# **COMIX** 2019

NEWSLETTER OF THE COMPANY METAL TRADE COMAX, a.s.





#### Dear colleagues,

The fourth issue of the Newsletter summarises the 14th year of our joint-stock company. It was more successful than last year even though it also marked the beginning of the pan-European automotive crisis, which represents about 30% of our sales and 100% of sales of our partner Oetinger Aluminum. Roots of the crisis can be seen in stricter EU emission standards, which will come into force on January 1st, 2021, resulting in lower aluminium consumption and diesel engine production. Automakers have started to mainly offer cars with petrol and electric drives, or hybrid vehicles, to which the customers get used only very slowly due to insufficient infrastructure and high purchase price. The car market is, therefore, temporarily paralysed, but the crisis also offers us new challenges for the future.

Our cutting-edge investments in new smelting technologies that we have carried out in recent years have created excellent conditions for the production and sale of high-quality foundry and wrought alloys to the most prestigious customers in Europe.

At the time of publishing the Newsletter, I can only estimate that the automotive sector of our business activities will decline by about 15% next year. The crisis will probably also influence the steel and aluminium prices, but as a substantial part of our market is the construction industry, I do not expect a significant decline for next year, thanks to subsidies. Therefore, I look to the future with optimism based on the diversification of our product portfolio (construction profiles, coated sheets, sandwich panels, roof covering).

The first and second issues of our Newsletter were 12 pages long, the third issue had 16 pages, and this one covers 20 pages with information about the year 2019 we would like to share with you. I want to express my gratitude to the newsletter editorial team, and I wish you a pleasant reading.



Marian Manda Chairman of the Board of Directors

#### WHAT CANNOT BE INCLUDED IN THE 2018 ISSUE?

#### COMAX WELCOMED THE OFTINGER COMPANY IN VELVARY

In November 2018, we welcomed 110 German **Oetinger Aluminum** colleagues in Comax and prepared a varied one-day programme for them. And as they came mainly to see the "factory", we started the day with lunch at the "Factory" - a restaurant called Továrna in the Slaný.

We welcomed our guests, and our businessmen invited them to a two-hour tour of the production plant; the German guests were delighted with their proficient German. As this was their more-or-less first visit of Bohemia, we continued from Velvary for a short tour of Prague we chose the Royal Route, along which the future Czech kings travelled to their coronation ceremony. And since it was freezing, we started our "royal ride" by warming up in the Lion's Courtyard of Prague Castle. We finished the one-and-a-half-hour route from the Castle to the Powder Tower in the cosy Pilsen Restaurant of the Municipal House, from where our guests continued back to Germany.













#### CHRISTMAS 2018 IN OETINGER

The Oetinger company returned our hospitality a month later by inviting us to their **Christmas meeting** with employees of its two production plants. The management of the company informed its guests about the financial results of that year and congratulated the corporate employees celebrating their jubilees for their loyalty, and mainly received a cake adorned with the symbolic number one from COMAX representatives for the first anniversary of cross-border cooperation in the production of aluminium alloys.

















## **CHRISTMAS 2018 IN COMAX**

We celebrated the end of 2018 in the traditional spirit during a **social evening with employees**, as we did already for the thirteenth in the history of our company. The company management congratulated the corporate employees who worked for 20-42 years in COMAX; and the singer Leona Machálková also added her congratulation.

The Chairman of the Board, **Mr Marian Manda**, also belonged among the jubilees; he celebrated **25 years** since the day he finished his academic career at the Faculty of Mechanical Engineering of the Czech Technical University and has started his successful business.

