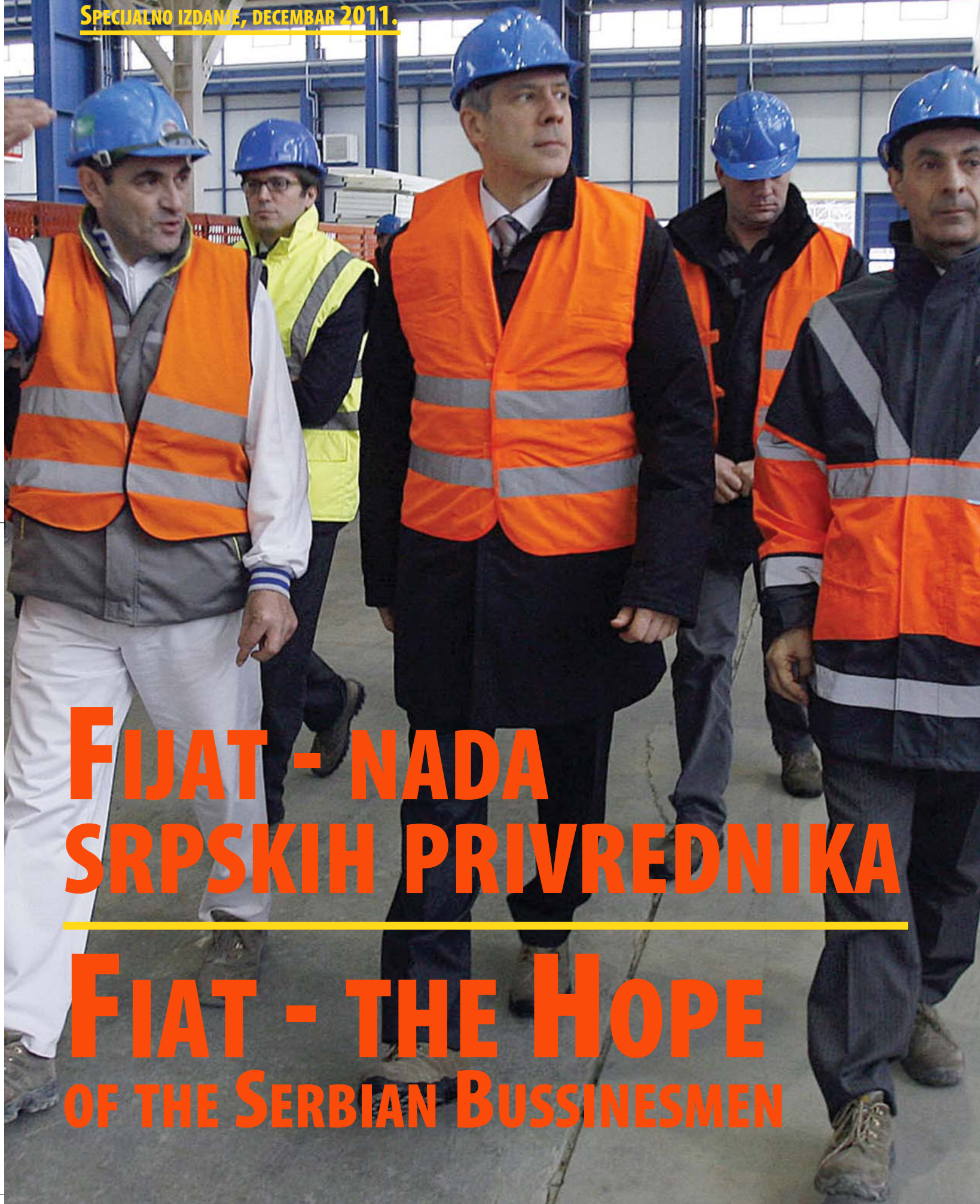


Danas

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**FIJAT - NADA
SRPSKIH PRIVREDNIKA**

**FIAT - THE HOPE
OF THE SERBIAN BUSSINESMEN**



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FIJAT - NADA SRPSKIH PRIVREDNIKA

Projekat Fijat, od samog početka izazivao je komentare koji su se kretali od skepse do euforije, a njegovo usporavanje pod pritiskom prvog talasa ekonomske krize, mnoge je navelo da posumnjaju kako će ikada postati stvarnost. Ipak, ono što poslednjih dana niče ispod krovova nove fabrike sagrađene na temeljima Zastave, malo je tehnološko čudo i dobro čuvana tajna koja budi nadu da će ponovo zaburjati mašine i prekinuti nit od dve decenije zaostajanja ne samo kragujevačkog proizvođača, nego i čitave plejade malih fabrika koje su radile za taj sistem. Računajući na saradnju sa Fijatom, u Kragujevac ali i druge okolne gradove, gotovo po celoj Srbiji, svoj dolazak najavljuju svetski proizvođači automobilskih komponenti. Mnogi od njih već su počeli da grade svoje pogone a čitava plejada domaćih proizvođača uveliko priprema programe koji su deo buduće velike serijske proizvodnje automobila.

