

**Address** 152-46, Oegukgieop-Ro, Sanam-Myeon, Sacheon, Kyeongnam-Do, 664-942, South Korea

**Tel.** +82 55 855 4130

**Fax** +82 55 854 4140

**Web** [www.kencoaaerospace.com](http://www.kencoaaerospace.com)

**Founded** 2013

**Employees** 230

**Annual Turnover** Euro 15 million

**Contact** Kenny Lee  
CEO  
[kenny@kencoaaerospace.com](mailto:kenny@kencoaaerospace.com)

### KencoA Aerospace Corporation

Aerospace fabricator; metal fabrication; precision machining; aircraft assembly; aerospace engineering - engine parts, structure parts, assembly parts, MRO

#### Areas of Core Competence

Extensive range of machining equipments, sheet metal equipments, quality assurance equipments, etc.

#### References

Boeing, KAI, Hanwha, Doosan DST, Korean Air, EM Korea, etc.

#### Certifications

AS 9100 / AS9120

## Vendor Example South Korea – Gas Turbines parts



<b>Company name</b>	Hanwha Techwin Korea
<b>Address</b>	86, Cheonggyecheon-ro, Jung-gu, Seoul, South Korea
<b>Tel.</b>	+82 2 729 2900
<b>Fax</b>	+82 2 729 2904
<b>Web</b>	www.hanwhatechwin.com
<b>Founded</b>	1977
<b>Employees</b>	2,560 (Group)
<b>Annual Turnover</b>	Euro 2.57 billion (Group)
<b>Contact</b>	Shon Young-chang Director of Energy Equipment - Aerospace and Defense Business Group hanwhasystems@hanwh a.com

### Hanwha Techwin Korea

Global group active in security solution business, aircraft engine business, robot business.

Aircraft engine manufacturer, being a leader in the cutting-edge machinery industry, specializing in the development, production, and maintenance of aircraft engines. It advanced into the aircraft engine business in 1979, beginning with gas turbine engine depot maintenance. Since then, it has provided a wide range of gas turbine solutions to the world, and its cumulative production exceeded 8,000 units in 2016.

#### Areas of Core Competence

Specializing in the development, production, and maintenance of aircraft engines, including gas turbine solutions.

#### References

Hanwha Techwin earned the technical license of the original manufacturers, like GE, Pratt & Whitney, Rolls-Royce, etc.

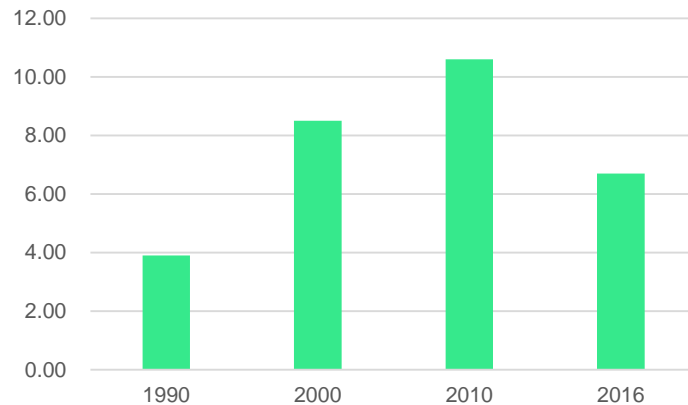
#### Certifications

n/a

# Examples of vendors in **China**

## Country Data China

**GDP growth rate (%)**



### Key Economic Indicators

Population (millions)	1,378
GDP (US\$ billions)	11,200
GDP per capita (US\$)	8,127
Inflation rate (%)	1.2
Unemployment rate (%)	4.0

## China (incl. Taiwan)

Since initiating market reforms in 1978, China has shifted from a centrally-planned to a market-based economy and has experienced rapid economic and social development. GDP growth has averaged nearly 10 percent a year - the fastest sustained expansion by a major economy in history - and has lifted more than 800 million people out of poverty. China reached all the Millennium Development Goals (MDGs) by 2015 and made a major contribution to the achievement of the MDGs globally. Although China's GDP growth has gradually slowed since 2012, it is still impressive by current global standards.