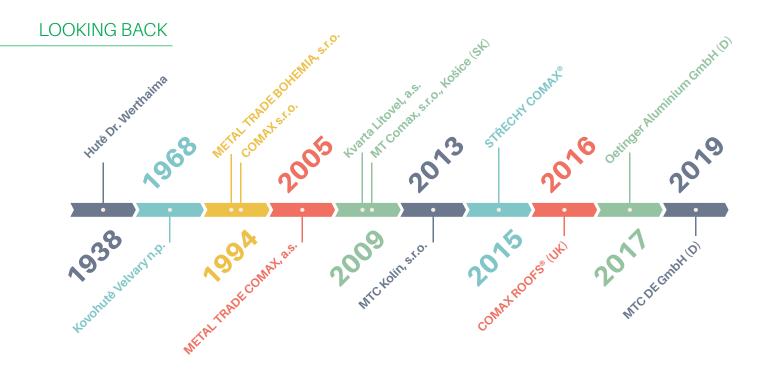
Performance of girls from the Diamonds Gym sports club in Kralupy nad Vltavou, led by their coach **Michaela Fialová**, who works as a shop assistant for our metallurgical production, added some spice to the evening programme.

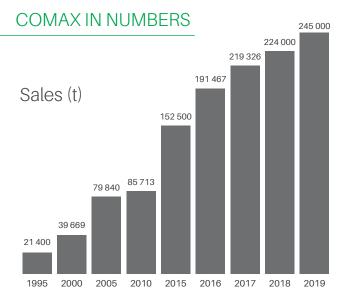


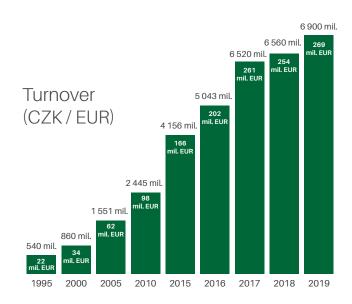


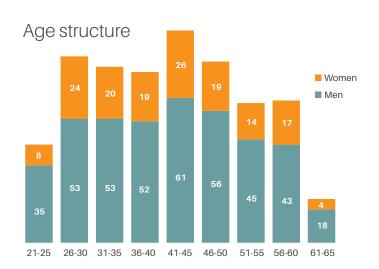


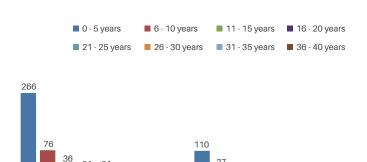












Women

Structure by years of service

Men

#### COMAX ATTENDED A CONFERENCE ON SURFACE TREATMENTS

In March 2019, METAL TRADE COMAX participated in a professional **conference on surface treatments** held under the auspices of the Czech Chamber of Commerce in Prague. **Marek Bradáč**, the paint production head of our coil coating line, gave a presentation on continuous painting at the conference.

On the second day of the conference, the participants took part in an excursion to the paint line operations - they became acquainted with laboratories, chemical pre-treatment, paint chamber, coil coating line, as well as the centre for the further processing of painted material. As a bonus, they visited the metallurgical operation where aluminium alloys and master alloys are produced for the automotive and construction industries.







# MTC HAS BECAME PATRON FOR THE PRESSURE CASTING COMMITTEE

In May 2019, the Czech Foundry Society, together with the expert committee for **pressure casting**, held a meeting for the professional public under the auspices of METAL TRADE COMAX. Our company was represented by **Miloslav Škabrada**, head of metallurgical production operations, who gave lectures focusing on the production of liquid aluminium. The participants also had the opportunity to visit our metallurgical production facility. About 70 participants of the conference took the chance and saw, accompanied by our colleagues, our modern metallurgical plant in Velvary. On the pictures, you can see **Ing. Jaroslav Doležal**, technologist of metallurgical production, as a guide (a blue helmet).







# "COMAX ROOF AND FAÇADE SYSTEMS" SEMINAR HAS BEEN ACCREDITED BY ČKAIT

This year, COMAX ROOFS® has prepared a professional seminar "Comax Roof and Façade Systems", which was accredited within the project Lifelong Learning of the Czech Chamber of Authorised Engineers and Technicians (ČKAIT). The seminar was attended by 30 authorised engineers-designers. The course took place in a modern production facility, and was supplemented with a demonstration of sheet coating on a continuous coil coating line, as well as the presentation of production of sheet roofing.