Ali, i pre nego što je prvo vozilo izašlo iz fabričkog kruga, dvadesetak domaćih firmi okupilo se u zahtevnom poslu obnove i izgradnje nove fabrike. Za njih, posao sa Fijatom nije samo dragoceni prihod u vreme krize. To je potvrda da kvalitetom i strukom mogu da odgovore potrebama gradnje jedne od najsavremenijih fabrika, ali i značajna referenca za nove poslove na koje svaka od tih firmi računa. Iznad svega, to je svedočanstvo da su ti gaditelji, prethodnica velikog projekta koji bi trebalo da oživi domaću industriju i da bude vesnik jedne drugačije Srbije. Ovo je priča o njima.

FIAT - THE HOPE OF THE SERBIAN BUSSINESMEN

From the very beginning the project Fiat caused commentaries which oscillated between scepticism and euphoria and due to the slowdown of its realization under the pressure of the economic crisis many people were made to doubt that it would never become the reality. Nonetheless, what has been raised these days under the roof of the new factory built on "Zastava" foundation is a small technological miracle and a well kept secret which invokes hope that the machines will make noise again and end the period of lagging not only of the manufacturers from Kragujevac but also of the whole myriad of small factories which worked for that system. Counting on the cooperation with Fiat, the world manufacturers of automobile components announce their arrival to Kragujevac and other surrounding towns, almost all across Serbia. Many of them have already started building their own facilities and the whole myriad of the domestic manufacturers intensively prepare programs which are the part of the future mass series production of automobiles.

But, around twenty domestic companies assembled within the demanding work of the reconstruction and building new factory. For them the deal with Fiat is not only the opportunity for obtaining income in the time of crisis. It is the proof that they can respond to the needs of the construction of one of the most modern facilities with the quality and professionalism. It is also an important reference for new business activities which all these companies count on. Above all, it is the confirmation that these contractors are the precursors of the large project which should revive domestic industry and be the herald of a different Serbia. This is the story about them.





*Nebojša Ćirić,
ministar ekonomije
i regionalnog razvoja*

Fijat je magnet za nove investitore

Projekat Fiat automobili Srbija je, kao retko koji projekat do sada, izazvao interesovanje najšire javnosti, uz oprečne stavove i mišljenja. Istina je da je zajednička investicija Fiata i države najveća pojedinačna investicija u industriju Srbije u poslednje vreme, i da realno očekivani pozitivni efekti ove investicije, kako na makroekonomsku sliku Srbije, tako i za regionalni razvoj šumadijskog okruga prevazilaze efekte bilo koje investicije u Srbiji u poslednjih nekoliko decenija.

Činjenica je da je pre perioda tranzicije srpska ekonomija po svojoj strukturi bila orijentisana, pored poljoprivrede i energetike, dominantno na industrijsku proizvodnju - odluka čija je korisnost za Srbiju više osporavana nego hvaljena. Razlog za to je pre svega nerazumevanje značaja industrijske proizvodnje i iskrivljena slika da druge privredne grane generišu značajniju dodatnu vrednost. Velike korporacije bile su i ostale jedan od najznačajnijih privrednih subjekata čije je postojanje neophodno za razvoj malih i srednjih preduzeća kao prstena industrijskog razvoja nacionalnih ekonomija.

Industrijska proizvodnja je po svojoj prirodi kapitalno intenzivan proces - neophodne su velike investicije u osnovna sredstva, koja nose najznačajniji udeo u bilansu stanja. U svetu sve bržeg napredovanja tehnologije, ciklus zamene i modernizacije opreme postao je značajno kra-

*Nebojša Ćirić,
ministar ekonomije
i regionalnog razvoja*

Fiat is a magnet for new investors

The project Fiat Automobiles Serbia aroused almost unprecedented interest of the widest possible audience, which implied contradictory views and opinions. It is true that the joint investment of Fiat and the Republic is the greatest recent individual investment in the industry of Serbia, and that the realistic positive effects of this investment, both on the macroeconomic picture of Serbia and regional development of Šumadija County, are greater than the effects of all previous investments made in Serbia over the last several decades.

It is a fact that before the transition period the structure of the Serbian economy was directed not only to agriculture and energy sectors but mainly to the industrial production, as well - the decision the benefit of which for Serbia was more disputed than praised. This situation is mainly caused by the lack of the understanding of the importance of industrial production and the distorted image that other branches of industry generate the higher added value. Great corporations have been one of the most significant economic entities, the presence of which is necessary to the development of small and medium size companies as the ring of the industrial development of national economies.

The industrial production is by its nature the capital-intensive process - the great investments in the basic means, which are the most important in the balance sheet, are necessary. In the world where the technology has been improved at increasingly fast rate, the cycle of replacement and modernization of equipment has become considerably shorter, which lead to the requirements for the cost optimisation, extension of the scope and the greater efficacy of the production. The Serbian economy, previously hindered by the international embargo, and nowadays by the consolidation of the great international companies, which are faced up with the crises, focused on their domestic markets and not currently interested in the extension to the new markets, is in the situation which implies that there was multi-annual underinvestment for the obvious reasons.

