

FURTHER EXPANSIONS LIKELY TO BE IN THE USA

Eagle-Picher-Boge JV aims high

By Joe Miller, ERJ Akron bureau

DETROIT—The rubber-to-metal parts joint venture between Eagle-Picher Industries Inc. and Mannesman Boge GmbH is targeting \$110 million in sales by the year 2000, according to Mannesman Boge president Paul Krug. Over-

all, Mannesman Boge's 1998 rubber-to-metal sales—including the Eagle-Picher-Boge venture—will hit \$275 million at current exchange rates, Krug said.

Krug and other Eagle-Picher-Boge officials discussed the joint venture during the Society of Automotive Engineers confer-

ence in Detroit. The growing demand for Boge anti-vibration components worldwide, especially hydraulic bushings, prompted the German company to join forces with Cincinnati-based Eagle-Picher in 1997.

As part of the deal, Mannesman Boge purchased a 55-percent interest in Eagle-Picher's bushings operations in Paris, Illinois, and Soria, Spain. Since joining, the two firms have announced a \$10 million expansion project for the Paris plant—known as Eagle-Picher-Boge LLC—and the relocation of the venture's operations in Spain to a new site outside Barcelona. The new Spanish unit will begin production May 1 and employ 160 by the end of 1998, Krug said.

The two Eagle-Picher-Boge operations will be similar in size and annual output. Krug expects each to reach \$55 million in annual sales by 2000, more than double the Paris plant's sales a year ago.

"We'd like to bring all the German production (for the US market) to the United States," Krug said.

Boge's production transfer to the US will not affect its German operations because of continued growth, he said. For example, in 1997 Boge's hydraulic bushings sales worldwide increased 30 percent to about \$55 million, he said.

Boge introduced the first hydraulic control arm bushing in the US in 1986, according to company officials. ERJ

7000 VISITORS ATTENDED MOSCOW TYRE AND RUBBER EVENT

Moscow show to be repeated

MOSCOW—Organisers of the 1st Moscow Tires and Rubber exhibition have declared it a success, and have announced plans to repeat the show in February 1999.

A total of 62 organisations exhibited and about 7000 visitors attended the show. The organisers said 30 percent of participants signed contracts during the show.

Among the exhibitors were seven Russian tyre makers, ten Russian rubber goods makers and about eight Russian rubber and chemicals producers. (see list below).

The remaining exhibitors were western companies, Russian distribution companies and the various

research institutes and industry groupings, most of which are based in Moscow. ERJ



Visitors to the show visit the Rosshina stand

Exhibitor	Location	Product/service	Phone	fax
Avtoshina	Tula	Tyres; PA fibres	+7 0872 25 1748	+7 0872 36 0650
Avtoshinsnab	Ekaterinburg	Tyre distribution	+7 3432 42 7897	+7 3432 46 5387
Azri Armavir rubber plant	Armavir	Rubber goods	+7 86137 63907	+7 86137 42190
Rubber footwear makers Assn	St Petersburg	Trade association	+7 812 251 5024	+7 812 252 1619
Belarusrezinotekhnika	Minsk	General rubber goods	+8 02251 35 143	+8 02251 31 472
Belshina Tyre Plant	Bobruisk	Tyres	+7 375 02251	+7 375 02251
Beraton	Bereznikiy	Small chemicals	+7 34242 94 354	+7 34242 94 484
Wheel trade	St Petersburg	Tyre distribution	+7 812 126 1017	+7 812 126 4559
Voronezhsintezkauchuk	Voronezh	SBR, SBS, etc	+7 0732 49 2820	+7 0732 48 5458
Rosshina Group	Moscow	Management group	+7 095 956 6140	+7 095 924 4266
Rosshina Group	Moscow	Management group	+7 095 917 72 11	+7 095 928 96 74
Kriz Kalinin rubber plant	Kalininsk	Industrial rubber goods	+7 84549 21 755	+7 84549 24 440
Kvadrats	Latvia	Unknown	+7 013 718 9004	+7 013 718 0005
Kurskrezinotekhnika	Kursk	Industrial rubber goods	+7 0712 58 1868	+7 0712 57 1571
Leotek-Optimist	St Petersburg	Chemicals	+7 812 114 9253	+7 812 114 9175
Matador-M	Moscow	Representative	+7 095 191 8877	+7 095 197 4258
Moscow tyre plant	Moscow	Tyre maker	+7 095 274 8107	+7 095 274 1219
Research for the rubber industry	Moscow	R&D	+7 09654 49 994	+7 09654 45 826
Research for the latex industry	Moscow	R&D	+7 095 161 0292	+7 095 963 4911
Research for elastomers	Moscow	R&D	+7 095 242 5342	+7 095 242 1245
Progress enterprise	Omsk	Industrial rubber goods	+7 3812 56 0204	+7 3812 56 0203
Neftechimprom	Moscow	Rubber production	+7 095 263 1983	+7 095 263 1083
Niitekhim	Moscow	Economic consultants	+7 095 331 88-00	+7 095 331 98-01
Nizhnekamskneftekhim	Nizhnekamsk	IIR, IR, EPDM etc	+7 8435 37 7181	+7 095 255 3831
Nizhnekamskshina	Nizhnekamsk	Tyres	+7 8555 42 0447	+7 8555 42 0447
OKSID	Chelyabinsk	Zinc oxide	+7 3512 35 5731	+7 3512 35 5735
Alfaplastik	Moscow	General rubber goods	+7 095 962 5446	+7 095 169 4260
Omskshina	Omsk	Tyres	+7 3812 33 1090	+7 3812 56 0802
Promotkhody	Moscow	Waste disposal/recycling	+7 095 959 1618	+7 095 959 1368
RTI-Kauchuk	Moscow	Industrial rubber goods	+7 095 246 7318	+7 095 246 7320
Sintez	Pskov	Rubber, chemicals	+7 8112 44 5948	+7 8112 46 8992
Solikamsk plant Urals	Solikamsk	Unknown	+7 34263 31 066	+7 34263 42 896
Sterlitamak Petrochemicals	Sterlitamak	Petrochemicals	+7 3473 43 3071	+7 3473 24 0380
Supershina	Krasnoyarsk	Tyres (OTR)	+7 3912 62 9338	+7 3912 62 9343
TechInSnab	Moscow	Distributor for PIX (India)	+7 095 473 8528	+7 095 473 8532
Tomsk rubber footwear plant	Tomsk	Rubber footwear	+7 3822 789 280	+7 3822 789 280
Uralskiy rubber plant	Ekaterinburg	Industrial rubber goods	+7 3432 20 5054	+7 3432 25 1093
Chekhov reclaim factory	Moscow	Waste disposal/recycling	+7 095 7 3336	+7 095 6 1335
Shintorg	Moscow	Tyre trade/distribution	+7 095 263 0564	+7 095 263 2566
Yaroslavlrezinotekhnika	Yaroslavl	Industrial rubber goods	+7 0852 38 4372	+7 0852 38 4372
Yaroslavl tyre plant	Yaroslavl	Tyres (road and aero)	+7 0852 22 4243	+7 0852 22 4243