#### MTC KOLÍN IN A NEW COAT

In June 2019, we completed an extensive reconstruction of the former ČKD Dukla Kolín building on the premises of our subsidiary company of MTC Kolín, s.r.o. The redevelopment included the construction of new production space for the cutting and slitting lines FIMI, new air-conditioned offices, the relocation of workshops and laboratories, the construction of a new boiler room and the opening of a new shipping hall. The investment amounted to CZK 40 million.







# ■ MTC §

# MTC KOLÍN, S.R.O. HAS OBTAINED PRESTIGIOUS PARTNERS



Our commercial park MTC Kolin mentioned above, which provides services in the sphere of renting production and storage halls, offices and parking areas, has undergone significant changes in the last five years and has become an attractive business address for many notable companies such as Salzgitter Mannesmann Stahlhandel s.r.o., which chose MTC Kolin to store its metallurgical material. Several hundred new vehicles belonging to the TPCA car factory have been also safely parked on the MTC Kolin premises.

# TECHNOLOGICAL INVESTMENT IN KOŠICE

With the support of EU funds, a new high-performance rolling line ATTL for the production of precision welded tubes and profiles with galvanised weld and an automatic laser saw ADIGE for the production of short and precision punched profiles was installed in our subsidiary MT Comax, s.r.o. in Košice. The investment amounted to CZK 100 million.





# THE PROJECT IN VELVARY WILL EXPAND THE COMAX ROOFS® OPERATING AREA



In the second half of the year, we have launched a development project that shall significantly expand the operational and warehouse capacity of the COMAX ROOFS®. The aim of the project is gaining more flexibility to the growing volume and needs of our customers. We started the first phase with the construction of new parking spaces covering 700 sq. m and the installation of a large-scale outdoor storage system.

We plan to open **new premises** in mid-2020. The existing areas will be expanded by 3,000 sq. m of modern warehouse and 3,000 sq. m of outdoor expedition areas. The investment shall reach CZK 30 million.







#### OUR BUSINESS-TECHNICAL TEAM HAS GROWED



#### Tomáš Pazdera | Building systems specialist

an experienced construction engineer and designer, has worked in the construction industry for 23 years, of which 15 years as a project manager of construction systems at Lindab. In COMAX® ROOF, he is responsible for the development of cladding systems for industrial structures and low-energy buildings, as well as for the technical support of the sale of sandwich panels. He is interested in sports (especially tennis), history, art and hunting.



#### Ing. Tomáš Mařan | Technical Sales Advisor

has worked for many years in the representation of foreign companies Voestalpine or Salzgitter Mannesmann Stahlhandel focusing on rolled steel products as he studied the branch of metal forming at the University. In Comax, Tomáš is a technical consultant for steel sheet metal trade. He speaks German and English. His interests include sports, history and travelling.



#### Ing. Lubomír Pajonk, MBA | Project Manager

has been working in the field of mechanical engineering and metallurgy since the beginning of his professional career, and he was employed in the management in recent years. He works in Germany as a project manager for forged alloys at Oettinger Aluminum and leads the same project at Comax. He speaks German, English and Polish and in his free time, he enjoys running and hiking.

#### **BESAME MUCHO**

For ten years, we have organised **theatre evenings** in Prague, attended by our important partners and employees. For the jubilee 10th year, we chose as a guest a Slovak theatre company with which we started this tradition ten years ago - **Radošín Naive Theatre**. About 700 guests accepted our invitation and welcomed the New Year in the company of Slovak artists at the Broadway Theatre.

And for the first time, we organised a theatre evening for business partners and employees of our Slovak affiliates Valcovňa profilov, a.s. and MT Comax, s. r. o. Košice, only several weeks later. The company MT Comax, s. r. o. Košice (SK), has celebrated the 10<sup>th</sup> anniversary of its successful operation this year. For the performance, we chose the premises of the historic town hall in Košice and welcomed around 370 guests. The after-party took theatre place in the stylish Art Nouveau Hotel Slávie, and we bring you a short photo report from the event.