Simply speaking, the scope of the investments necessary for the revitalization of the Serbian industry is far greater than the domestic sources of capital, while the foreign sources of investment were unavailable, for many different reasons. Thereby the industrial production, instead of being the generator and engine of the economy in general, was the burden for the state budget, since it was necessary to support the economically unsustainable production by subsidiaries, which under the above conditions was the only solution to providing the continuous business activities, presence at the relevant markets and preservation of the work talents of the employees.

By strengthening ties with the international community, mainly with the European Union, the conditions for the establishment of new model of encouraging economic growth and creating the investment frame, which would eliminate the permanent financing of the economy without the significant progress of technology, competitiveness and profitability, would be created.

It should be emphasized that by the introduction of the significant incentives to the investors for the investment in the Serbian economy and opening of the new work places, the economic policy

ći, što je dovelo do zahteva za optimizacijom troškova, povećanjem obima i efikasnosti proizvodnje. Srpska privreda, ranije opterećena sankcijama međunarodne zajednice, a sada konsolidacijom krizom zahvaćenih velikih internacionalnih korporacija fokusiranih na svoja matična tržišta i trenutno neizainteresovanih za širenje na nova tržišta, našla se u situaciji da ima industriju u koju se iz objektivnih razloga godinama nedovoljno investiralo. Jednostavno, obim ulaganja neophodnih za revitalizaciju srpske industrije daleko prevazilazi domaće izvore kapitala, dok su strani izvori finansiranja, iz raznih razloga, bili nedostupni. Na taj način je industrijska proizvodnja, umesto da suštinski deluje kao generator i pokretač čitave privrede, predstavljala balast za državni budžet, jer je bilo neophodno subvencijama podržavati ekonomski neodrživu proizvodnju, što je u datim uslovima bilo jedino rešenje za održavanje kontinuiteta poslovanja, prisutnosti na relevantnim tržištima i održavanja radnih veština zaposlenih.

Uspostavljanjem jačih veza sa međunarodnom zajednicom, pre svega Evropskom unijom, stvorili su se uslovi za razvoj novog modela podsticanja privrede i kreiranja investicionog okvira koji bi eliminisao permanentna davanja privredi bez značajnijeg napretka u tehnologiji, konkurentnosti i profitabilnosti.

Uvođenjem, mora se reći, značajnih podsticajima investitorima za ulaganje u srpsku privredu i otvaranje novih radnih mesta, ekonomska politi-

of the Ministry of Economy and Regional Development, has focused on creating the favourable investment climate to the credible strategic partners, and it has been aimed at enabling Serbia to distinguish itself at the competitive map of the investment places in the region.

It should be admitted that the desirable results were achieved by using this model - the numerous companies which had been waiting for investors for many years, with the help of the Ministry of Economy and Regional Development, Serbia Investment and Export Promotion Agency, and the Privatization Agency, found their strategic partners, which implies that the permanent budget expenditure for subsidiaries to the public and state-owned companies were replaced with the final incentive packages. Therefore, among others, „Tatravagonka“, „Benetton“ and other companies, started their production in Serbia. The Republic also met the requirements of the investors, who would choose to start the production „from scratch“, so-called „greenfield“ investments, and gave them the incentive packages for investing and opening of the new work places. Thereby, „Panasonic“, „Leoni“, „Falke“ came to Serbia, and the internationally renowned „Bosch“ has recently signed the agreement with the Government of the Republic of Serbia on the construction of new factory in Pećinci.

The process of privatization in Serbia is familiar with several models of privatization, which essentially imply the selling of capital or assets. In

ka koju vodi Ministarstvo ekonomije i regionalnog razvoja fokusirala se na obezbeđivanje povoljne investicione klime za kredibilne strateške partnere, čiji je cilj bio da se Srbija izdvoji na vrlo konkurentnoj mapi investicionih destinacija u regionu.

Mora se priznati da je takav model doneo očekivane rezultate - veliki broj preduzeća koji je godinama čekao na investicije uz pomoć Ministarstva ekonomije i regionalnog razvoja, Agencije za strana ulaganja i promociju izvoza i Agencije za privatizaciju pronašao je strateške partnere, čime su se permanentna budžetska izdvajanja za subvencije društvenim i državnim preduzećima zamenila konačnim paketima podsticaja. Tako su, na primer, u Srbiji svoju proizvodnju započeli „Tatravagonka“, „Benetton“ i ostali. Država je takode u susret izašla i investitorima čiji je izbor bio da pokrenu proizvodnju „od nule“, tzv. greenfield investicije, i njima je obezbedila podsticajne pakete za

investiranje i otvaranje novih radnih mesta. Na taj način su u Srbiju došli „Panasonic“, „Leoni“, „Falke“ a odnedavno i svetski priznat nemački „Bosch“ koji je potpisao ugovor sa Vladom Republike Srbije o izgradnji nove fabrike u Pećincima.

