

Fit for Europe News n°5 – 11/10/2005

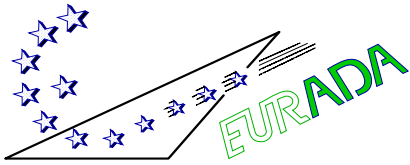
Meet the buyer through the 'Fit for Europe' Project

"Fit for Europe" is a project managed by Eurada with the support of the EU Commission through the "Pan-European Business Co-operation Schemes".

The aim of the "Fit for Europe" project is to help SMEs from new members States and accession countries to develop partnerships with EU15 major contractors. Partnership with SMEs of any other regions is of course welcome.

The business model of the "Fit for Europe" project is the "meet-the-buyer" concept, i.e. prearranged meetings based on the assessment of major contractors' needs.

You will find enclosed 12 business profiles of enterprises located in regions Finland looking for partners.



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**Matchmaking event of metal cluster on 9-10 of
February 2006 in Jyväskylä, Finland**



**For more information concerning the Jyväskylä event and
participating companies please contact:**

Jyväskylä Regional Development Company Jykes Ltd

**Henna Gustafsson: tel +358 14 652 179,
henna.gustafsson@jykes.fi**



WELCOME TO

JYVASKYLA, FINLAND

February 9th – 10th, 2006

International Matchmaking Event of Metal Cluster Companies

The matchmaking event joins together metal cluster companies from Europe to establish new contacts and find new partners.

A Matchmaking event organised by the Jyvaskyla Regional Development Company Jykes Ltd will be held in **Jyvaskyla in February 9th – 10th 2006.**

The event is targeted at **buyers, sellers and suppliers of metal cluster companies** looking for new **collaboration** and **R&D partners**, and/or **subcontracting** possibilities.

Companies from Finland are keen to take part in this event and are eager to **find new partners and business opportunities** from fellow metal cluster companies.

Finnish metal cluster companies are looking for:

- buyers and sellers of products
- buyers and sellers of subcontracting
- engineering subcontractors
- suppliers of raw material
- technological co-operation
- R&D partners

The Matchmaking event is organised as part of **the Fit for Europe - project**. The project involves 30 European regional development agencies from 15 European countries. Altogether 14 matchmaking events will be organised during the project.

Participation in the Jyvaskyla Matchmaking event is **free of charge**. The Matchmaking event includes info flashes on current issues in the metal industry, free exhibition stand space and an eventful programme in the wintry scenery of Jyvaskyla. Visits to companies in the Jyvaskyla region will be organised.

How can one get involved?

1. Contact **your regional development agency** to get more information
2. Companies should fill in a company profile sheet specifying what kind of collaboration partners they are looking for
3. Suitable partners will be matched and prearranged meetings will be set up
4. Make your travel arrangements
5. The Matchmaking event and prearranged face-to-face meetings will take place in Jyvaskyla 9-10 February 2006



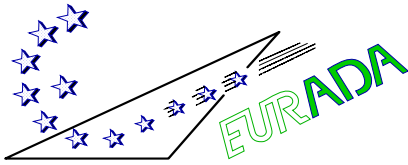
For more information please contact

Your Regional Development Agency

or **Jyvaskyla Regional Development Company Jykes Ltd.** (www.jykes.fi, www.fitforeurope.org)

Our contacts in Finland:

Ms Henna Gustafsson Project Assistant tel: +358 14 652 179 henna.gustafsson@jykes.fi	Ms Satu Freyberg Executive Director tel: +358 14 652 123 satu.freyberg@jykes.fi
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1. Unicom Ltd.

Specialised service in cooperation with professionals

Unicom is a service company whose activities are based on the wishes of customers and a processing chain which adapts to the needs of customers. Unicom provides comprehensive professional service for manufacture of light alloy cast-based products, from ideation and planning if necessary. Unicom provides easy and reliable specialized service in cooperation with professionals. Unicom is network of 9 companies: Hakamet, Jussi Louko, Jyväspinta, KL-Teho, KM-Valu, Maarla, PJ-Plan, Suomen Elektropinta and Top Speed.