Rapid economic ascendance has brought on many challenges as well, including high inequality; rapid urbanization; challenges to environmental sustainability; and external imbalances. China also faces demographic pressures related to an aging population and the internal migration of labor.

China's 12th Five-Year Plan (2011-2015) and the newly approved 13th Five-Year Plan (2016-2020) forcefully address these issues. They highlight the development of services and measures to address environmental and social imbalances, setting targets to reduce pollution, to increase energy efficiency, to improve access to education and healthcare, and to expand social protection.

Sources: Worldbank / CIA Factbook

## Vendor Example China – Cabling trays



<b>Company name</b>	Zhenjiang Besca Electrical Manufacturing Co., Ltd.
<b>Address</b>	Unit 606, No.3, Xiang Teng Fortune Plaza, Lane 3088, Gong He Xin Road, Shanghai, China
<b>Tel.</b>	+86-21-58366258
<b>Fax</b>	+86-21-58352578
<b>Web</b>	www.bescatray.com
<b>Founded</b>	2009
<b>Employees</b>	n/a
<b>Annual Turnover</b>	n/a
<b>Contact</b>	Vicky Sales Senior Manager sales3@chinabesca.com

### Zhenjiang Besca Electrical Manufacturing Co., Ltd.

Zhenjiang Besca Electrical Manufacturing Co., Ltd. is located in Yangzhong Science and Technology Industrial Park in Jiangsu, covering an area of 55000 square meters. It is one of the professional cable tray manufacturers with large scale and high-level production capacity. Besca's foreign trade sales headquarter is located in the Shanghai Shibei Industrial Park.

#### Areas of Core Competence

Wire Mesh Cable Tray, Cable Tray, Cable Trunking, Cable Ladder, Wireway, Strut Channel and accessories, and more

Besca is properly positioned to meet anything the market demands for customised solutions across all heavy industrial sectors including the electrical, mining, oil & gas, water, petrochemical, commercial construction (including those with special architectural requirements) and similar industries through its comprehensive manufacturing facilities.

#### References

Oil & gas, solar, electrical, marine, steel industries, etc.

#### Certifications

UL, cUL, CE, ISO 9001, SGS, TUV

## Vendor Example China – Instruments



**Company name** Shanghai Cixi Instrument Co., Ltd.

**Address** Rm613, Jiahe Sunny Plaza, No.76 JiuTing Road, Songjiang District, Shanghai, China

**Tel.** +86 21-57632436

**Fax** +86 21-57634942

**Web** [www.gnstruments.com](http://www.gnstruments.com)

**Founded** 1986

**Employees** n/a

**Annual Turnover** n/a

**Contact** Alia Sun  
Sales Manager  
sales17@gnstruments.com

### Shanghai Cixi Instrument Co., Ltd.

Providing solutions for Automation and Process Control

Various kinds of measurement instruments related to Flow, Pressure, Level, Temperature, Analyser, Test, Display, etc.

#### Areas of Core Competence

Flow meters for liquid & gas, flow switch; pressure sensors, pressure transmitter, pressure gauge, pressure switch; ultrasonic level meter, radar level meter; temperature switch, temperature controller, etc.

#### References

Exporting to Malaysia, India, Thailand, Vietnam, South Africa

#### Certifications

n/a



## Vendor Example China – Steel structures



**Company name** Shanghai Matsuo Steel Structure Co., Ltd.  
**Address** Xizha Rd 815, Nanqiao Town, Fengxian Dist, Shanghai, 201401 China  
**Tel.** +86-21 57158080  
**Fax** +86 21 5715 8084  
**Web** <http://www.matsuo.com.cn/e/gsjj.asp>  
**Founded** 1996  
**Employees** 500  
**Annual Turnover** n/a  
**Contact** Lilly Zhao  
 Sales Manager  
[zhaolj@matsuo.com.cn](mailto:zhaolj@matsuo.com.cn)

### Shanghai Matsuo Steel Structure Co., Ltd.

Fabricating steel structures

#### Areas of Core Competence

Shanghai Matsuo boasts a total space of 133,000 square meters and workshop area 25,000 square meters. The major business of steel structure covers from petrochemical plant, power plant, mining industrial plant, metallurgic plant, bridge, to high rise buildings.