Proces privatizacije u Srbiji poznaje nekoliko modela privatizacije, koji se u suštini svode na prodaju kapitala ili prodaju imovine. U slučaju prodaje kapitala, kupac pored ugovorom definisanih obaveza, preuzima sve postojeće obaveze preduzeća koje kupuje, dok se u slučaju prodaje imovine preuzimaju u suštini samo ugovorne obaveze. Preduzeća koja su bila uspešna, sa profitabilnim poslovanjem i jasnom slikom zaduženosti, mogla su da se privatizuju prodajom kapitala. U izvrsnom broju slučajeva, kupci u privatizaciji, prepoznajući potencijal koji pojedini biznis poseduje, bili su spremni da preuzmu kapital i prezaduženih preduzeća, naravno za cenu koja je reflektovala ta-



the case of selling of capital, the customer along with the obligations defined by the contract, should meet all obligations of the company which is being sold, while in the case of the selling of assets essentially only the obligations from the contract should be met. It was possible to privatize the companies which used to be successful with the profitable business activities and clear picture of indebtedness, by selling of capital. In some cases, the buyers during the privatization, having recognized the capacity of some business, were ready to take over the capital of the indebted companies as well, of course at price which reflected such indebtedness, by also taking the risk of the paying-off these debts.

However, most frequently there was a lack of interest in the capital of the indebted companies. Thus, the assets were sold without the debts, by meeting the obligation of taking over certain number of employees, i.e. by the obligatory social program.

Some companies which were important to the economy of Serbia had difficulties in attracting of the investors. Such being the case of Zastava from Kragujevac, since the tender for selling of this company was issued in 2007, but none of the registered participants met the entrance conditions. This tender was the clear signal that it was needed to establish the special model of the attraction of the strategic partner for Zastava in Kragujevac. Concerning the automobile industry, it is of the crucial importance to provide the placement of the products, which implies that one needs to have the easily recognizable brand. In addition, in the global competition of the great automobile companies, efficacy and scope of production are of vital importance. Nowadays the automobile factory which can produce less than 200,000 vehicles is unprofitable.

The fact is that Zastava managed to produce this number of vehicles in the late 1980s - at the time of the considerably greater domestic market,

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kvo zaduženje, preuzimajući i rizik za vraćanje tih dugova.

Međutim, najčešće je interes za kapital takvih, prezaduženih preduzeća izostajao. Tada se prodavala imovina bez dugova, uz obavezu investiranja i preuzimanja određenog broja radnika, odnosno uz obavezni socijalni program.

Pojedina, za privredu Srbije značajna preduzeća, imala su teškoća sa privlačenjem investitora. Jedan od takvih slučajeva je i kragujevačka Zastava, za čiju fabriku automobila je krajem 2007. godine raspisan tender na kom nije bilo prijavljenih učesnika koji su ispunjavali kvalifikacione uslove.

Ovaj tender je predstavljao jasan signal da je za kragujevačku Zastavu potrebno razviti poseban model privlačenja strateškog partnera. Za automobilsku industriju, ključno je obezbediti plasman proizvoda - pre svega je neophodno je imati pre-

poznatljiv brend. Takođe, u globalnoj konkreciji velikih automobilskih kompanija, efikasnost i obim proizvodnje su ključni. Danas je fabrika automobila kapaciteta manje od 200.000 vozila neisplativa.

Činjenica je da je Zastava krajem 80-tih godina prošlog veka ovu cifru i dostigla - u vreme značajno većeg domaćeg tržišta, sa protekcionističkim uvoznim stopama i u vreme kada je raspolagala konkurentnom tehnologijom. Danas, domaće tržište nije sposobno da apsorbuje graničnu količinu proizvedenih automobila koja je neophodna da bi proizvodnja bila isplativa. Ključ uspeha je plasman na inostrana tržišta. Za takav plasman, globalno prepoznatljiv brend je imperativ.

Iz svih tih razloga, Ministarstvo ekonomije i regionalnog razvoja je pokrenulo pregovore sa italijanskim Fiatom, kako bi rešilo pitanje Zastave. U

trenutku započinjanja pregovora, Fiat je bio jedna od retkih globalnih automobilskih kompanija koja je beležila profit, što se zadržalo i do danas. Sa druge strane, bez obzira na proteklo vreme od uspostavljanja proizvodnje u Zastavi do danas, ona se temeljila na principima i tehnologiji Fiata. Kompatibilnost proizvodnje bila je ključna pre svega za preuzimanje značajnog dela radnika Zastave i relativno kratkom periodu obuke za rad sa novim tehnologijama koje koristi Fiat.

Kompanije koje proizvode automobile imaju posebno mesto u privredi - za funkcionisanje fabrike automobila je, pored velikog broja radnika u samoj fabrici, neophodno lokalno prisustvo ključnih dobavljača, samim tim i generisanje novih investicija i otvaranje dodatnih novih radnih, po broju višestruko većem od broja radnika u samoj fabrici automobila.

Iz tog razloga se Republika Srbija odlučila da, zajedno sa Fiat-om kao strateškim partnerom osnuje zajedničku kompaniju u kojoj bi bila manjinski vlasnik. Pored navedenog, razlozi za učesće Republike Srbije u kapitalu kompanije su brojni - direktna kontrola investicionog ciklusa, dinamike zapošljavanja, plasmana na inostrano tržište su samo neki od njih. Naravno, država ima pravo i na dividende, ali je primarni interes države bio da ima direktan uvid i kontrolu u razvojni aspekt koji ova investicija treba da donese.

