

# ZKL NEWS

May 2018, Issue No. 58



**ZKL** GROUP

## 2018 YEAR FULL OF NEWS



New generation of  
axial spherical roller  
bearings

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## Opening speech



Group to be completed without reservations with the fact that we expect the 2017 audit results to comply with the following tables:

Indicator	2016 reality	2017 reality	2017/2016 index	2018 plan
Revenues from sales (CZK thous.)	1 068 643	1 026 064	0.96	1 144 474
Added value (CZK thous.)	410 894	378 505	0.92	474 733
Result from operations - EBITDA (CZK thous.)	96 194	121 420	1.26	151 869
Productivity (Added value / Personnel expenses)	1.32	1.29	0.98	1.43

A comparison to the previous years shows an improvement that we achieved in the EBITDA indicator. We fulfilled all banking indicators and in a significant way reduced our liabilities to suppliers and repaid investment loans related to financing the acquisition of new technologies and modernization of buildings in the years 2014-2016. This result is the basis for the preparation of Phase II of the modernization of the ZKL bearing production manufacturing base for the years 2018-2020 involving the following projects:

### 1. ZKL Brno, a. s.

### Dear Employees and Business Partners,

We have a nice season of spring and then summer months in front of us, which is a time full of activities drawing on the energy accumulated in winter months. We enjoy cycling, walk in the nature, and I think that also our work enthusiasm gets better.

The situation is similar in the conditions of the ZKL Group. We use the growing demand for our products, which is composed of general economic growth in the Czech Republic, in Europe and in the world. Currently we register orders for manufacture of more than 6 months in advance. Positively may be evaluated the growth in demand and the number of new orders from South American countries, China and Western European countries such as Spain, Germany and also France.

The first months of the second quarter of 2018 is also a period when the statutory audit of the financial statements of the ZKL Group for the year 2017 is being finalised. All the conditions have been created for the audit of the entire ZKL

of the manufacture of large-sized bearings. Budgeted cost of that project amount to approx. CZK 80 million.

### 1. ZKL Klášterec nad Ohří, a. s.

An expansion of the manufacture of axial ball bearings to 400 mm in diameter has been prepared in that manufacturing enterprise which will require investments in new technologies and modernization of the manufacturing area of approx. CZK 70 million and further investments in the recovery technology of CZK 50 million.

### 2. ZKL Tech - Tools, a. s.

This manufacturing company is in the process of changing its manufacturing programme focused on the specialization of the manufacture of press tools up to 2,000 x 1,500 mm, including their construction. The programme will probably result in the need to purchase a new manufacturing hall and new technologies for multi-axis machining along with the technology of cutting large-sized bearing rings.

That's an ambitious plan, which is partially co-financed with the support of the MIT operational programmes under the EU Structural Funds. The initiation of those projects is coordinated with the needs and requirements of our customers with the development of the bearing market situation.

I would like to thank all our employees and business partners for their work and cooperation with the ZKL enterprises and assure you that we want to be your reliable business partner.

Ing. Jiří Prášil, CSc.  
General Manager of ZKL, a. s.

## ZKL NEWS

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Run by Editorial Board

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## ZKL Brno's powerful weapon – split bearings



In the first quarter of this year, ZKL Brno again

demonstrated their high technical level in the manufacturing of cross-split bearings for major international customers. The proof is mainly the two new representatives of split spherical roller bearings. The first is a 722 kg weighing PLC\_512-37.3 with outer diameter of 1,000 mm. It is a split double row spherical roller bearing with a classic design, in which the inner ring is contracted with tightening bandages. Another representative is a 403 kg weighing PLC\_62-13-14.R with an outer diameter of 699 mm. The design of that bearing was adjusted to customer request so that it lacks the tightening bandage and the shaft ring is drawn

directly through reinforced outer collars.

Both new types of bearings are designed in operations where the axial mounting is difficult or even impossible and a longer shutdown of the equipment would cause major disruptions in the operation.

