

Investments into specialties are worth it – for producer and customer

Connection of two generations of family company with investments into high-end technologies, gives GEVORKYAN position of European leader in powder metallurgy, as well as possibility to offer sophisticated products to its customers. The company launched production with new oxidation blackening technology of metal products, saturation of porous materials by resin Maldaner and Hot Isostatic Pressing (HIP).

If the company regularly invests to modern technologies, it increases its changes to be technological leader in the field, it could be able to offer exact characteristics of products, which are not available anywhere else. The story of family company, which was established by Armenian aircraft engineer Artur Gevorkyan two decades ago in Banská Bystrica, is well-known not only by personality of its establisher. He belongs to noticeable persons of Slovak industrial scene not only thanks to the way he is managing his company, which he built on a "green field" in 1996.

At the same time, he uses 50 year' experience of two generations of Gevorkyan family with powder metallurgy. The company from Vlkanová is well known to its customers from automotive, oil or cosmetic industry, producers of hand tools, locks, security systems and air conditioning not only because of traditions. It has reputation as producer, who handled powder metallurgy technology and metal injection moulding at high level. This fact turned the

company into a European leader of a branch. It continuously fulfils opinion of its establisher and head Artur Gevorkyan. He said the world does not know instant solutions, but it is necessary to always search for them.

THEY ADD HIGH-END TECHNOLOGIES

Traditions are not enough for this. The company strengthen its position by investments in large amounts. Their amount reached almost 25 million Euro in past six years. During some years, invested sums of money were at the level of two thirds of incomes. "Investments are key aspect. Thanks to them, the company is able to offers effective solutions and approaches to its customers, even the most demanding ones", speaks controlling manager Peter Franc. During nine months of this year, the company reached historically the highest incomes 17 million Euro and also reinvested the highest sum of money, almost 5, 9 million Euro.



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Importance of innovative technologies for GEVORKYAN products

Impregnation of porous parts by resin – closing of pores in aluminum or zinc casts and sintered materials, which ease usage for galvanizing.
During one year, the amount of NOK parts was reduced of 90%.

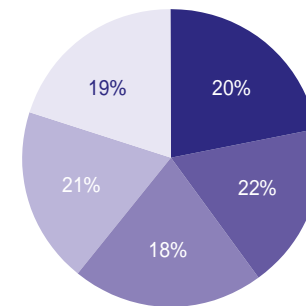
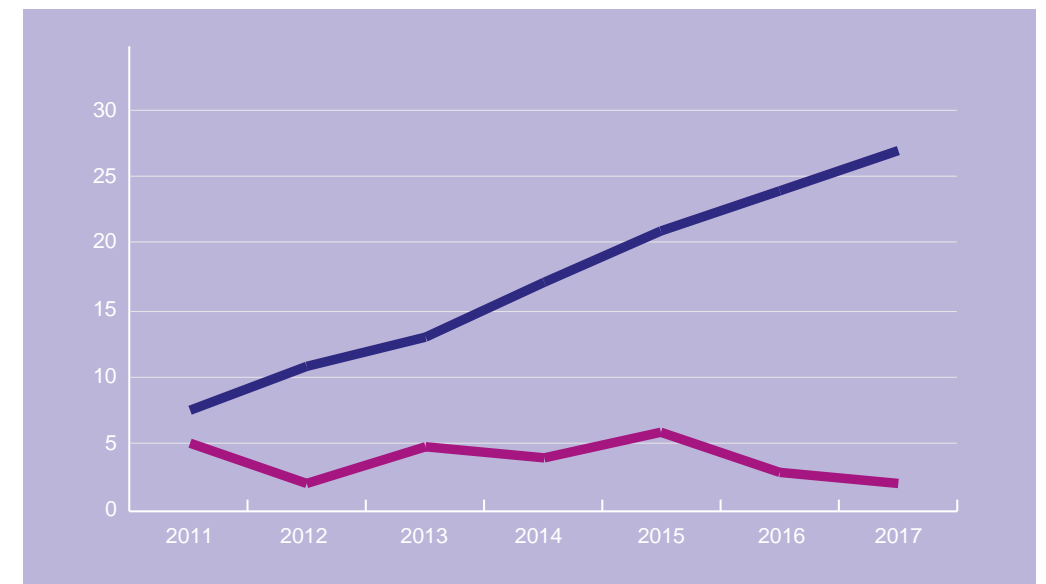
Oxidation blackening in water steam
– high capacity line. 70% of its capacities could be offered to external customers. It created thin abrasion resistance layer of black color, which increases hardness and makes products gas resistant. It is required for parts in compressors and pumps.

Hot isostatic pressing (HIP) – is a technology for production of complicated components from metals and ceramics, which are used in aerospace and cosmic industry, offshore, energy and in medicine.

Turnover (v mil. Eur) — blue line
Investments (v mil. Eur) — pink line

Note: data for year 2015 are expected, 2016 and 2017 are forecasts.

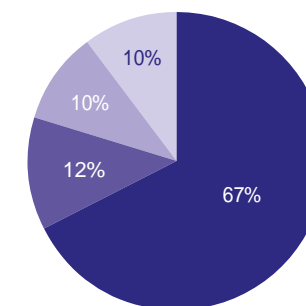
Source: GEVORKYAN



Turnover according individual sectors of industry

- Cosmetic and medicine, agriculture – 20%
- Locks, security systems – 22%
- Hand tools – 18%
- Automotive industry – 21%
- Oil industry – 19%

Source: GEVORKYAN



Turnover according individual regions

- European Union – 67%
- USA – 12%
- China, India – 10%
- Mexico, Brazil, Israel – 10%

Source: GEVORKYAN

Thanks to that, the company has sintering and metal injection moulding under one roof. As unique company in Europe, it has not only two thirds of customers from old continent, but one eighth from the USA, one tenth from China and India and eleven percent is divided between Mexico, Brazil and Israel. Its competitive ability is also increased by modern equipped toolroom with three shifts operation. These capacities did not escape the attention of potential customers. The company had become global supplier for big international companies, which run their plants all over the world.

Quality of its production in recent years was verified by many customer's audits and certifications. After acquiring of ISO 14001:2005 and STN EN ISO 9001:2009 certificates, one of goals for 2016 is finishing process of acquiring difficult certifications, according the automotive norm ISO TS 16949. Position of the company at international market is growing stronger because of membership in European (EPMA) and international (APMI) association of powder metallurgy.

INNOVATIONS IN DNA

High technological level of the company is directly allowed by innovations situated in the business. Artur Gevorkyan' company is well known by the fact it has traditionally 10% of employees at R&D department. From point of view of financier comments P. Franc: "Investments are natural things, as well as necessities for company with its own R&D department."

As one of handful companies in Slovakia and Europe, GEVORKYAN not only produces, but also develops parts to different branches of industry thanks to different technologies under one roof. In addition, designers from R&D department develop tents of new parts per year." At our R&D department, the ideas turn into reality," comments one of chief senior designers Martin Kováčik. His people are equipped not only with modern software, which aim is to project tools, but also with unique simulation software for pressing and injection processes.

GEVORKYAN has top-level equipped laboratory, which offers complex chemical analysis, analysis of mechanical properties and acoustic control. It used metallography, contour graphs, profile projectors and few 3D machines. Innovations are deep in its business and you can feel it. It is also true because every employee has a part from original Tomas Bata' contact in his own employment contract. "We hire you to work with anticipation, that you develop yourself as a developed co-worker, which means a person, who has ambitions and abilities to not remain only a manual worker." Not only because of this fact, A. Gevorkyan likes to emphasize great competition of his company – he always has people around him, who think and want to improve things.