#### References

Recent years, Shanghai Matsuo has made great achievements. The market changes from solely Japanese market to 70% in Europe and USA, 15% in Japan and the remaining 15% in East Asia and Australia. Up to now approvals have been awarded from customers such as Bechtel, Exxon mobile, Shell, Alstom Power, Foster Wheeler, Technip, Babcock Power, Shaw, Austrian Energy & Environment, Nippon Steel, Kajima, and IHI etc.

#### Certifications

AISC, AWS and DIN18800-7CLASS E, Qualification H by Japanese Association of Steel Structure and the certifications of Moody International Quality Management System - ISO9001:2000.

## Vendor Example Taiwan – Gas Turbines parts



<b>Company name</b>	Aero Win Technology
<b>Address</b>	No. 1, LN. 13, Xingong Rd., Xinying Dist., Tainan City 730, Taiwan
<b>Tel.</b>	+886 6 6535001
<b>Fax</b>	+886 6 6535057
<b>Web</b>	<a href="http://www.aerowin.com/en/Content_Layout.php?Id=p1-1">www.aerowin.com/en/Content_Layout.php?Id=p1-1</a>
<b>Founded</b>	1974
<b>Employees</b>	n/a
<b>Annual Turnover</b>	n/a
<b>Contact</b>	sale-1@aerowin.com / sale-2@aerowin.com

### Aero Win Technology

Fabrication of aerospace metal parts; sheet metal and machining parts assembly / sheet metal forming parts / forging precision machining parts.

#### Areas of Core Competence

CNC milling, punching, laser cutting, CNC bending, EDM drilling / cutting / grinding, welding, etc..

#### References

Pratt & Whitney, Safran Group, Mitsubishi Heavy Industries, Kawasaki Heavy Industries, NPO Saturn, MTU Aero Engines AG, GE Avio S.r.l. etc.

#### Certifications

ISO 9001, AS 9100, NADCAP

## Vendor Example Taiwan – Gas Turbines parts



**Company name** Acetek Resources, Inc.  
**Address** 75, Aly. 2, Lane 388,  
 Sec. 4, Haidian Road,  
 Tainan 70966, Taiwan  
**Tel.** +886 6 2562378  
**Fax** +886 6 2562395  
**Web** www.acetekresources.  
 com  
**Founded** 2000  
**Employees** n/a  
**Annual Turnover** Euro 1.5 million  
  
**Contact** Wayne Huang  
 Director Sales  
 sales@acetekresources.c  
 om

### Acetek Resources, Inc.

Metal products fabrication; providing sheet metal products and manufacturing solutions in small/middle size gas turbines in aviation, powergen and related industries.

#### Areas of Core Competence

Water jet cutting, press forming, stamping, expanding, rolling, conventional lathe & milling, TIG welding, spot welding, brazing, CNC machining, EDM, wire cutting, magnetic polishing, bead blasting, coating, etc.

#### References

"We manufacture various components used in small or middle size gas turbines. Acetek is a long-term supplier of Sulzer Turbo Service and a qualified supplier of EGAT (Thailand Power Authority)."

Also: Heico Aerospace, Associated Aerospace Activities Inc., Bushnell, etc.