The assortment of these bearings has been continuously extended, and puts ZKL among the prominent world manufacturers.

David Kalina  
Process Technologist of ZKL Brno, a. s.

## Recertification of the Quality Management System in ZKL Klášterec nad Ohří

Our company has the ISO 9001 Quality Management System established since 1999 and the ISO 14001 Environmental Management System since 2014.

In the context of the revision of those international standards, an intensive preparation for recertification took place during the year 2017 in our company. The basic step was training of the whole management in both the CSN ISO 9001:2015 standard and the CSN ISO 14001:2015 standard by Delta Consulting Praha. Subsequently, all the changes and expansion of the requirements of the above-referred-to standards have been implemented across all segments and processes.

In November 2017 the certification body SGS confirmed that the company ZKL Klášterec nad Ohří, a. s. has met all the requirements of the revised standard CSN ISO 14001:2015. Similarly, in February 2018, it was certified by the certification company TÜV SÜD Slovakia s.r.o. that the new standard CSN ISO 9001:2015 has been complied with.

The above mentioned recertification audits did not reveal any deviations - findings. Very positively was assessed the description of the processes and the procedural approach to the management

system, clear risk management and elimination, the level of the annual review of the quality and environment system.

The situation is similar with the IRIS standard, which is based on the internationally recognized standard ISO 9001 and was created in order to evaluate the quality management system specifically for the railway industry. Also that standard was revised. The management system according to version IRIS:2009 rev. 2 must successfully pass a transition audit no later than by 14. 9. 2018 to the version IRIS Certification™ rev. 03, or ISO/TS 22 163.

Due to the demanding requirements of the standard and the short transition period for the implementation of the new requirements, we will take advantage of vocational training to upgrade the skills of workers conducting the implementation of the requirements of that standard into the management system.

It can be concluded that a very good result has been achieved there. The company management would like to thank all employees for their efforts and the consistent application of the procedures and requirements of the quality system in daily activities.



Ing. Oldřich Martínek  
Director of Quality and Technology,  
ZKL Klášterec nad Ohří, a. s.

POZVÁNKA  
INVITATION CARD

**ZKL GROUP**

Dovolujeme si Vás pozvat do naší expozice ZKL, **stánek B-05** na 19. Mezinárodní veletrh drážní a manipulační techniky **Czech Raildays, Areál Cargo ČD Ostrava hl. n., který proběhne 19.- 21.06.2018.**

We Would Like to Invite You to the Exposition of ZKL at 19<sup>th</sup> International trade fair of the railway and manipulation technology **Czech Raildays, Cargo Railway Area Ostrava, stand B-05, from June 19<sup>th</sup> to 21<sup>st</sup> Ostrava Exhibition.**

www.zkl.eu  
www.zkl.cz

ZKL, a. s. | ZKL Bearings CZ, a. s. | ZKL - Výzkum a vývoj, a. s.  
ZKL Brno, a. s. | ZKL Klášterec nad Ohří, a. s. | ZKL Tech-Tools, a. s.



## Comprehensive business education in ZKL Klášterec



European Union  
European Social Fund  
Operational Programme Employment

At the beginning of 2017, grant projects CZ.03.1.52/0.0/0.0/16\_043/0004780 titled Comprehensive business education in the company ZKL Klášterec nad Ohří and CZ.03.1.52/0.0/0.0/16\_043/0004771 titled Education in ZKL Group were approved by the MLSA (Ministry of Labour and Social Affairs). The projects are being implemented within the Operational Programme Employment and co-financed from the European Structural Funds. The implementation of the project in Klášterec started in January 2017 and will last until the end of 2018, in Brno then by mid 2019. The training plan is designed for 24 to 36 months. The aim of the project is to increase the level of knowledge and skills of employees to ensure the compliance of their qualifications and competencies with the requirements for the work activities performed.