Unicom is a flexible service entity; the parts of operations can be selected by customers according to their own needs. Unicom's customers need not worry about the progression of the different work phases, because Unicom handles all work phases related to the smooth progression of the process. This way, cooperation becomes as easy and as cost effective as possible for the customer. The goal of Unicom is to develop long-term and extensive cooperation which will benefit all parties.

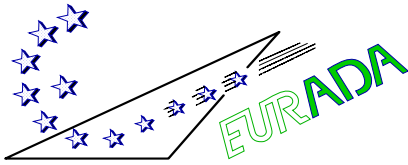
For more information: www.unicomp.fi

Contact person: Mr Tuomo Rajala
Address: Yritystie 4, 40320 Jyväskylä, Finland
Tel. +358-50-4962218
Fax +358-14-3389001
Email: unicomp@unicomp.fi

Products: subcontracting of mechanical systems and parts, license manufacturing

<p>Cooperation needs: Companies looking for subcontractor or system supplier Companies looking for license manufacturer.</p>

Interesting countries: Baltic Sea region



2. Keuruun Finnsafety Ltd.

Safe working environment

Obtaining a safe and functional working environment is one of the most important aspects in insuring that the ability to work and efficiency go hand in hand. Later generations receive our legacy, and what we leave behind becomes their future. Keuruun Finnsafety makes professionalism and expertise a part of everyday work and gives to the youth what they deserve.

For more information: www.finnsafety.com

Contact person: Mr Jukka Kärkkäinen

Address: Palvekuja 4, P.O.B 39, 42701 Keuruu, Finland

Tel. +358 14 7740400

Fax +358 14 7740421

Email: finnsafety@co.inet.fi, jukka.karkkainen@finnsafety.com

Products: - Machinery guards
- Clamps
- Conveyors
- Maintenance, service, installation, parts

Cooperation needs:

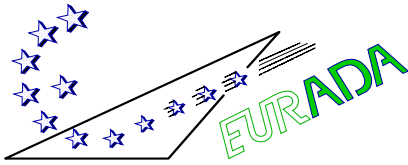
New customers

Contractor for installations

Subcontracting from Estonia

Retailer (person) from Estonia and Sweden

Interesting countries: Sweden and other Scandinavian countries, Germany, Estonia,



3. HT Lasertekniikka Ltd.

More versatile laser and water cutting

HT Lasertekniikka Oy is the leading specialist in laser and water jet cutting in Finland. Its machine park and production capacity in this field is the largest and most versatile in Finland.

The objective of the HT Lasertekniikka is to provide customised, comprehensive solutions. The company operates as a system supplier for its large and diverse clientele. ISO 9001 and ISO 14001 certified quality and environmental systems support the quality of the activities.

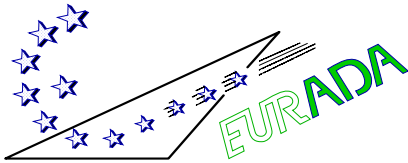
For more information: www.htlaser.fi

Contact person: Mr Antti Jokitalo
Address: Vesangantie 5, 40700 Jyväskylä, Finland
Tel. +358 50 5979124
Fax +358 14 8190136
Email: antti.jokitalo@htlaser.fi

Products: - Subcontracting services
- Specialising in laser cutting, water cutting, welding and trimming of parts and larger components

Cooperation needs: Companies looking for subcontracting service supplier

Interesting countries: Poland, Sweden, Estonia, Russia, Denmark



4. Powernet Ltd.

Power supply expertise

Powernet is a Finnish company specialized in the design and manufacture of power supplies, battery chargers and power supply systems. Powernet employs over 60 workers.

Working with Powernet gives you the confidence, that your power supply solutions are in the right hands and you can focus on your core business. The partnership with Powernet gives you the best result and success in power supply area.