Iako je transakcija zajedničkog ulaganja Republike Srbije i Fiata vrlo kompleksna, kada se sagle-



with the protective import rates and at the time when it had the competitive technology. Today, the domestic market is not able to absorb the limit quantity of the manufactured automobiles, which would make the production profitable. The key of the success is the placement at the international market. The globally recognizable brand is the imperative for this placement.

For all above reasons, The Ministry of Economy and Regional Development started to negotiate with the Italian Fiat, aimed at solving the issue of Zastava. When the negotiations began, Fiat was one of few global automobile companies which made profit, and this trend has continued to this very day. On the other hand, regardless of the time which passed from starting of production in Zastava, it was based on the principles and technology of Fiat. The compatibility of production was of the key importance mainly to the taking-over the majority of the per-

sonnel of Zastava over the relatively short period of training for the work with new technologies used by Fiat.

The companies which produce automobiles have a special role in the economy - along with numerous employees in the factory, the local presence of the key suppliers is necessary for the activities of the automobile factory, which imply the generation of new investments and opening of additional new work places, the number of which is far greater than the number of employees in the automobile factory itself.

Therefore, the Republic of Serbia, with Fiat as the strategic partner, decided to establish the joint company in which it would have the minority stake. There are other numerous reasons why the Republic of Serbia decided to become one of the investors of the company, such as the direct control of the investment cycle, of dynamics of employing, placement at the international market,

etc. Of course, the Republic is able to gain dividends, but it is primarily interested in the direct monitoring and control of the development aspect which this company should achieve.

Although the transaction of the joint investment of the Republic of Serbia and Fiat is very complex, having in mind the complete picture, the essence is simple - the Republic of Serbia, as the minor shareholder, and Fiat together invest in one of the greatest domestic companies, the facilities and equipments of which would worth more than one billion euros, which would be mainly provided by the credit given by the European Investment Bank, and which would be paid off by the profit made by the joint company, the Republic of Serbia is solving the problem regarding the unsustainable production in Zastava based on the subsidiaries, by opening the new work places and made multiple benefits regarding the economic and macroeconomic developments. Namely, the company is able to produce 200,000 vehicles, and there is a possibility to increase the number of produced vehicles to 300,000. Based on the preliminary forecasts, the net effect on the external balance sheet would be improved by the additional one billion euros, which will considerably contribute to the stability of the Serbian currency, and which would reduce the risk from the inflationary pressures. If we analyze the effect on GDP, the annual production can contribute to the increase of as much as 3%. In addition, Fiat in its system in-

da kompletna slika suština je jednostavna - Republika Srbija, kao manjinski partner i Fiat investiraju zajedno u jednu od najvećih domaćih kompanija, koja će imati više od milijarde evra u objektima i opremi najvećim delom obezbeđenih kreditom Evropske investicione banke koji će iz profita da vraća zajednička kompanija, Republika Srbija rešava pitanje ekonomski neodržive proizvodnje u Zastavi zasnovanoj na subvencijama, dobija nova radna mesta, i ostvaruje višestruke koristi po svoj privredni i makroekonomski razvoj. Naime, pun kapacitet ove fabrike iznosi 200.000 vozila sa mogućošću povećanja kapaciteta na 300.000 vozila. Preliminarne projekcije govore da bi neto efekat na platni bilans sa inostranstvom bio poboljššan sa dodatnih milijardu evra, što će bitno doprineti i stabilnosti naše valute, a što za posledicu može da ima i smanjenje inflatornih pritisaka. Ukoliko posmatramo efekat na BDP, godišnja proizvodnja može da doprinese rastu i do 3%. Takođe, Fiat u svoj sistem uključuje najsavremeniju fabriku u okruženju sa, za standarde Evropske unije, povoljnim troškovima radne snage, materijala i energenata, paket investicionih, poreskih i podsticaja za zapošljavanje koji su Srbiju kao investicionu destinaciju izdvojili od ostalih zemalja okruženja.

Na kraju, ali ne i najmanje važno jeste da je prisustvo jedne takve globalne kompanije koja se odlučila za Srbiju za investicioni projekat veći od milijardu evra jasan signal svim velikim globalnim kompanijama i potencijalnim strateškim partnerima srpske privrede da je Srbija stabilno i povoljno odredište za krupan kapital koji je ključ za revitalizaciju srpske privrede, pokretač razvoja i put ka transformaciji u vodeću privredu u regionu.



corporates the most advanced factory in the region with, for the European Union standards, favourable costs of work force, materials and energy resources, package of the investment, tax and employment incentives, that distinguished Serbia as the investment place from other countries in the vicinity.

Last but not least, the presence of such a global company, which decided to invest in the project in Serbia which is greater than one billion euros, is the clear signal to all great global companies and potential strategic partners of the Serbian economy that Serbia is the stable and favourable market to the great capital, which is the key to the revitalization of Serbian economy, engine of the development and path towards its transformation into the leading economy in the region.