Within the project, both external and internal courses for our employees are organized. The resources have already been received for Soft and Managerial Training, General IT Training, Technical and Other Vocational Training and, last but not least, for a range of internal courses. Those are coached by experienced internal trainers who meet the qualification requirements and lecturing experience. There are training courses being held within the frame of internal courses, that are focused on manufacturing and control procedures, as well as in the requirements of ISO 9001 and 14001. During the course, issues of the real experience of the participants are solved and new opportunities sought to improve corporate processes. Finally, internal training is focused on training staff serving equipment such as grinders, lathes or cleaning technologies of bearing components.

The activity of the Technical and Other Training includes not only training courses intended

for gaining, deepening and restoring knowledge in technical fields, but also periodic training to maintain or restore the qualification of employees. Those are courses for operation of industrial trucks, cranes and workers at heights. In the General IT activity were trained especially those using the company's SAP system and we will continue holding courses sophisticating the knowledge of work e.g. in Excel or Word.

Thanks to the implementation of the project, a comprehensive training system is set up in our company for its existing employees and also for all newcomers.

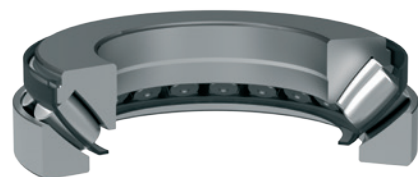
The programme aims to contribute to increase the motivation of workers through investing in their development and education. It is one of the main pillars to stabilise the employment in our company.

Ing. Lenka Schrepfferova  
Director of Quality and EMS,  
ZKL Klášterec nad Ohří, a.s.

## Modern methods of research and development: New generation of NEW FORCE axial spherical roller bearings

The ZKL Group places great emphasis on the technical development of products and technologies and related investments with an impact on the future competitiveness. In addition to extensive investments of previous years in the manufacturing technologies, this includes the development of tools for research and development activities, i.e. innovations of the test equipment and implementation of software for design, analysis, calculations, simulation and product lifecycle management. Those advanced tools enable speeding up, streamline and reduce the cost of the very challenging evolutionary part of introducing a new product into the manufacture.

Spherical roller bearings, both radial and axial, are among the key production programme of the ZKL Group. Therefore, the successful upgrade of radial spherical roller bearings in the NEW FORCE performance category triggered the implementation of innovation of axial spherical roller bearings. With their geometry, those bearings are among the most demanding rolling bearings in terms of the manufacture.



The project aims to develop a bearing on such a high level that would enable customers to reduce power costs and lubricant consumption, and that would extend the service intervals and general durability of those bearings. For the above reasons, it was proceeded to a comprehensive solution of the innovation: from simulations of physical conditions in the bearing, geometry optimization of the internal structure using the finite element method with respect to the distribution of contact

pressures, manufacture of design alternatives using the rapid prototyping technology, optimizing of heat treatment to the use of new manufacturing technologies suitable for achieving the stringent requirements on the geometry of the bearings.

The first phase targets mainly innovation of 294 series bearings with a steel sheet cage. Great attention was paid to the design of the cage, the geometry of which was verified in 3D prototyping by printing of plastic and the best variants were subsequently printed from metal (steel) using the SLM method.



### SLM Method

The SLM (Selective Laser Melting) method is among the technologies that produce the final product by gradual adding of layers (ALM - Additive Layer Manufacturing). The principle of SLM is melting of metal powder, which is applied into a working chamber in layers of a certain thickness, and its subsequent sintering by laser beam.

The instrument used to manufacture the cage prototypes described herein has a YLR fibre laser with an output of 400W with a 3D optics for scanning. The chamber in which the melting of metal powder occurs has dimensions 280x280x350mm. The chamber can be filled during the SLM process with argon or nitrogen. The device has, among

other things, a system for layer quality control (its thickness etc.), which automatically evaluates its quality and is able to fix or stop the entire process in case it is not able to do that. Further, the chamber is equipped with a fire extinguisher, which starts automatically in case of fire, and a system for recycling the unused powder.