#### IN CASTLE AND ITS SURROUNDINGS

Traditionally, the meeting with our customers held in South Moravia had a more intimate or rather more personal character, which followed similar Moravian meetings from previous years. The **wine tasting at Mikulov Chateau** was completed by a friendly gathering in the Cross Cellar (Křížový sklep), where we enjoyed excellent wines while listing to dulcimer music. Under the guidance of the triple winner of the international championship, we even tried the art of sabrage or gathering wine in the wine-taster.



#### FROM VELVARY TO OFTINGER

In April 2019, we carried out a long-planned excursion to the **Oetinger Aluminium GmbH** production plants in Bavaria to call on the visit of our German colleagues to our factory in autumn 2018. Because our employees showed far greater interest than the capacity of one bus, we had to organise two tours.

The first party including fifty participants saw the Oetinger Aluminium facilities in Weissenhorn and Neu-Ulm, 17 km apart. They were accompanied not only by German managers but also by our Czech colleagues, **Petr Sklenář** and **Lubomír Pajonk**, working in Oetinger.

The excursion was followed by a visit to the Gothic **Münster** in the neighbouring city of Ulm with the ascent to the highest temple tower in the world. Altogether, 40 out of 50 participants climbed the 770 steps leading up to 162m height. We ended the day with a dinner in the Bavarian restaurant RATSKELLER in the historic town hall building on Marktplatz, next to the cathedral.





#### AND FROM OETINGER TO NUREMBERG





Two weeks later, the second party went to OETINGER. Marian Manda, chairman of COMAX's board of directors, guided the group through the production facility in Weissenhorn and introduced the workplaces of the foundry alloys operators, which offers career opportunities also to Czech job seekers.

After the excursion, we moved to the Max-Morlock football stadium in Nuremberg, where we enjoyed the exciting atmosphere of a Bundesliga match of the home team 1. FC Nuremberg against the visiting Bayern Munich together 50,000 fans. If you're wondering how the game ended, it was a draw, 1:1.



#### COMAX ROOFS® PRESENT THE CZECH PRODUCT



Even though the **COMAX ROOFS**® are the youngest of our five production divisions (they have reached their 5th year), their long history as a "retail store" for selling the production of our paint line goes back 30 years.

The current modern sheet metal roofing brand COMAX® ROOFS has been the bearer of the trademark **Czech product** since 2018. The trademark Czech product helps customers to recognise the exact origin of the goods they buy. It is awarded to proven companies of any specialisation that are owned by Czech owners and helps them to differentiate themselves from foreign suppliers and succeed in their competition.

#### PRAGUE ROOFS EXHIBITION 2019

COMAX ROOFS® participated for the fifth time at the **STRECHY PRAHA** exhibition. We introduced a novelty in the assortment of our sheet metal coverings - a small-format template COMAX BoCo 330, and became the winner of the competition for the best achievement in advertising in the field of roof coverings - a **Roof covering ad.** The expert jury appreciated the theme, composition, quality of photography, graphics, text quality and overall persuasiveness of the advertisement.





#### 2019 ROOF SPECIAL

For three years, the team of traders of sheet metal roofing COMAX was involved in the project **ROOF SPECIAL**. In the course of four national conferences, they introduced our premium roof covering product lines COMAX FALC, COMAX KLIK and COMAX TILE to the employees of large construction companies.



#### COMAX ROOFS® WON THE CUSTOMER TOURNAMENT FOR A SECOND TIME



For the second time, COMAX ROOFS® participated in the **football tournament**, which is organised annually by a partner První Chodská s.r.o. The 14th season took place again this year in Pilsen and included ten teams. As the winner of the last year, COMAX ROOFS® had high ambitions and put together the team of its best players from all our production centres. In the well-played finale match, where most fans cheered the home team, our players in the FC Doksy uniforms defended last year's victory. And because it is a travelling cup, the COMAX ROOFS® will also take part in the next year's competition to get the golden hat-trick. In addition to first place in the tournament, the team also won an individual prize for the best goalie.



nHOUSE in PETERBOROUGH (UK)