*Veroljub Stevanović,
gradonačelnik Kragujevca*

Najznačajnija investicija u poslednjih pola veka

U realizaciju projekta Fijat automobili Srbija uključen je i grad Kragujevac, koji sa tom kompanijom ima potpisan Memorandum o strateškom partnerstvu. Otuda je gradonačelnik Veroljub Stevanović, čest gost u FAS-u, gde se ovih dana privodi kraju rekonstrukcija fabričkih pogona, izgradnja novih objekata i instaliranje savremene proizvodne opreme. Kako je i sam najveći deo svog radnog veka proveo kao rukovodilac u Zastavi, razgovor počinjemo pitanjem kako mu sada izgleda nova fabrika.

- Fabrika u kojoj sam ja radio više ne postoji. Ovo što je izgrađeno na njenim temeljima je potpuno nova, bez dileme, najmodernija Fijatova fabrika. Ali ne samo to. Po struci sam diplomirani mašinski inženjer, specijalizovan za motore i motorna vozila i posetio sam mnoge poznate svetske kompanije, od Audiya do BMW-a, i siguran sam kada kažem da je ova u Kragujevcu jedna od najsavremenijih te vrste u Evropi.

- I u FAS-u tvrde da se ovde instalira najsavremenija oprema koja trenutno može da se nađe na svetskom tržištu, a nabavljena je od proizvođača u Nemačkoj, Japanu, Italiji i drugde. Videli ste najveći deo te opreme, kakvi su vaši utisci?

- Sve što bih rekao izgledalo bi kao preterivanje, jer ta postrojenja jednostavno treba videti. Ja samo mogu da potvrdim Fijatove tvrdnje, i da dodam da najveći deo te opreme čine roboti poslednje generacije.

- Šta za Kragujevac znači dolazak Fijata?

- To je u poslednjih 50 godina najznačajniji privredni događaj ne samo u gradu, nego i za Srbiju. Fijatova fabrika u Kragujevcu obezbediće velikog broj direktnih i još veći broj indirektnih radnih mesta, jer tu investiciju prati veliki broj kooperanata koji će takođe angažovati nove radnike. Uz to, sa Fijatom će oživeti i sektor usluga, pre svega ugostiteljstva i hotelijerstva.



*Veroljub Stevanović,
City Mayor of Kragujevac*

The most important investment over the last half-century

The city of Kragujevac is also involved in the implementation of the project Fiat Automobiles Serbia, and it signed the Memorandum on Strategic Planning with this company. Therefore, City Mayor Veroljub Stevanović is a frequent guest in FAS, where nowadays the reconstruction of the factory facilities, construction of new facilities and installing of modern manufacturing equipment are in the final phase. Since he spent the greatest part of his career as a manager in Zastava, we begin this conversation by the question how this new factory looks like.

- The factory where I worked does not exist any more. The one which is built on the base of the previous factory is a completely new and, undoubtedly, the most advanced Fiat factory. But, there is something more. I am a mechanical engineer by trade, specialized in engines and motor vehicles and I visited many famous world companies, from Audi to BMW, and I am sure that this factory in Kragujevac is one of the most advanced ones in Europe.

FAS also claims that in this factory the most advanced equipment, which can be currently found at the world market, and which was procured from producers in Germany, Japan, Italy and other countries, has been installed. You have seen the majority of this equipment, what are your impressions of it?

- Whatever I say would sound like an exaggeration, since these facilities should simply be seen. I can only confirm the claims made by Fiat, and add that the majority of equipment refers to the robots of the latest generation.

What does the arrival of Fiat mean for Kragujevac?

- It is most important economic event, not only in this city, but in Serbia in general, as well. Fiat factory in Kragujevac will provide numerous direct jobs, and even more indirect ones, since this investment implies a great number of collabo-

Već sada u kragujevačkim hotelima u okolini bukvalno nema nijednog slobodnog mesta, tako da najozbiljnije razmišljamo o izgradnji novih hotelskih kapaciteta, a planovi su da ta zdanja budu najviše klase. Kragujevac je dobio i nove saobraćajnice, a u dogledno vreme dobiće još mnogo toga. Ipak, najvažnije je to što će, po ekonomskoj snazi, postati drugi grad u Srbiji, odmah iza Beograda.

- Koliko će, prema Vašoj proceni, proizvodnja Fijatovih automobila u Kragujevcu doprineti oživljavanju i razvoju domaće industrije i privrede?

- Treba se setiti šta je proizvodnja Zastavinih automobile nekada značila ne samo za srpsku, nego i za privredu bivše jugoslovenske državne zajednice. Tada je na stotine hiljada srpskih i jugoslovenskih radnika, direktno ili indirektno, bilo vezano za fabriku u Kragujevcu. Slično će biti i sada, jer sa Fijatom, ponoviću, dolaze proizvo-

đači auto-delova i komponenti, ali i drugi investitori, i to ne samo iz Italije, već iz celog sveta. To se već dešava, pomenuću samo južnokorejsku Jura korporaciju koja je prisutna u Rači Kragujevačkoj i Nišu. U Srbiju je došao i nemački Leoni, tu je od skora i veliki Boš. Fijat je, reklo bi se, magnet i za ostale velike inostrane investitore ne samo u industriji, nego i u drugim delatnostima. Primera radi, u Kragujevac je posle Fijata, pored ostalih firmi, došla i izraelska Placa koja ovde gradi najveći šoping mol na Balkanu, u kojem će biti nekoliko stotina novih radnih mesta.