Prototypes of innovated bearings were tested in the testing laboratory of the ZKL - Výzkum a vývoj, a.s. with very positive results of the operating parameters (generation of heat, vibrations) and of the increase in the lifetime of bearings compared to the original version. During 2018, next operational tests of innovative bearings, designs and verification of the technology of additional type dimensions of the 294 series will continue.

### Acknowledgment

The results presented in this paper are related to solving the project of the Technology Agency of the Czech Republic No. TH02010306 "Research and Development of Design and Technology of the New Generation of Axial Spherical Roller Bearings".

Ing. Libor Nohál, Ph.D.  
Head of Design Department  
ZKL - Výzkum a vývoj, a.s.

## Cylindrical roller bearing production line – 5S



In line with the long-term company strategy aimed at the upgrade and expansion of the production capacities, we have successfully launched the production of roller bearings.

Another important step for us in connection with the production and activities associated with it, is the price reduction, achieving the required quality, shorter production times, achieving a secure efficiency and more pleasant working environment for continuous improvement. For that reason we decided to introduce the 5S method in order to move the manufacturing process again a bit further.

The intention is to create a lasting clean, clear and organized workplace and employees to focus on competence and discipline. Further, to develop a productive manufacturing system based on organized workplaces, change the attitude of

employees to workplaces and machines that will be able to contribute to improving the organization of the processes and increasing the uptime of machinery and equipment.

Another goal is to focus on increasing work safety, i.e. simplified workflows, and have dangerous places clearly labelled. Employees can thus avoid dangerous situations; in the event that such a situation occurs, they need to know and see where they can find everything they need to solve it.

We ensure increasing the flexibility of the company's response through shortening the production time and reducing inventories. We strive to ensure faster production changes, faster reaction to the requirements of both internal and external customer.

To improve the quality, we have introduced satisfactory arrangement of materials, tools, simplified logistics and integrated storage. This also helped us achieve reduction in costs that we see in the elimination of idle times that were produced by tracing and complicated relocation.

We also focused on cleaning and maintenance. Everything that obstructed the smooth flow of production was removed. Great emphasis is also placed on the regular cleaning of machinery and equipment and thorough checks are carried out. Conducted are systematic reviews of located things. There was a distinct identification of functional zones and storage locations.

Through the application of the 5S method we created a more pleasant and easier working environment, which is beneficial not only for employee morale, but also for the quality of the service provided to customers.

Josef Jánoš

Head of Administration and Investments,  
BOZP and PO of ZKL Klášterec nad Ohří, a.s.



## Long-term cooperation of ZKL Brno, a.s. and the Technical University in Brno

It has been a rule for several years now, that our factory is visited by students of the Faculty of Business and Management with Ing. Jaroslav Rompotl within the scope of the subject Quality Systems in Enterprise. During the excursion they walk through the ZKL Brno, a.s. manufacturing site in order to get a general picture of the manufacturing operations, and then they are introduced to the established quality system. Topics are among other technical inspections, established ISO standards, documentation management, or experience with direct management of workers. At the end,



students are given space for discussion with the manager of the quality department.

My desire which is, in fact, the desire of all of us, is to share experiences with students and potential new colleagues in the field. We believe that such cooperation is not only mutually beneficial, but essential for the personnel competitiveness nowadays. Personally, I consider this cooperation one of my priorities at the Quality Control Department.

Stanislav Kozel  
Head of Quality Control Department,  
ZKL Brno, a.s.

## New crane runway ZKL Tech – Tools



In ZKL Tech - Tools, a.s. a crane track was manufactured and installed by FANAK s.r.o. last May in order to improve the handling of bulky and heavy parts. The crane track is located in the premises of the Development Centre for press tools.