Custom design power supplies and power supply systems 10W - 10kW
Standard power supplies and battery chargers 15W - 4kW
AC/DC, DC/DC, DC/AC, DC UPS
Certificates: ISO 9001:2000H, ISO 14001

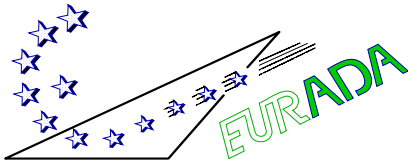
For more information: www.powernet.fi

Contact person: Mr Timo Muurinen
Address: Mäkituvantie 3 H, 01510 Vantaa, Finland
Address: Rautatienkatu 52, 44150 Äänekoski, Finland
Tel. +358 50 5747898
Fax +358 9 83628362
Email: timo.muurinen@powernet.fi

Products: Customer targeted power sources, AC/DC, DC/DC, DC/AC and DC-UPS power sources

<p>Cooperation needs: New customers Companies looking for Custom Design services</p>

Interesting countries: Great-Britain, Sweden, Germany, Russia, Belgium, Spain, Austria, Poland, France



5. Rautpohjan Konepaja Ltd, part of Konepaja Häkkinen Ltd.

State-of-the-art heavy weight steel specialist

Konepaja Häkkinen Oy has established a functional partnership model for its customer relations. Instead of being a traditional subcontractor, we are our customer's equal partner, dedicated to the customer's best interests in demanding project-based work. Rautpohjan Konepaja Oy is a company rich in tradition, which began operations in 1980.

Rautpohjan Konepaja Oy was acquired by Konepaja Häkkinen Oy in 2004. The operations are according to the ISO 9001:2000 & ISO 14001 standard Quality Management System and state-of-the-art machinery. The expert knowledge and technical experience have cultivated over the decades is at customers' disposal.

Rautpohjan Konepaja Oy is specialized in welding, machining and assembling of heavy and exacting acid-proof steel components

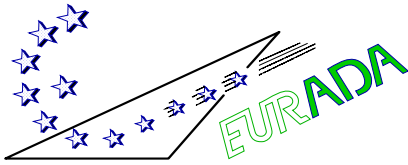
For more information: www.rautpohjankonepaja.fi

Contact person: Mr Timo Kelloniemi, Mr Jari Aalto
Address: Savelankatu 9, 40700 Jyväskylä, Finland
Tel: +358 207208300
Fax +358 207208330
Email: firstname.lastname@rautpohjankonepaja.fi

Products: Design, manufacturing and installation of steel constructions

<p>Cooperation needs: Suppliers of raw material Companies looking for subcontracting services New customers Marketing cooperation</p>
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Interesting countries: Germany, Sweden, France, Russia (other countries according to interest)



6. Mecania Ltd.

Experienced automation professional

Mecania Oy is a services company providing industry with reliable and innovative co operation with project deliveries, modernisation of manufacturing lines and equipment as well as contract manufacturing of machinery and equipment. Mecania has gained a sufficient experience on production automation among several industrial branches.

Mecania offers to its customers full-service, including identification of problems and equipment design, installation, testing as well as needed training. Strong know-how in the fields of mechanics, galvanising and automation design and programming are offered to all customers.

For more information: www.mecania.fi

Contact person: Mr Matti Kyllönen
Address: Heinämäentie 2, 40250 Jyväskylä, Finland
Tel: +358 14 3396000
Fax +358 14 3396009
Email: matti.kyllonen@mecania.fi

Products: Production automation, contract manufacturing

Cooperation needs:

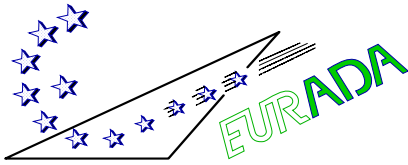
New customer

Subcontractors of aluminium and steel parts and components (machine tooled, acid proof and coated)

Technological cooperation

Cooperation should be continuous

Interesting countries: Slovakia, Estonia, Hungary



7. RTA-Metalli Ltd.

Multiformed structures for machinery

RTA-Metalli is specialised in supplying multiformed structures to be equipped with machinery. As raw material RTA-Metalli mainly uses acid-resistant and stainless steel. The operations started in 1982.

