



Mr. Jiří Pášil

An Interview With

THE CZECH SPECIALIST FOR BEARING MANUFACTURING

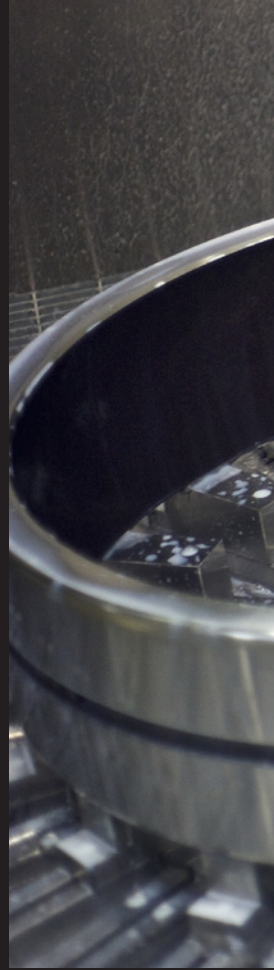


ZKL GROUP

“70 Years Tradition of Bearing Manufacturing”

ZKL Group is a result of the integration of Czech bearing industry with 70 years' tradition providing research, development, manufacturing and sales of ZKL bearings. ZKL Group with its products is a well established company with stable sale on domestic market. Besides of European markets it has its representations in India, Latin America and in many other countries of Asia

We tried to reveal the story behind this European Bearing manufacturer during an interview with Mr. Jiří Přášil jr., the Executive Director of ZKL Bearing CZ, a.s.



What 's the history and evolution of the ZKL Group?

The joint-stock company ZKL, a.s. integrates the Czech manufactures of bearing under the trademark ZKL. It was established in the year 1999 as a purely Czech private company. ZKL Group has 2 production companies – ZKL Brno, a.s. and ZKL Klášterec nad Ohří, a.s. The production companies that are included in ZKL Group have their own long-lasting history which we fully acknowledge and therefore these production units are implementing the continuity of development and manufacture of ZKL bearings in the Czech Republic.

First bearings in the Czech Republic started to be manufactured in a small town Pernštejn near Klášterec nad Ohří in a plant owned by German company Fichtl and Sachs in the year 1923. This plant was later taken over by Swedish SKF. After the second world war the production of bearings was transferred to the town Klášterec nad Ohří, where in the year 1952 the national enterprise ZKL, n.p. Klášterec nad Ohří was established. It was incorporated in ZKL Group in the year 1999.

The history of roller bearings production in Brno is somewhat shorter. Production of bearings started in the year 1947 under the