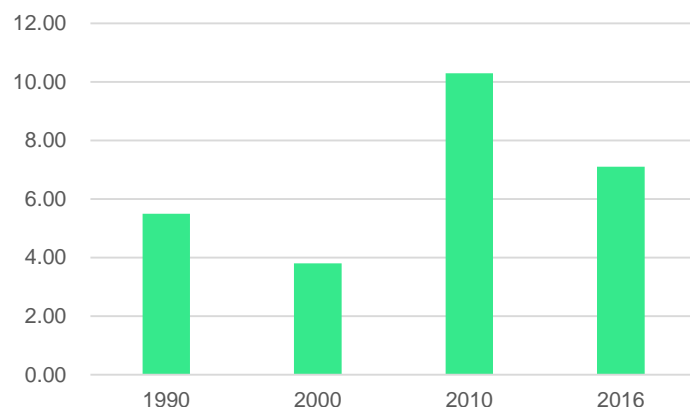
#### Certifications

ISO 9001

# Examples of vendors in **India**

## Country Data India

**GDP growth rate (%)**



### Key Economic Indicators

Population (millions)	1,324
GDP (US\$ billions)	2,263
GDP per capita (US\$)	1,709
Inflation rate (%)	3.6
Unemployment rate (%)	8.8

## India

Annual real GDP growth is expected to rebound. Public finances remain stable, though there has been an increase in sub-national debt levels. The key medium-term risk is the need for recovery in private investment.

Key issues confronting the Indian government include ensuring high growth levels, fostering faster job creation, addressing distress in the agricultural sector, and strengthening implementation of flagship government programs.

Export growth turned positive in FY16/17, supported largely by a reversal in commodity prices and improvements in global trade. Imports have begun a gradual recovery; the merchandise trade deficit is rising. Overall capital flows gained momentum, due to ease in FDI policies and continued global liquidity.

The biggest medium-term risks are associated with the recovery in private investments which continues to face several domestic impediments including the corporate debt overhang and regulatory and policy challenges, along with the risk of an imminent increase in US interest rates.

## Vendor Example India – Mechanical solutions



**Company name** Mechsol Technologies Pvt. Ltd.

**Address** Ashmith Arcade  
No.162 , 2nd floor, 1st hall, 10th main,  
Peenya Industrial Area,  
Bangalore, India

**Tel.** +91-080-41215359

**Fax** n/a

**Web** [www.mechsol.co.in](http://www.mechsol.co.in)

**Founded** 2005

**Employees** n/a

**Annual Turnover** n/a

**Contact** Mr. Lokesh  
Sales Manager  
[lokesh@mechsol.co.in](mailto:lokesh@mechsol.co.in)

### Mechsol Technologies Pvt. Ltd.

Mechsol is a specialty company based out at Bangalore, Karnataka in India which provides mechanical solutions for a wide variety of challenges faced by the industry. It is a group of dedicated and committed individuals who deliver complete customized solutions for the mechanical, electrical, electronic, instrumentation, structural and automotive sectors.

#### Areas of Core Competence

Material handling equipments, Diverters, Water intake systems, Plant utilities, Exhaust systems

#### References

SMS Group, Doosan, Jindal, Siemens, Outotec, etc.

#### Certifications

ISO 9001:2008

## Vendor Example India – Ash handling



<b>Company name</b>	Mecgale Pneumatics Pvt Ltd.
<b>Address</b>	N-65, MIDC Hingna Industrial Area, Nagpur: 440016, India
<b>Tel.</b>	+91-7104236873,235271
<b>Fax</b>	+91-7104-235496
<b>Web</b>	<a href="http://mecgale.com">http://mecgale.com</a>
<b>Founded</b>	1994
<b>Employees</b>	100
<b>Annual Turnover</b>	n/a
<b>Contact</b>	Ratul Chakravorty Business Head <a href="mailto:ratul@mecgale.com">ratul@mecgale.com</a>

### Mecgale Pneumatics Pvt Ltd

Mecgale is a project engineering company engaged in execution of turnkey projects. With a team of experienced personnel in the design and implementation of Ash Handling / Bulk Material Handling systems, Mecgale is in a position to offer the most comprehensive range of wet as well as dry Ash Handling Systems matched by few.