- Da li država i grad ispunjavaju preuzete obaveze, posebno one vezane za izgradnju putne infrastrukture, koja FAS-u obezbeđuje urednu logistiku i normalno funkcionisanje?

- Saradnja grada, države i Fijata na najvišem je mogućem nivou. Ima, doduše, malih kašnjenja kad je gradnja infrastrukture u pitanju.

U roku

Trenutno u fabričkom krugu FSS-a i oko njega gradimo tri mosta i pet saobraćajnica za vezu fabrike sa gradskim i magistralnim putnim pravcima, kao i sa Slobodnom zonom "Grošnica", u kojoj će biti locirane fabrike najznačajnijih Fijatovih kooperanata. Auto - put od Kragujevca do Koridora 10, prema zvaničnim najavama iz Vlade Srbije, mora da bude u potpunosti završen do kraja naredne godine. Izgradnja Južne obilaznice oko Kragujevca, koja će predstavljati direktnu vezu fabrike sa međunarodnom saobraćajnicom, trebalo bi da se okonča do 2014. godine, čime će najveći deo obaveza države i grada prema Fijatu biti ispunjen.

Osnovano, ipak, verujem da će gradnja kako internih i lokalnih, tako i magistralnih saobraćajnica biti okončana do početka serijske proizvodnje prvog novog modela, znači u aprilu, ili maju naredne godine.

Zoran Radovanović



rators which will also hire new workers. In addition, the service sector, mainly catering and hotels, will be revived thanks to Fiat. There is virtually no free room in the hotels in Kragujevac and vicinity, so we seriously consider the construction of new ones, and these buildings are supposed to be of the highest class. New highways were also built in Kragujevac, and in the foreseeable future many other pro-

Meeting deadlines

At the plot of land where the FAS is located and around it we currently build three bridges and five highways in order to connect the factory with not only the local and arterial roads, but with Free zone "Grošnica", where the factories of the most significant Fiat collaborators will be located, as well. The highway Kragujevac - Corridor 10, according to the official announcement of the Serbian Government, should be completed by the end of 2012. The construction of South bypass around Kragujevac, will be the direct connection of the factory with the international highway, will have been finished until 2014, by which the majority of the obligations of the state and local authorities regarding Fiat will be met.

jects will be implemented. However, the most important thing refers to the fact that Kragujevac will be the second city in Serbia regarding the economic development, directly following Belgrade.

In your opinion, to what an extent the production of Fiat automobiles in Kragujevac will contribute to reviving and developing of Serbian industry and economy?

- We should have in mind the great importance of the production of the former Zastava automobiles not only to the Serbian economy, but to the economy of the former Yugoslavia as well. At the time hundreds of thousands of Serbian and Yugoslav workers were either directly or indirectly associated with the factory in Kragujevac. The case of Fiat is similar as, I repeat, the producers of car parts and components and other investors are coming to Serbia, not only from Italy but from all other parts of the world as well. This process has been already in progress, and it is enough to mention South Korean Yura Corporation which is pre-

sent in Rača Kragujevačka and Niš. The German Leoni Company also came to Serbia, and the great Bosch Company has arrived recently. Fiat is, so to speak, magnet for other great foreign investors not only in the industry but in other domains as well. For instance, along with other firms, Israeli Plaza Company came to Kragujevac after Fiat, and it builds the biggest shopping mall in the Balkans, where several hundred new jobs will be available.

- Do the state and local authorities meet their obligations, particularly ones regarding the construction of road infrastructure, which provides the suitable logistics and enables the normal business activities of FAS?

- The cooperation of local and state authorities and Fiat is at the highest possible level. Nevertheless, there are small delays in the construction of infrastructure. I rightly believe that the construction of not only internal and local roads, but of arterial ones, as well, will be finished before the serial production of the first new model began, which means in April or May 2012.

Aleksandar Ljubić, član Upravnog odbora kompanije Fijat automobili Srbija, o novoj fabrici u Kragujevcu

Najveći industrijski projekat u poslednjih nekoliko decenija

Srbija od proizvodnje u kompaniji FAS može da očekuje devizni prihod od milijardu evra godišnje

Značajan prihod treba očekivati i od proizvodnje i izvoza delova Fijatovih komponentaša, koji će ovde imati status domaćih firmi

Savetnik u Ministarstvu ekonomije i regionalnog razvoja, Aleksandar Ljubić, jedan je od dvojice predstavnika države u Upravnom odboru kompanije Fijat automobili Srbija (FAS) i prvi operativac Vlade Srbije koji od početka učestvuje u tom projektu, pre svega u delu vezanom za izgradnju nove fabrike u krugu „Zastave“.