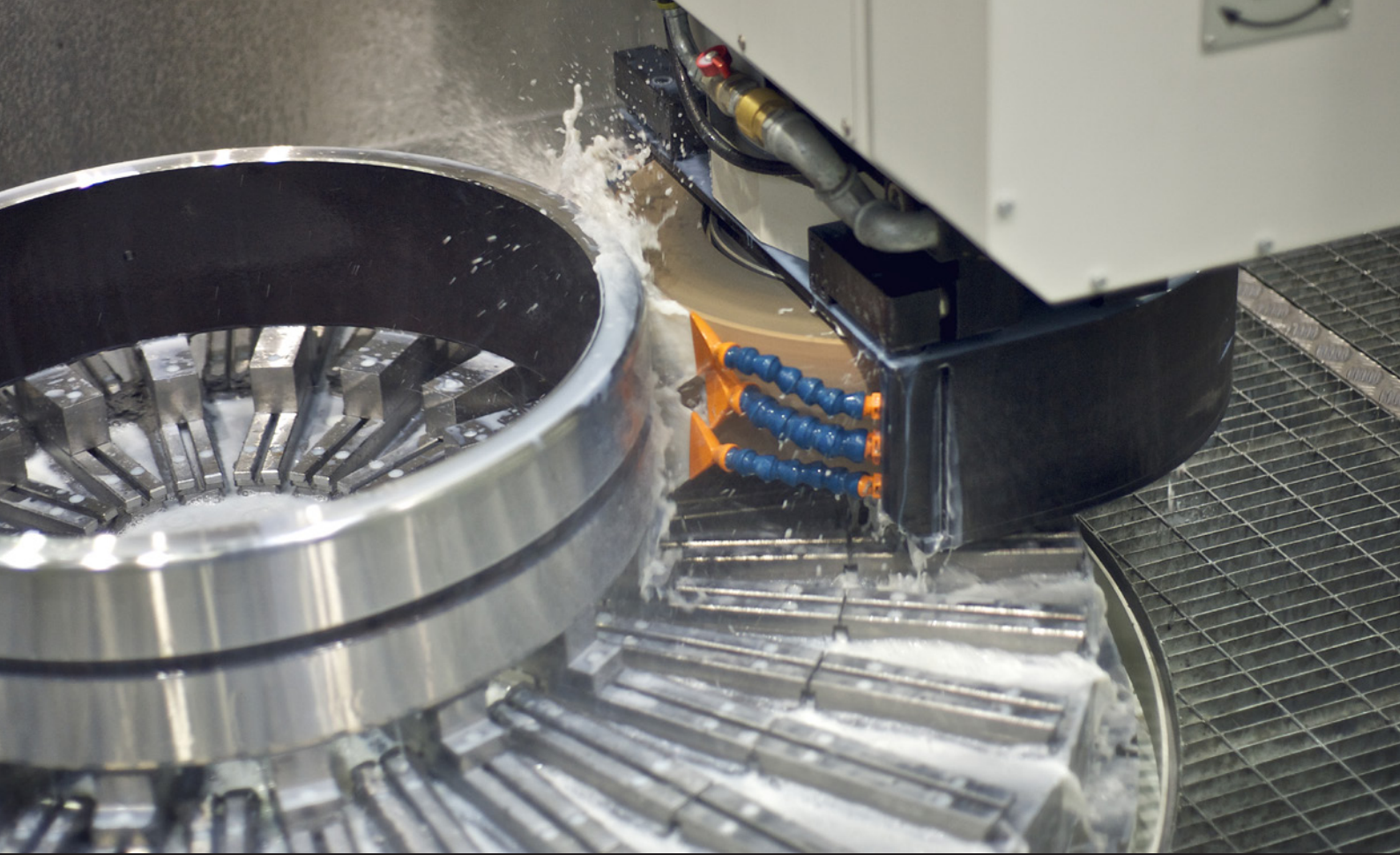
license of British company Hoffmann in the framework of the company Zbrojovka Brno – Líšeň. So we will celebrate 70th anniversary of bearings production in Brno this year.

Unceasing demand for new types of roller bearings and growing requirements of technical level in the research, design, technology and quality inspired to establish the Research and Development Institute of Roller Bearings. The roller bearing production at that Zbrojovka Brno and research and development activities became the groundwork of present joint stock companies ZKL Brno, a.s. and ZKL Výzkum a vývoj, a.s.

Inseparable part of the traditions in research, development and production of ZKL bearings is also the history of formation its distribution network. Nowadays the continuity of the sales role is in hands of ZKL Bearings CZ, a.s. which is engaged in sales of ZKL bearings worldwide.

Presently ZKL Group structure is oriented to efficiently develop and strengthen its competitiveness with the topmost roller bearings manufacturers of the world. It has its own design and development





base, sufficient production capacities and dynamically evolving distribution network by the net of distributors.

What are the strengths of the ZKL brand?

The biggest strengths of ZKL brand are the quality for competitive price, a flexible approach to customer’s requirements. We offer our customers support of research and development. ZKL – Výzkum a vývoj, a.s. helps.

What is the added value of ZKL products?

We offer our customers support of research and development company ZKL – Výzkum a vývoj, a.s. We are able to suggest the best solution for application, offer assistance and supervision during the application or evaluate the current fatigue state of bearing and estimate the reason of failure so it could be eliminated. This leads to higher productivity and lower maintenance costs. .

As you are the Executive Director of ZKL Bearings CZ, a.s. responsible for worldwide sales – In which markets/ countries is ZKL active?

ZKL Group is very strong on domestic market, but we export more than 80% of products. Besides of European markets we serve also Latin America, Asia and our presence is also visible on African continent. Our opportunities are in Spanish speaking countries, Russian speaking countries and China.

Which are the biggest challenges you expect to deal with during 2017 -2019?

We will continue to deal with appearance of fake ZKL bearings and initiate strict actions in this matter. Research and development is working on projects that are focused on construction and material processing technology. As result of this we will widen our portfolio in the horizon of upcoming years.

Another challenge is to continue working on recognition of ZKL brand as the European manufacturer with quality yet affordable products for promising segments such as railway industry and renewable energy.