### Technical data:

Carrying capacity:	3.200 kg
Track width:	8.765 m
Runway length:	13.77 m
Height up to the rail head:	4.7 m

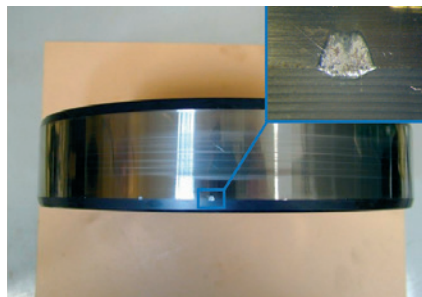
For better comfort, the crane runway is equipped with radio control. We believe that this crane runway will soon be followed by further investments into ZKL Tech - Tools, a.s.

Vítězslav Celý  
Head of Business Section of ZKL Tech – Tools, a.s.



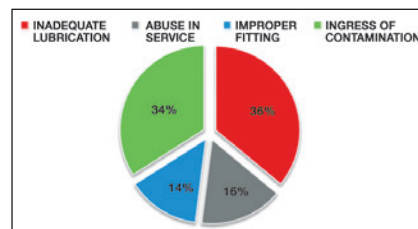
## Training in correct mounting and dismounting of bearings

In the context of improving the quality of customer support a new training room – an assembly workshop – was built in 2017 in the main ZKL building in Brno at Lišeňská 45. Its purpose is to inform customers, primarily in technical and service positions, on the principles of correct mounting and dismounting processes of bearings. Improper mounting process and the use of inadequate assembly tools may cause irreversible damage to the bearing already during the assembly, which consequently leads to premature bearing failure during the operation, and thus also to unplanned additional costs associated with the downtime of the machine and replacement of the bearing with a new one. Example of a possible way of bearing damage due to improper mounting is shown in the following figure.



Statistical evaluation of premature bearing failure indicates that 14% of the bearings do not reach their calculated life and fails prematurely due to a damage of bearings during the assembly. Training of service and technical workers in proper mounting and dismounting of bearings is therefore very important!

ZKL training assembly workshop contains 5 assembly cells, where the trainees can try different



methods of mounting and dismounting of bearings. An example of that assembly stand is shown in the following figure:



In the assembly workshop, it is possible to demonstrate and try the assembly and disassembly of various types of bearings on both cylindrical and tapered pin using both mechanical and hot methods. Training participants can thus try their hands at the following: mechanical mounting of ball bearing using a fitting tool, mounting of spherical roller bearing with a tapered bore onto tapered shaft using a drive-up method, hot mounting of spherical roller bearing with a cylindrical bore using induction heating and mounting of an adapter and withdrawal sleeve. Analogously the bearings can then be dismounted, either by using of pullers, lock nuts, or using oil injection method.

The training room has already held several customer trainings, e.g. for the company Pilous (manufacture of band saws, Brno), ČKD Turbo Technics (manufacture of small hydroelectric turbines, Rájec Jestřebí) or for a Spanish distributor of ZKL bearings – company BTS – Bearing Transmission Service, S.L. (based in San Sebastian). Assembly / disassembly is always led by an experienced assembly technician of the technical support department (OTPP). As a supplement, short assembly and disassembly videos are currently being prepared that very clearly step by step describe each of the above referred to assembly/disassembly methods. Those videos will be available in 2018 on ZKL's youtube channel.

In addition to the training in the correct mounting and dismounting of bearings, ZKL - Výzkum a vývoj, a. s., offers other types of trainings, too. Those are general trainings in the principles such as those regarding the design and proper arrangement of bearings, lubrication of bearings etc., as well as special product trainings that are already focused



on specific types of bearings (e.g. sealed spherical roller bearings, etc.). Upon customer request we are able to organize a special training for the specific needs of customers.

Ing. Jan Křemen,

Application Engineer, ZKL - Výzkum a vývoj, a. s.

## ZKL – Výzkum a vývoj, a. s. – appointed an Expert Institute

In June 2015, Ing. Karel Kotlán, Ing. Miroslav Scholz and Ing. Libor Vymazal, the employees of the ZKL - Výzkum a vývoj testing laboratory were appointed legal experts in the field of general engineering, specializing in rolling bearings and accessories. The then appointment was preceded by an annual training had consisted of the completion of the course the expert minimum, creation of a final thesis, its defence and an oral examination in front of an expert committee at the Regional Court.