In 2018-2019, COMAX ROOFS® were the exclusive supplier of aluminium roofing and cladding of family houses in the **nHouse project** in Peterborough, England. The group of ten modern family houses of four size-types consists of attractive low-energy wooden buildings; the share of sheet metal cladding reaches up to 80% of the external area of the house (on average 310 sq. m of covering per home). We chose our **aluminium roofing COMAX KLIK 25** with 0.7 mm thickness, with PUR-PA finish in a modern anthracite (7016) shade, to sensitively supplement the natural wooden foundation of the house. Altogether, the composition creates an attractive aesthetic contrast with a light wood tone. We also chose this beautiful realisation as the leitmotif of our exhibition at the ROOFS PRAGUE 2020 exhibition.

#### OUR OTHER IMPLEMENTATIONS IN ENGLAND

We have been operating a successful sales agency in England under the brand COMAX ROOFS for three years. Allow us to introduce the last two of the total of thirty realisations.







#### A roof in Suffolk

A client from Suffolk county in the east of England chose us for the high quality and attractive price of our COMAX KLIK system. The client wanted the same aluminium roof covering in a fashion 7016 Anthracite Grey colour as the nHouse project, which offers a 60-year warranty. The realisation team was surprised by the easy installation, and the finished roof looks great - it will provide a timeless decoration of the house for several decades.

#### **Modular houses Ashington Gardens**

This was our first contract for an English development company specialising in the construction of modular homes. The developer chose from our portfolio the COMAX KLIK system for its fast and straightforward mounting system. Altogether, six modular houses were occupied by satisfied residents already a week after the handover of the buildings!

#### MTC CUP VELVARY 2019 - THE 9TH YEAR

The 9th annual corporate football tournament MTC CUP VELVARY enjoyed high attendance. Altogether, 14 teams representing our customers from the Czech Republic, Austria and Germany competed, supplemented by an elite team of Czech football legends. The 4 + 1 system and a total of 45 matches on two pitches lasting 5.5 hours brought spectacular games for 200 spectators in beautiful weather. Such corporate football holiday was also enjoyed by non-playing employees who came to support COMAX players, accompanied by their families.



The team of **Coil coating line** won for the eighth time, and the team of **Metallurgical operation** obtained the fourth place. Our German colleagues from the **Oetinger Aluminium** occupied the 5th place, improving their last year's position by two places; and they also received the award for the best goalie. The end of the tournament belonged to an exhibition match of football legends headed by Ivan Hašek and Horst Siegl.







And like last year, the 2019 **tournament** was also **charitable** - we donated the proceeds to the family of the disabled 11-year-old Barbara from Budihostice near Velvary, whose story was presented to us by the **Good Angel Foundation**.

#### MTC 2019 TENNIS CUP

In 2017, we launched a series of **customer-employee tennis tournaments**. In a total of three tournaments a year, a varied group of sixteen experienced players compete, which promises a dynamic game and an attractive show. After the courts of the legendary Vyšehrad tennis club, alternated in bad weather with the HEAD tennis hall in Vestec near Prague, we chose an equally attractive resort VISTA Praha, which is perfectly equipped for all the vagaries of the weather.

Here are the winners of this year's **three tournament holders** of the MTC 2019 Challenge Cup:

 8. 3. 2019
 14. 6. 2019
 4. 10. 2019

 Ing. Miroslav Horák
 Štěpán Šiška
 Ing. Daniel Cvrček









## MT COMAX, s.r.o. KOŠICE

Our subsidiary MT COMAX, s.r.o., based in Košice (SK), is focuses on profiling thin-walled steel. This year, the company celebrated its ten successful years since its foundation. We nicknamed it the "small Comax" even though it has achieved great results and has employed great athletes. Allow us to introduce them.

#### THE TWELFTH NIGHT RUN IN KOŠICE

The Twelfth night run in January measuring 5,100 m and 1,100 m welcomed a total of 680 runners. In the respective category of women, our **Adriana Maceáši-ková** took the 11<sup>th</sup> place with a time of 0:34:17 (on the picture, she leads a group of runners).









