



# Metal Work & Industrial Maintenance

The commercial success of a business is actually connected to a strategic plan that helps its customers to achieve excellence, promoting experiences and also sharing knowledge. We are in the 3.0 age, and you need a 3.0 age supplier!



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## → Introduction



### Paulo Ferreira

General Manager



“Located in Oporto – Portugal, FEBAFI has modern facilities, capable of taking part in major projects, both on a national and international level.”



“All company departments participate and interact with each other so that a global harmony is achieved in every product or service develop by FEBAFI”

Having started its activity in 1957 with the wits of Serafim da Rocha Ferreira, FEBAFI, Lda. operates in several areas, including industrial systems, industrial production, industrial maintenance, etc., having the ability to produce standard models and also customized models for our clients.

FEBAFI has defined processes to identify the needs and requirements of customers, in order to plan and deliver services that meet and, if possible, exceed their expectations.



Serafim da Rocha Ferreira - Founder





## → About us

FEBAFI - Ferreira Barros & Filhos, Lda. is an entrepreneurial and dynamic company of Portuguese origins. It started in the metal sector back in 1957 and since then it has been experiencing a constant growth. Guided by a vision of sustained growth and under the leadership of the Ferreira family since the beginning, the company has engaged in the diversification of its business in sectors and geographical areas with high potential. FEBAFI expanded its business by increasing its production, but always preserving the same top quality products.



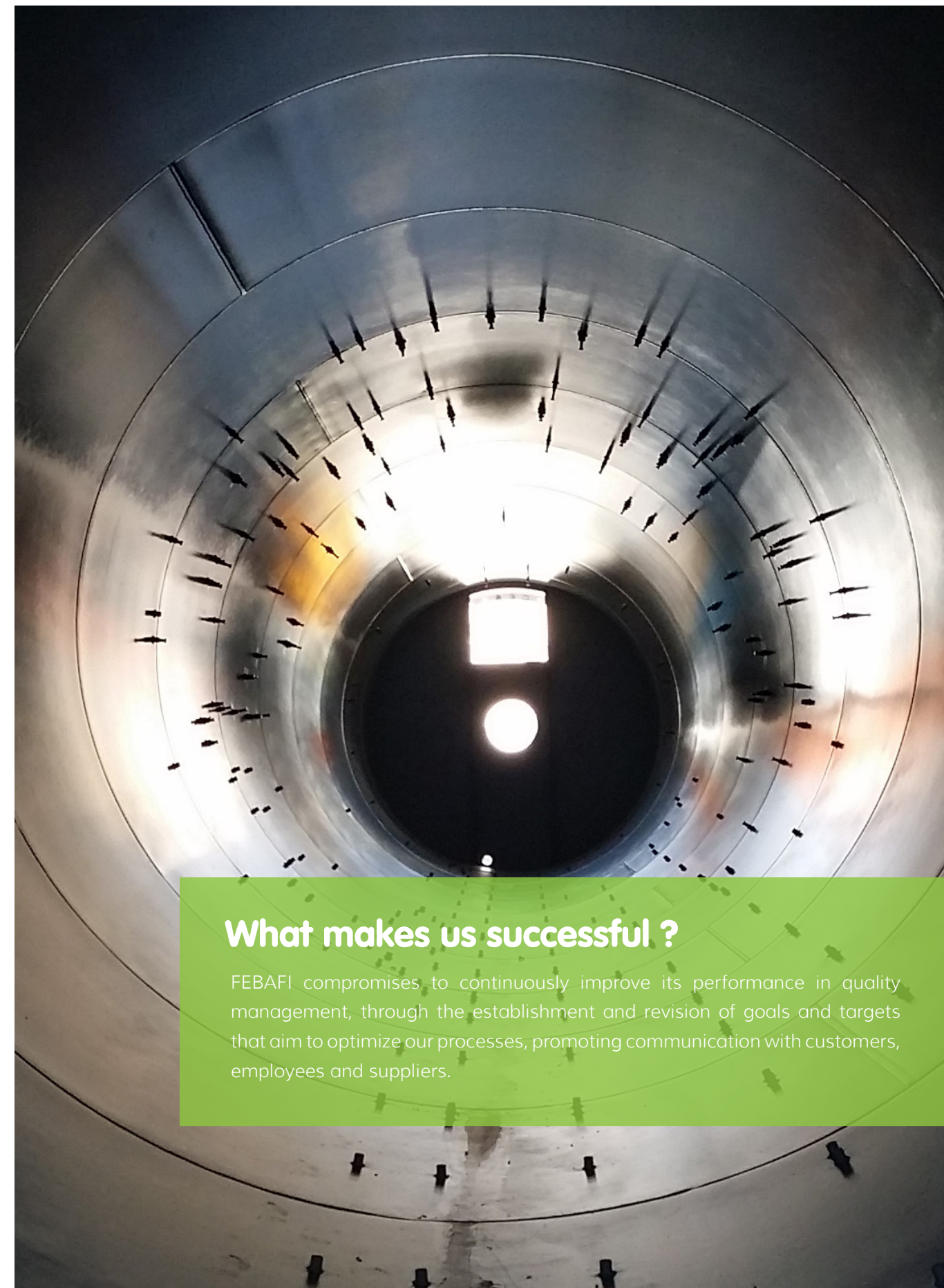
*"At FEBAFI we know that we are not alone in the world. In addition to a careful management of human resources, partner selection is essential to the harmony of the whole system. We believe that success should not only be ours but also to those who work with and for us."*

### Our principles

Observing the maxim «not just one market, not just one client, not just one currency, not just one product», FEBAFI overcame geographical borders. Always with the mission to respect the principles of economic, social and environmental development, FEBAFI continues to be founded on the same principles on which it built its history - entrepreneurial vision, responsibility, diligence, creativity and innovation.