Upon the successful completion of the conditions set by the Act No.37/1967 Coll., the required education and experience, they were on 12. 6. 2015 officially appointed by the Minister of Justice on behalf of the Chairman of the Regional Court in Brno.

Although it was a lot of work and effort at that time to achieve that goal, it was only the first step towards the set goal. That goal was an entry of ZKL - Výzkum a vývoj, a. s., on the list of expert institutions by the Ministry of Justice. The condition for that entry under the above quoted Act is

to have at least three legal experts who need to have undergone at least a year experience with the development of judicial expertises ordered by several customers. After creation of an offer and its distribution to potential clients for the possibility of that sort of activity conducted by ZKL - Výzkum a vývoj, a. s., those conditions were fulfilled.

In June 2016, an application was submitted by the Director of ZKL - Výzkum a vývoj, a. s., to the Department of Justice, to have the company enrolled in the list of expert institutions. On 23. 8. 2016 a letter of appointment was served, signed by the Minister of Justice, for the inclusion of our company in the list of expert institutions. That increased significantly the credit of ZKL - Výzkum a vývoj, a. s., and in particular of its workplace – the testing laboratory, which can now issue judicial expertises under an expert institution.

Customers in the field of rolling bearings accepted that information relatively early and did not leave us idle for long.

Already last year we processed a total of six expertises with a variety of themes, such as confusion of bearing materials, impurities from bearings in aircraft oils for aero repair shops and more. This year we have already drawn up two quite extensive and in terms of the issue very interesting surveys concerning special materials for balls.

Enrolling the above named employees and the expert institute on the list of experts and expert institutions means not only recognition for ZKL, but also confirms the proper qualification of the bearing testing laboratory employees to our customers. Not only the expertise, but also all other outputs from our workplace earned through the enrolment in the list of experts a credit much higher than they had prior to that act.

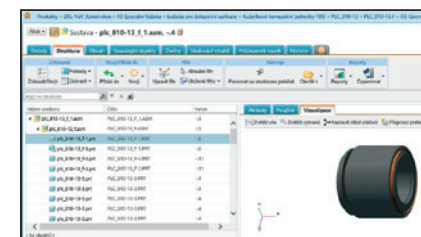
Ing. Karel Kotlán

Head of Testing Laboratory  
ZKL - Výzkum a vývoj, a. s.

## Streamlining of the ZKL internal processes

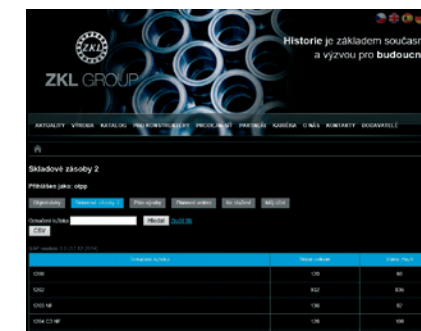
The year 2018 is quite challenging for ZKL due to the development of unemployment in the Czech Republic, inflation and the appreciation of the Czech currency (CZK). On the basis of the evolution of those factors, we have adopted several measures that, among other, lead to streamlining of internal processes.

Lack of skilled workers in the labour market in recent years forces us to automate as much as possible. In the manufacturing enterprises, the production takes place mostly in a line arrangement or in multiple machine nests. Automation does not only concern production but also administrative positions. In ZKL we work with 2 database platforms, which are SAP and Windchill. In 2017, we automated the key processes supported by Windchill, namely the "demand" and "new product development" processes. We were also finalizing the implementation of PLM (Product Life Cycle Management) and expanded PLM towards the SAP information system. We are currently working on the integration of those databases. Such process automation and data administration helps us to streamline administrative activities. Thanks to that, information is centrally administered in databases and therefore easily traceable. We strive to convert unproductive times into productive and we use online data instead of complex reports. Reporting thus becomes fully automatic.