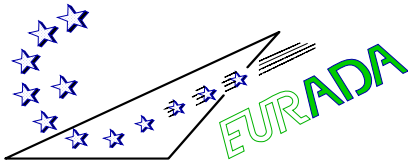
For more information: www.rtametalli.fi

Contact person: Mrs Hanna Auvinen
Address: Kunniavuorentie 6, P.O.B 55, 43100 Saarijärvi, Finland
Tel. +358 40 7707261
Fax +358 14 4260610
Email: hanna.auvinen@rtametalli.fi

Products: Water cutting, mechanisation, welding, acidulation and assembly subcontracting services (sizes of components 500-1000 kg, material acid proof steel, current products: paper machine parts, etc.)

<p>Cooperation needs: Companies looking for subcontracting services</p>

Interesting countries: Sweden, Germany



8. Tana Ltd.

Innovative Solid Waste Management Technology

Tana, famous for being number three in landfill compactor business in the world, is living through a period of transformation. Its objective is to become a solid waste management technology specialist and a solution provider for the solid waste management customers instead of merely a traditional machine manufacturer. Tana is geared for growth and market expansion better than ever before. The first extension to the product family is a slow speed mobile shredder, TANA Shark. In the future Tana can offer a variety of solutions not only to a landfill customer but also to any operator handling mechanically different kinds of solid waste.

Today Tana serves customers in 30 countries around the world through a network of independent distributors. The company has constantly been evolving throughout its existence. Today it is number three in landfill compactor business holding a 20 % market share of the markets where present. Over the past few years the company has experienced an annual 15-30 % increase in sales volume and profitability.

Tana was established in 1971 and in 1995 it was completely re-capitalised. In 2003 Tana was ranked as one of the 50 most interesting growth companies in Finland. The same year the largest venture capital company 3i through its Finnish operation became a minority shareholder in Tana, thus even further strengthening Tana's international position in the solid waste treatment technology market

For more information: www.tana.fi

Contact person: Mr Esa Vilmusenaho, Mr Juha Jääskeläi
Address: Haapaniementie 1, P.O.B 7, 40801 Vaajakoski, Finland
Tel. +358 14 3391100
Fax +358 14 3391199
Email: juha.jaaskelai@tana.fi

Products: Solid waste management equipment, compactors and shredders

Cooperation needs:

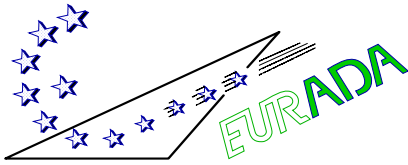
New customers

Companies selling subcontracting services

Organisations using solid waste management

Contractors and retailers selling and marketing solid waste management equipment.

Interesting countries: Poland, Romania, Sweden, Slovakia, Czech, Hungary, Russia



9. KSPT-Insulation Ltd.

Let KSPT-Insulation Ltd. make sure that your project will be insulated perfectly

Insulation is thinking about the future and taking the principles of durable development in consideration. All the lost heat means a waste of energy that is out from utilization. The wasted heat causes and boosts up nuisances so there are also other reasons beside economic and efficient goals to control this event. Taking care of our environment is very important to us.

KSPT-Insulation Oy has a long-term and wide experience in insulation projects in many different business fields. KSPT-Insulation has made contracts in forest, chemical, energy, building, technology and food industries. Project sizes have varied from gicantical boiler plants, process industries and new HEVAC constraction resorts to small maintenance works.

Customer satisfaction and quality of work are our main goals

Long -term nearly 30 years lasted customer relations are a strong proof that our insulation work have been accurate, efficient and high quality. Our quality system is based on ISO 9001:2000 standard. It ensures that the quality stays and develops.

For more information: www.kspt-insulation.net

Contact person: Mr Harri Parkkinen, Mr Kari Halme, Mrs Tuula Torikka

Address: Misukantie 1, 40800 Vaajakoski, Finland

Tel. +358 14 338 9750

Fax +358 14 338 9799

Email: info@kspt-insulation.net

Products: Insulation contracts, design, calculation, supply of insulation material and calculations.

