



AIRTEC, Frankfurt, Germany: Pakistani Companies Score Well



FRANKFURT, 7th November, 2013: The 8th International Aerospace Supply Fair closed today at Frankfurt, show casing components suppliers, service providers and machinery builders in a networking environment with a large seminar at the centre.

Assisted by The Netherlands Centre for Promotion of Imports from Developing Countries (CBI), two Pakistani companies, Alsons Industries and R&D Precision Exports are today returning home with some excellent business orders. The CBI Stand consisted of four participants.



Alsons Industries, Pakistan, a manufacturer of auto parts and aviation

components, had Mr. Nadeem Ahmed and Abdul Rahman Allana at the stand. It was good to have the export manager and the CEO together. They made a good team. Mr. Allana reported good prospects for their aviation subcontract business and pitched to customers as integrators of assemblies, in addition to being a parts producer.



R&D Precision Exports Pakistan, had very busy first two days, thanks to diligence in pre-fair work. Displayed at their stand were some high quality and precisely machined parts which became the centre of attraction for most discerning customers. R&D already have good track record of supplies of aviation grade machined parts and reported that their customers now demand a higher level of work from them as assembly integrators, instead of parts supply.

In this Newsletter iRastgar is highlighting some of the recent activities of CBI

- Pakistani Companies at AIRTEC
- EXPRO, The Hague
- EXPRO March 15-20, 2014
- CBI SME AWARD



Famous Secret, Philippines is

another interesting company seen at the CBI stand at the Airtec. This was their first entry. They are equipped with the latest state of art CNC machinery and have a big capacity with 250 CNC Machine in place. The most interesting part of their business is that they also assemble two engine planes from kits imported from the US and re-export the assembled planes. Probably they will need a higher technical discipline from what they are used to as a producer of motor cycle parts. It is a insuring company for Pakistani engineering sector companies, particularly the fact that assembly of light aircraft is also a potential field for Pakistani companies.



Pakistani Companies with CBI Expert at AIRTEC (Group Photo)



Innovative Tecnocast, India, is a manufacturer of investment castings at the CBI Stand. Mr. R. N. Mavani, Managing Director, was himself manning the stand. He informed us that he has a separate export department and his company already has a turnover of over Euro 6.00 Million. He is excited about prospects for

his products for the European market as the Government of India has mandated that all aerospace purchases must have at least 30% Indian content. This has opened up prospects to Indian companies which have or can develop capabilities for aerospace components. Mr. Mavani is investing in a new company, Turbo Cast, which will be equipped by machinery and controls capable of handling parts for aerospace market.

In the next twenty years, the aviation industry expects to make 20,000 commercial planes. There is a vast opportunity for Pakistani parts manufacturers and system integrators who can rise to the occasion with the disciplines needed by the aviation industry. The skill sets and opportunity is present for Pakistan to grow its exports in this sector of engineering goods and the Ministry of Commerce as well as the TDAP would do well to recognise these facts.

EXPRO, The Hague 11-16 November, 2013

The EXPRO is off to a flying start, thanks to the excellent preparation by the Pakistani participants. Most participants have come well prepared with their business plans, ready to refine their export marketing skills. Also, all of

them are prepared for the visit to Agritechnica, 2013, Hannover, where they look forward to interact with potential buyers, with help from CBI Experts. All the participants are ready with their new brochures, name

cards and lists of stands they plan to visit during the visit to the Agritechnica. As you know, good preparation and home-work is the key to success.



EXPRO Seminar Participants

EXPRO 15 - 20 March, 2014

For Companies in the CBI ECP Program who were not ready for the present EXPRO, there is

a chance to prepare and be considered for entry in the March EXPRO. Please check your To-Do lists, particularly your progress with your EMP, Database, Export Department, CRM

and Website. Add the date above to your calendars and let us know you are ready by writing to

cbi@irastgar.com



CBI's Annual Competition, The Inspirational SME Award 2013

There is still time to apply for this award.

Please visit www.irastgar.com and [apply online](#)

ECP Participants companies are encouraged to send in their success stories for publications to newsletter@irastgar.com