### Customer-Oriented Projects – Sales Support

This year we are going to establish a fully functional customer section based on maintained data, in which an approved customer will have the possibility of insight into order status, order fulfilment, state of the amount produced on orders, manufacturing plans and free stocks.



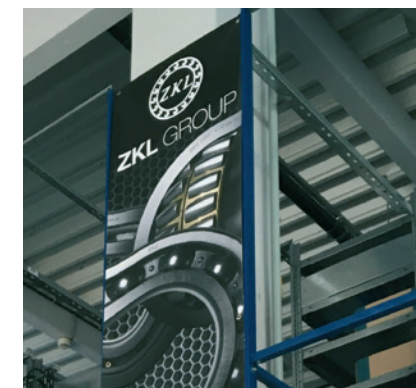
In 2018, we still have to develop a planning algorithm that should provide for automatic building of moving inventory, thus achieving improved availability of goods in time.

Branding of our main distributors' premises is for us one of the major projects in building the brand. We strive to make our trademark visible in the market. In 2018 we will continue this project and we believe to be able to gradually build the ZKL brand so that it approaches the premium brands in global markets.

The customer section and other projects will be introduced at the conference of distributors in May 2018.

Ing. Jiří Prášil

Executive Director of ZKL Bearings CZ, a. s.



## ZKL's 2018 participation in trade fairs



The participation in trade fairs, both in the Czech Republic and especially abroad, continues to be of great importance for ZKL. In addition to the possibility of the presentation of the constantly expanding range of products and services to the existing customers, it is very important and valuable for us gaining contacts to new customers

and distributors. At some fairs, ZKL participates independently through its own exhibition, at other fairs under the joint exhibition of the Ministry of Industry and Trade of the Czech Republic, or in a joint stand with a local distributor. The latter co-operation is developing successfully, for example in Latin America, and is dedicated a full article of this issue of the ZKL NEWS.

The main goal of our participation in trade fairs is to introduce the brand, products and services of ZKL and support the subsequent sales of bearings in those territories. The focus of the fairs is then



crucial for the selection of suitable exhibits. In addition to the standard range, you can see at fairs also special ZKL bearings manufactured for different sectors, such as mining industry, railway transport and others.

**This year we have already participated in the following fairs:**

- 8.–10. 3. 2018 IESS – Chennai, India
- 20.–22. 3. 2018 PTFair – St. Petersburg, Russia
- 23.–27. 4. 2018 EXPOMIN – Santiago, Chile
- 5.–8. 6. 2018 Ugol Rossii and Mining – Novokuznetsk, Russia
- 19.–21. 6. 2018 Czech Raildays – Ostrava, CR
- 12.–14. 9. 2018 EXPOMINA – Lima, Peru
- 18.–21. 9. 2018 InnoTrans – Berlin, Germany
- 1.–5. 10. 2018 MSV – Brno, CR
- 6.–9. 11. 2018 PTC Asia – Shanghai, China

Ing. Hana Luxová  
marketing ZKL Bearings CZ, a. s.



## We are introducing an authorised dealer of ZKL bearing products in the Czech Republic: MATEZA, spol. s r. o.



With nearly twenty-seven-years' old history, MATEZA is among the leading suppliers of machine parts in the Czech Republic. It was founded in 1991 by two partners in Havlíčkův Brod. Over time, successful activities spread from the home Vysočina (Highlands) all the way to the territory of South Moravia.

The name of the company consists of an acronym of its intention and that is to provide - Material and technical support to all its clients. Since the

outset, the company has been offering a standard range of domestic and foreign manufacturers of the highest quality. Its aim is to gradually expand the product range and offer so that customers can buy everything they need "under one roof". The company's central warehouse regularly supplies its branches so that required goods are always available at all MATEZA shops. Among other things,



it offers e-shop purchase with the possibility of a next-day delivery through a parcel service.