### What we do?

For over 40 years, FEBAFI has been working closely with major players in the metal work business. We support our experience on countless hours working on different areas such as the glass industry, food industry, textile industry, renewable energies, wood industry, the optical industry and many others.



### What makes us successful ?

FEBAFI compromises to continuously improve its performance in quality management, through the establishment and revision of goals and targets that aim to optimize our processes, promoting communication with customers, employees and suppliers.





## → Meet our team



From professionals to professionals

## Challenges are common for us

Due to globalization challenges, companies must be prepared to compete in all markets. This scenario, create challenges to any company, because, besides being prepared to conquer the market where they are established, they should be able to face new markets. With that in mind, we have built a team prepared to do so.



**Paulo Ferreira**

General Manager



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**Carlos Ferreira**

Assistant Manager



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**Rui Pinheiro**

Production Manager



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## Why should you chose us ?

FEBAFI have several employees working in different departments that interact with each other. Each employee has one role that is a part of the process, but is not confined to a unique role. They all have in each department a global thinking.



*Creativity*



*Hard Work*



*Quality*



*Professional*

FEBAFI mission is the development of products and services geared to consumers and to contribute to the creation of technological and industrial innovation, in order to create technological tools that facilitate and expedite the tasks of any individual adopting and enhancing practice social responsibility to achieve the objectives.





## → Special services

Our goal is to manufacture and make products that meet your exact needs. Our ability to make custom made parts is, for those who can't find what they are looking for anywhere else on the market, a key asset.

By our experience, sometimes there isn't an ideal and instant solution on the market for that one production problem that you are facing. By understanding this situation, FEBAFI offers the chance to provide you a personalized service by completing your orders according to your specifications, and also by offering possible solutions for your particular problem.



### Analyze

Every request by our customers are of the utmost priority to us. Each one is analyzed by our team of experts regardless of being a standard request or a special order best suited to a situation special need.



### Networking

To achieve the best quality we only work with the best suppliers. Over the years we have formed a great network of suppliers that will always ensure you the best output result for your company.



### 24x7 Support

Our goal is to give you real time support, by offering you numerous options to instantly contact our team of experts via mobile, mail or Skype, so that we can tailor-make your every request.



### Delivery

We know that in the modern world every second counts. So we will send your order within the requested time frame for your best convenience. By doing so our intent is to give you that extra edge to maximize your ongoing production efforts.



## Our vision, your future !

FEBAFI has a mission to distinguish itself for its excellence, both in terms of management, products and services. A desire that is contagious and fuels the enthusiasm of the youngest generation - the third - involved in the family business. We will help you build your future on the foundations of our past!





## → Our planning

Expanding your business is an exciting proposition. It means it is doing well and ready to grow to the next level. Nevertheless, we intend to create the proper foundations so to create a sustainable growth. We want to include you in that growth!

Nearly 15 years ago FEBAFI began its expansion outside Portugal. It was natural that a company that offers world needed products, started reaching other companies around the world in a short time. Angola, Mozambique, Spain, Italy, Greece, France, Belgium, Switzerland, the U.K., Romania and Poland, are just some of the countries that have become strong markets in several fields of FEBAFI's action.

FEBAFI expanded its business by increasing its production, but always preserving the same top quality products. Today, we are a global company.

# We are ready for the future !

2011/2013

African business expansion: in order to penetrate new markets and deliver the growth they seek on their journey to high performance. There are remarkable advantages to participating in the already large African market: it is set to grow strongly and it is close by.

2014/2015

We believe that Central and Eastern Europe countries will remain the European Union's economic powerhouse both during and after the current crisis. The long-term growth prospects for the region will remain and lead to higher incomes, better welfare and more prosperity. We want to help them achieve all this.

2015/2016

Asia has emerged as one of the most attractive markets in the world, as it provides opportunities for growth and business expansion. China and India alone account for more than a third of the world's population, and Asian markets are an opportunity to tap into emerging markets with growing incomes and consequent growing demand. However, overseas business expansion into Asia is a challenge for any kind of company, big or small. We intend to take that challenge head on.

2016/2017

South American economies are booming as we speak. Countries like Brazil or Chile, among others, are the front runners for an economic jump. With the creation of a South American common market, the time to take FEBAFI's products to these markets is upon us.







## → Contact us

Whether you're looking for answers or to place an order, you'll find many ways to contact us right here. We'll help you resolve your issues quickly and easily, getting you back to more important things.

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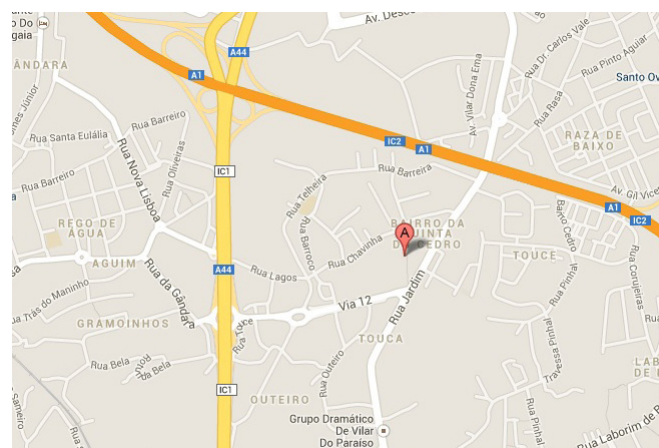
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