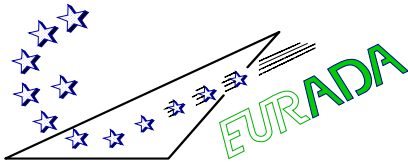
Cooperation needs:

New customers

Suppliers of raw material

Suppliers subcontracting services

Interesting countries: Sweden, Russia, Baltic countries, Scandinavian countries



10. Ficote Ltd.

The Expert in Cleaning Technology

The main products of Ficote Ltd. are sewer cleaning vehicles, refuse and binwashers. Ficote Ltd. has an effective maintenance and spare part service which can quickly help in routine maintenance tasks and in unexpected problems.

The target is to introduce well proven technology and customizing solutions to the disposal of customers in the countries where Ficote Ltd. can assure high quality customer service.

Ficote is enlargening its business continuously. This is why Ficote Ltd. has got new partners abroad and new ones are looked for. Ficote Ltd. does a lot of research and product development and that is why Ficote's products have high reliability and functioning.

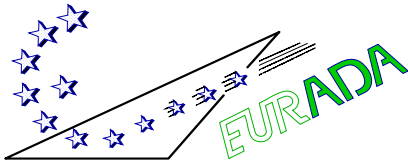
For more information: www.ficote.fi

Contact person: Mr Heikki Lehtonen, Mr Kari Kemppainen
Address: Myllynotkontie 2, 41330 Vihtavuori, Finland
Tel. +358 14 33 82 300
Fax +358 14 33 82 333
Email: firstname.lastname@ficote.fi

Products: Fico – sewer maintenance equipment, production, marketing
Fico – waste container washers, production, marketing

<p>Cooperation needs: New customers to Fico-products Companies selling subcontracting Licensing and production cooperation</p>
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Interesting countries: Poland, Slovakia, Czech, Hungary, Estonia, Latvia, Lithuania



11. Meconet Ltd.

Partnership, for the benefit of our customers

World-class industrial companies have chosen Meconet as their contracting partner. The versatile control of production and assembly technologies and innovative solutions guarantee competitiveness. Meconet's customers come from the electronics, communications, electrical, health care, construction and vehicle industries.

Meconet strives to be market leaders in technology and service. Meconet's products are metal components of high precision and uniform quality, and demanding assemblies. Meconet also has the logistics involved well in hand. Both the management system and environmental management system are certified.

Meconet offers a superior service chain from a prototype to an effective volume production. Quick reactions to changing customer needs as well as flexibility and growth according to the respective requirements is part of customer partnership.

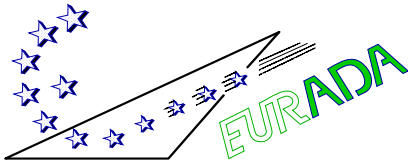
For more information: www.meconet.fi

Contact person: Mr Hannu Siltanen
Address: Yrittäjänkatu 3, 44150 Äänekoski, Finland
Tel. +358 50 5979105
Fax +358 207699394
Email: hannu.siltanen@meconet.net

Products: Thin plate materials (0,5-0,8 mm) produced by pulling technique. Services for customers in product design, tool manufacturing, prototype production, volume production

Cooperation needs: Companies looking for subcontracting
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Interesting countries: France, Germany, Sweden



12. Relicomp Ltd.

Future of thin plate manufacturing

Relicomp offers its customers innovative product development and design possibilities as well as manufacturing for the needs technology industry. The core competence of Relicomp lies within thin plate technology. Relicomp possesses years of experience and provides its customers with the newest technological know-how. Relicomp offers services from product development, product design, manufacturing of plate parts and components to system deliveries and assembly.

For more information: www.relicomp.fi

Contact person: Mr Olavi Rahkonen
Address: Sepänkatu 1, 44200 Suolahti, Finland
Tel.+358 50 5733845
Fax +358 14 3387599
Email: olavi.rahkonen@relicomp.fi

Products: Product development, design and manufacturing of thin plate products (spare parts and assembly of equipment)

<p>Cooperation needs: Companies looking for subcontracting services Supplier of raw material Supplier of subcontracting services Joint venture in new EU member states</p>

Interesting countries: Poland, Sweden, Germany, Slovakia, Czech, Hungary, Estonia, Russia. Latvia, Lithuania