# KOŠICE RUNWAY RUN

The 4th year of the **5-km-long night run** through Košice airport welcomed almost 1600 runners. They were not discouraged from the night experience on the original track by rain. Our colleagues from Košice missed the podium just by one or two places: **Jožko** took the 4th place in the respective men category and **Adriana** 5th place in the individual women category. We want to congratulate the members of the **Maceášiks** family.

#### THE TRIP

The employees of the "small COMAX" and Valcovňa profilov, a.s., managed a total of **42 stationary laps** in front of a unique 16 m wide projection, the only one of its kind in Central Europe. They achieved such wonderful result during an endurance training run for 45 minutes at the Neonka fitness club in Košice.



#### **NESS CITY TRIATHLON**



Also, the **3**<sup>rd</sup> **year of Košice Triathlon** was attended by a small Comax representative. In extreme June heat, Jožko Maceášik, director of the MT COMAX Košice, s.r.o., successfully managed a combination of 750 m swimming, 20 km cycling and 5 km running in the Masters category.





#### 10th YEAR GOULASH PARTY

We also include a reminder of the popular June "goulash party" in the category "Slovak Sport", which was held for the tenth time. Although it is a gourmet event at first glance, it also has its sports part - it took place in a modern rope centre in Košice (SK) where children and their parents can enjoy their time together.

Almost fifty colleagues from the small COMAX and Valcovňe profilov, a.s., together with the closest ones, met there this year.





#### INTERNATIONAL PEACE MARATHON

This year, the legendary Košice International Peace Marathon was held for the **96**<sup>th</sup> **time**. It was also successfully completed by our Slovak relay team with the number 237. In the total number of 274 relay teams, they finished the race within the first third (they took the 75th place). In the picture, you can see the Maceášiks spouses with their colleague Kristina Feňovčíková.



A record number of 1,700 runners enrolled in the 8<sup>th</sup> autumn **night run of Košice for 10 km**, and our Slovak colleagues Adriana and Jožka Maceášiks also attended. As the MT COMAX team, they finished the 10 km night track in 1:04:03 - congratulation.





#### FILIP SAIDL

Filip Saidl has been a member of our IT team for four years. He specialises in technical support and maintenance of the company hardware. For two years, he devoted himself to powerlifting, from which he switched to **natural bodybuilding** in 2018. In the first year of this sport discipline, he won 2nd place in the junior category under 23 years at the international championship of the Czech Republic; and this year 2019 - already in the men category - 4th place in the same championship.





# ING. MAROŠ URBAN

Maroš Urban has been a sales representative for sectional door profiles for six years and works as a successful sales manager in Litovel. He is also successful in sports. For eight years, he has been engaged in **technical diving** in cold waters; he specialises in diving in caves, wrecks and under the ice. His personal dive record is 66m. He is also an instructor of downhill skiing and is actively involved in judo.







# ING. ZDENĚK TUHÁČEK

We wrote about our "strongman" Zdeněk Tuháček, a specialist in our company computer network, in the 2017 issue when he won 3<sup>rd</sup> place at the European Championships in **bench-press** in Spain and he was, in the same year, among the top ten at the World Championship in bench-press in Kaunas, Lithuania. This October, he represented the Czech Republic in bench-press at the European Championships in Tampere, Finland, where he won 5th place.



#### LIFE JUBILEUMS







Luboš Plicka



Jan Lamač



Petr Křeček

Jiří Jindřich





Václava Kramperová

Ivana Hasalová

Stanislav Slabyhoudek

Tomáš Bojda

Jiří Cholinský

Jaroslav Masopust

Adriana Maceášiková

Jozef Maceášik

Milan Pangrác













Josef Honig







Milan Roučka

Vladimír Kylich

Tomáš Svoboda

Ludmila Štorková

Vratislav Křtěn









Zdeňka Jandová

Dana Sochorová

**WORK ANNIVERSARIES** 

**YEARS** 

Congrat













Dušan Černý

YEARS













JUDr. Blanka Vaigeltová



#### **WEDDINGS AND ADDITIONS**

























Terezka Průchová



Karolínka Procházková



Filípek Rosenberg



Péťa Hlaváč



Barunka Pašková



Vojtíšek Řehák



Anežka Fišerová



Elenka Bartošová

# We recycle



Beer cans, soft or energy drinks cans, deodorant and shaving foams cans, aluminum dishes (cutlery, pots, crumbs), jars lids, aluminium foils, yoghurt lids ...



