

A partner in former Yugoslavia

Lipro d.o.o. was born in 1998 in Koper from the multi-year experience of Albert Pribac, who is still heading the company today. The mission of this small industrial business is to supply automation products to the Slovenian market and to former Yugoslavia.

Lipro has grown rapidly and, in 2005, it moved from the small site where it had started into new larger premises, including both production and warehouse, so as to respond to customer requirements more efficiently.

Since the market has been opening up to global business, customers have been getting more demanding and Lipro is providing them with a wide scope of innovative, high-quality products. The capacity to offer innovative solutions "on time" is reflected in the growth of turnover. As a matter of fact, Lipro has achieved excellent results in Slovenia, where it has an established business. Sales are also increasing in Croatia, where the Alupro subsidiary is active. In the future, the company plans to increase the number of employees and to achieve a wider market coverage.



Lipro also has operations in Serbia, through its representative Westpneumatik, while the market in Bosnia is served only through occasional contacts. Cooperation with Metal Work began in 2001. The pneumatic solutions of the Group were presented to Lipro customers, 50% of which work

in the automation of production systems, while the rest use pneumatic products for maintenance and production upgrades. With the development of innovative products (ONE, HDM islands, new fittings), Metal Work has allowed Lipro to achieve a



stronger market position than other distributors, supporting the acquisition of new customers. Lipro also offers a program of its own called "structural system". The company produces aluminum profiles, fasteners and accessories. Through these elements, customers are able to build multiple structures (working tables, roller conveyors, protection grids and more); Lipro also supplies conveyors, chain and belt pallet conveyor systems.

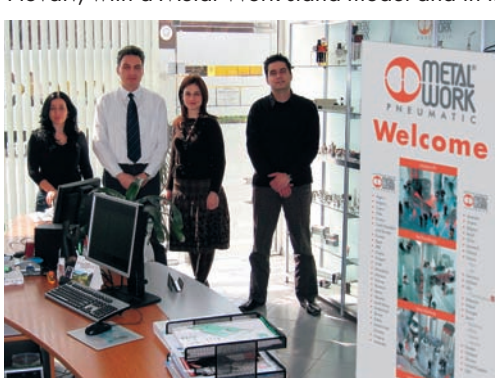
Addressing all the markets of former Yugoslavia, Lipro is already active in Western Europe as well as in the new EU member countries and in the rest of Eastern Europe.

Geographic location and the proximity to four nations are key benefits that Lipro can leverage to increase its market share. The country is working with major customers and believes in the growth potential offered by diversified business. Great attention for quality and customer satisfaction will lead Lipro to excellent results also in the future.

Technical excellence from Bulgaria

TechnoKom Co. is specializing in the trade of pneumatic, hydraulic and electric automation components. The company was founded in 2004, and in February 2005 it started to operate as a Metal Work distributor in Bulgaria. TechnoKom also supplies ACL S.p.A. solenoid valves, Mebra Plastik Srl pneumatic piping, and Schneider Electric equipment. Since the beginning of 2007, it has also started a collaboration with Duplomatic Oleodinamika S.p.A. for hydraulic products. With a technical staff of 5 people and a network of distributors, the Bulgarian company can serve the entire market and supply quality products supported by excellent technical assistance. For a year now, TechnoKom has been assembling ISO 6431 cylinders locally, to be more flexible and competitive on the market. They strictly comply with Metal Work guidelines to ensure the same quality and reliability for products assembled in Bulgaria.

Aware of the importance of promotion, the company takes part in the most important industry exhibition in the country, International Technical Fair in Plovdiv, with a Metal Work stand model and in line with the brand and communication guidelines of the Group. Currently, TechnoKom organizes meetings with customers and distributors to promote new products and illustrate their applications.



The company has grown successfully in the pneumatic market. Metal Work has been a well-know brand in Bulgaria for 5 years now, thanks to team work and constant commitment.

Young and dynamic team in Algeria

Delta Control, an Algerian company based in Hydra Alger, is today one of the undisputed leaders in the distribution of pneumatic automation and air treatment systems.

In business for ten years, Delta Control has gradually conquered the trust of several customers. A young and dynamic team of professionals is always ready to support customers with pre- and post-sales consulting.

Through the collaboration with Metal Work, started in September 2004, the company has introduced a rich and extensive range of high-quality automation components into the Algerian market. Collaboration between the two companies provides significant added value to customers: for this reason, Delta's technical staff is constantly in touch with Metal Work to meet all market requests.

Fast delivery by Delta Control is ensured by a large and well-organized warehouse and by weekly shipments from Italy. Metal Work has also allowed Delta Control to assemble and distribute the Group's cylinders. So, the Algerian company can supply complete lines for air distribution, from compressors to cylinders.