#### Areas of Core Competence

Ash Handling (bottom ash, fly ash, slurry disposal system, high concentration slurry disposal system); Coal Handling & Bulk Material Handling; Pneumatic Conveying; Intake Water Screening System; Dust Extraction System, Lime Coating System, Lime Handling System. The Company provides Balance Of Plant solutions in thermal power plant.

#### References

Power plants (thermal), power plants (atomic), steel plants, cement plants, EPC contractors (Alstom Power India Ltd., Indomag Ltd., Tata Projects Ltd., etc.)

#### Certifications

ISO 9001-2008

## Vendor Example India – Pipes & Tubes



**Company name** Prime Tube Impex  
**Address** 35/43, Sonarika Building,  
 Chandawadi, Opp.2nd  
 Carpenter Street,  
 Nanubhai Desai Road,  
 Mumbai, India  
**Tel.** +91 2266151931  
**Fax** +91 2266151932  
**Web** www.primetubeimpex.com  
**Founded** 1996  
**Employees** 200  
**Annual Turnover** n/a

**Contact** Ramesh Jain  
 Sales Manager  
 sales@primetubeimpex.co  
 m

### Prime Tube Impex

Prime Tube Impex is one of the major Indian manufacturers, exporters & suppliers of welded stainless steel pipes, seamless tubes, stainless steel, and many other types of steels pipes, tubes, and more.

#### Areas of Core Competence

Manufacturing all kinds of pipes & tubes

#### References

Oil & gas, LNG, thermal & nuclear power plants, chemical industries, fertilizers plants, etc.

#### Certifications

ISO 9001: 2015



## Vendor Example India – Metal parts

### LGC ENGINEERING

**Company name** LGC Engineering  
**Address** # Tubinkere Ind Area,  
Mandya Dist, Karnataka,  
571402 India  
**Tel.** +91-8232-291262  
**Fax** n/a  
**Web** n/a  
  
**Founded** 2012  
**Employees** 50  
**Annual Turnover** n/a  
  
**Contact** Arjun K S  
Managing Director  
+91-9632455554  
arjun@lgcengg.in

### LGC Engineering

Supplier of castings for more than 25 different alloys; 300 individual castings / components. Exporting to several countries.

#### Areas of Core Competence

Manufacture and supply of: cobalt base alloys, nickel base alloys, duplex steels, stainless steels, alloy steel by investment casting process.

#### References

Conteg (Czech Republic), Suprajit Europe (UK), Ampheonal (Germany), Walvol (Germany)

#### Certifications

ISO 9001: 2008

## Vendor Example India – Electrical panels



<b>Company name</b>	Saanavi Engineers
<b>Address</b>	44, Vishwakarma Ind. Estate Nr., Khodaldham Society, Singarwa- Kathwada Road, Kathwada, Ahmedabad- 382430, Gujarat, India
<b>Tel.</b>	+91-9825487251
<b>Fax</b>	n/a
<b>Web</b>	<a href="http://saanaviengineers.com">http://saanaviengineers.com</a>
<b>Founded</b>	1998
<b>Employees</b>	n/a
<b>Annual Turnover</b>	n/a
<b>Contact</b>	Bharatbhai Suthar - <a href="mailto:saanaviengineers@gmail.com">saanaviengineers@gmail.com</a>

### Saanavi Engineers

Manufacturer of a wide range of ACB Panels, Panel Board for Construction, Panel Boards, Construction Control Panels

#### Areas of Core Competence

Electrical Control Panel, PCC Panel, MCC Panel, Distribution Board Panel, Feeder - Peeler Panel Panel, PLC Panel

#### References

Its products are being used in a number of industrial applications for faster and accurate performance of the products. Its effort to build long lasting relations with its customers is entrenched in the desire to offer only flawless and long lasting products at prices that are ideally suitable for them. Capable of designing products as per the desired specifications of customers, it has taken huge strides in both the domestic and international market.

#### Certifications

n/a

# Project Team

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# Contact Us

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