# ALUMINIUM PACKAGING COLLECTION WORKS ...

In September 2019, we started the third year of the project of school collecting aluminium packaging from households. We would like to thank all the schools that have participated in the project until now. Altogether, 18 schools is participating in the third year.

At the end of the 2nd year we welcomed total of 80 children from the most active schools to COMAX on an interactive excursion - the winning schools are as follows:

1st place **Elementary school Mšeno** 

2<sup>nd</sup> place Kindergarten Velvary

3rd place Elementary school and kindergarten Úžice

4th place **Elementary school Velvary** 



















#### **INVESTMENTS**

- THE INSPECTION LINE FOR CHECKING THE SHEET METAL FLATNESS and LASER WELDING OF COILS on the coil coating line in Velvary
- OPENING THE NEW COMAX ROOFS® FACILITY WITH A TINSMITH CENTER in Velvary

  The COMAX ROOFS® will now offer a turn-key roof and, thus, become the general contractor for your roof solution.

  We will deliver not only all the material but also human resources (technicians, craftsmen).
- AN INVESTMENT IN THE SMELTING FURNACE FOR WROUGHT ALLOYS in our partner Oetinger Aluminum GmbH
- EXTENSION OF THE DIVISION CENTER IN KOŠICE WITH A NEW ADIGE T72 SAW for cutting pipes

#### FIVE INTERNATIONAL FAIRS

EUROGUSS - Pressure casting fair, January 2020, Nuremberg

ROOFS PRAGUE - Roof trade fair, February 2020, PVA Expo Prague

FENSTERBAU FRONTALE - Fair for Windows and Doors, March 2020, Nuremberg

TUBE - Trade fair for pipes and other profiles, April 2020, Düsseldorf

ALUMINUM - Aluminium processors' fair, October 2020, Düsseldorf



# 10TH YEAR ANNIVERSARY OF THE MTC CUP VELVARY FOOTBALL TOURNAMENT

We invite all of our employees and their families to enjoy the football holiday, which will take place on the first Friday of June 5<sup>th</sup>, 2020.

The tournament will celebrate the 15th anniversary of the successful operation of our joint-stock company.

# **CAREER**

We are pleased that you are interested in a career in the COMAX group. You can find challenges at COMAX and interesting employment opportunities.

Our success is based on dedicated and satisfied employees. They work in a pleasant and safe working environment.

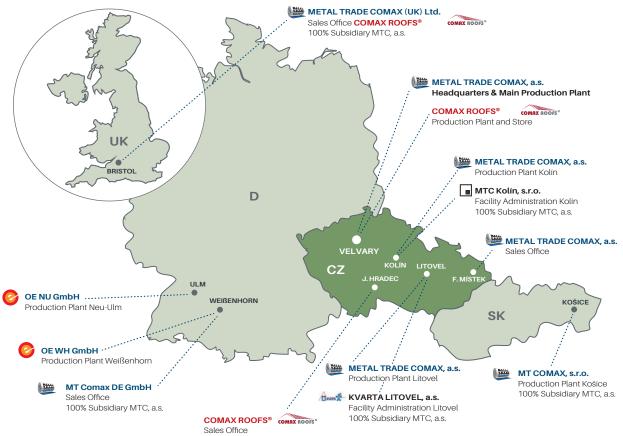
We look forward to receiving your application. If there is no suitable job offer for you on the website, you can apply proactively: prace@mtcomax.cz, tel. +420 739 583 958. Thank you.



**Kateřina Snopková** Rekrutierung

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