Mateza relies on steadily trained staff that helps solve customer requirements, or consult with a particular technical application. Extensive inventory at three outlets in the Czech Republic, namely in Havlíčkův Brod, Brno and Jihlava, allows to cover customers' requirements immediately. The company's principles include the speed of deliveries, the quality of products, reliability and forthcoming negotiations.

Direct cooperation between ZKL and MATEZA has been running since 1993, when Mateza became one of the first authorised dealerships of the ZKL brand in the Czech Republic. Recently, the cooperation between the two companies has expanded, as well as publicizing of the ZKL brand at the premises of MATEZA.

Jaroslav Kammerer  
Head of Sales Group OS35  
ZKL Bearings CZ, a. s.

## Joint activities in Latin America in 2018

An affiliate of ZKL, company Rodamientos S.A., which is responsible for managing sales activities in Latin America, launched in March, together with official distributors of the ZKL brand, various activities to further develop the business in this territory. The first event is a joint presentation at the EXPOAGRO 2018 fair where ZKL accompanies its authorised distributor - the company TOTTIS S.A.

EXPOAGRO is considered the most important agro-industrial exhibition in Argentina, which has been held regularly since 2007. After ten years, when the event took place at various locations, this year's exhibition was held in a permanent building. It is located on the 225th kilometre of highway No. 9, near San Nicolás, a province of Buenos Aires, in the very heart of the Argentinean pampas and a few kilometres from the main urban centres in the country.

On this occasion, by our presence at the fair we supported our authorised distributor, company TOTTIS S.A., which has over 50 years of experience in the Argentinean market of bearings and which maintains business relationships with major customers in the country in the agro-industrial sector. Thousands of visitors not only from Argentina but from around the world participated in this great meeting of businessmen and companies operating in the agricultural industry. For four days they could exchange information with our employees and associates of the company TOTTIS S.A.

The said joint participation significantly publicized our presence in the Argentinean agricultural market, which is the most important market in this country, for its worldwide highly acclaimed products. In that sector, ZKL in Argentina is an active part of the original plants and equipment of many companies – customers' OEM - producers of agricultural machinery.

This will certainly not be our only involvement during 2018. Our presence in the Chilean market will be highlighted by the presentation at the EXPOMIN Fair, held in April in Santiago de Chile in the form of our own exhibition stand. EXPOMIN is considered the largest mining fair in Latin America, during which there is an exchange of information, knowledge and experience, and technological innovations and products are demonstrated that contribute to the innovation and increased productivity of extractive and mining processes. We will use this excellent opportunity for the official presentation of our exclusive distributor in Chile - RODAMENDEZ LTDA that has many years of experience and a perfect overview of the local market and is a supplier to major companies from the mining, timber and steel industry. The company RODAMENDEZ LTDA became our strategic partner in the country at the end of 2016



after a visit to our headquarters in Brno and subsequent negotiations in Prague. Thanks to our experience and technical and commercial support we are able to step by step strengthen and expand our business activities in that territory.

And finally, in terms of our trade fair participation, in September we will have our own stand in the sixth annual EXPOMINA – PERU fair. After the five successful years, that international mining fair, which specializes in products and services related to this industry, opens for three days, as it will gather a large number of entrepreneurs and suppliers of the mining industry. It will be an excellent opportunity to establish and deepen business relationships, as well as review and plan new business for ZKL in that region. On this occasion, and given that this is a fair that will be also attended by representatives of international industrial and mining chambers, our stand will offer general information on the commercial and technical services that we can offer in each country in Latin America.

And this is just a brief overview of our major activities planned for 2018. Our goal is to occupy increasingly important positions in those industries where ZKL is able to demonstrate all its skills as a major European manufacturer and supplier of bearings and solutions for the current and future technologies. Partnerships and exchange of information between our authorised distributors, end users and ZKL, as a bond offering real field experience, will be the key for us to move forward and meet the needs that the challenging Latin American market of bearings requires.

Pablo Méndez  
President ZKL Rodamientos S.A.