- Rekonstrukcija proizvodnog pogona i poslovnog prostora nekadašnje „Zastave“ Fabrike automobila, koju je FAS preuzela početkom prošle godine, najveći je industrijski projekat u Srbiji u poslednjih nekoliko decenija. Građevinski radovi u praktično potpuno novoj fabrici privedeni su kraju, najveći deo savremene proizvodne opreme, nabavljene u Nemačkoj, Japanu, Italiji i dru-

Aleksandar Ljubić, the member of the Board of Directors of the company Fiat Automobiles Serbia, speaks about new factory in Kragujevac

The largest industrial project over the last few decades

Serbia can expect the foreign currency income worth a billion euros per a year from the production in FAS company

The significant revenue should be also expected from the production and export of the parts manufactured by Fiat's partner companies, which will have here the status of domestic firms

The advisor in the Ministry of Economy and Regional Development Aleksandar Ljubić is one of two representatives of the authorities in the Board of Directors of the company Fiat Automobiles Serbia (FAS) and first official of the Serbian Government who has participated in that project, primarily in its part regarding the con-





gim zemljama već je na svom mestu, dok će ostatak biti instaliran do kraja prvog kvartala naredne godine. Radi se o najnovijoj opremi za proizvodnju vozila koja može da se nabavi na svetskom tržištu, pa će kragujevačka fabrika biti najsavremenija Fijatova kompanija u ovom trenutku. Od stare „Zastave“ nije ostao ni jedan jedini šraf - priča Ljubić, pojašnjavajući dokle se stiglo sa izgradnjom novih pogona koji će proizvoditi 300.000 vozila godišnje, s time što ti kapaciteti vremenom mogu i da se povećaju.

● **Šta je konkretno rekonstruisano i instalirano u pogonima?**

- U Karoseriji je montirana sva oprema, i taj pogon za izradu karoserijskih pozicija i školjki automobila je gotov u potpunosti. U Preseraj je, iz Japana, stigla prva linija presa, a druga će stići početkom naredne godine. Pogoni Lakirnica i Hemijska priprema su najvećim delom gotovi. Montaža je spremna za početak probne proizvodnje novog modela, a u celosti će biti gotova za start serijske proizvodnje tog vozila.

● **Uveliko se grade i fabrike najznačajnijih Fijatovih dobavljača u Slobodnoj zoni „Grošnica“. Kad će u tim fabrikama početi proizvodnja delova za ugradnju u Fijatove automobile?**

- Fabrike najvažnijih dobavljača, u kojima će se proizvoditi točkovi, sedišta, pozicije od plastike i drugo, i bukvalno se grade danonoćno, pa se na tim lokacijama noću radi uz reflektore. Fabrike glavnih kooperanata grade se i u krugu FAS-a, gde će najveći dobavljač Manjeti Mareli i Džonston Kontrol imati po dva pogona, i u bivšoj vojnoj kasarni „Grošnica“, udaljenoj nekoliko stotina metara, gde niču objekti multinacionalnih kompanija, takođe Džonston Kontrola, kao i Promo manjeto kompani, Sidžet i HTL. U neposrednoj blizini FAS-a će, za sada, biti podignuto sedam fabrika najznačajnijih Fijatovih dobavljača. Sve one biće spremne za sopstvenu masovnu proizvodnju onog trenutka kada i FAS uđe u serijsku proizvodnju novog modela.

struction of the new factory in the area of „Zastava“, from the very beginning.

- The reconstruction of the production facility and the business premises of the former automobile factory „Zastava“, which was taken over by FAS at the beginning of this year, is the largest industrial project in Serbia over the last few decades. The performance of the works in the practically completely new factory is in the final phase, most pieces of the modern production equipment obtained from Germany, Japan, Italy and other countries have already been set up, and the rest of it will have been installed by the end of the first quartal of the next year. It is the cutting-edge equipment for the production of vehicles which can be obtained from the world market. Therefore the factory in Kragujevac will be the most modern





● **Kada možemo da očekujemo otvaranje nove fabrike automobila u Kragujevcu i početak serijske proizvodnje prvog od dva predviđena Fijatova modela?**

- Fabrika će biti otvorena sredinom aprila naredne godine. Tada će u njoj početi i serijska proizvodnja novog modela sa pet sedišta, koji će, prethodno, početkom marta, svetskoj javnosti biti predstavljen na Sajmu automobila u Ženevi, a vrlo brzo očekuje se i proizvodnja varijante od sedam sedišta. Uvođenje u proizvodnju i drugog modela zavisice od Fijatovih komercijalnih planova.

● **Izgradnja Južne obilaznice oko Kragujevca, koja je trebalo da predstavlja direktnu vezu FAS-a sa auto-putem prema Batočini, odložena je. Šta je sa ostalom putnom infrastrukturom, neophodnom za normalan rad nove fabrike automobila?**

- Trenutno se intenzivno grade lokalne i interne saobraćajnice i mostovi unutar i oko FAS-a, koje bi fabriku trebalo da povežu sa kooperantima u Slobodnoj zoni „Grožnica“, kao i sa putnim pravcima koji vode prema magistralnim putevima. Auto-put od Kragujevca do Batočine biće završen naredne godine, a Južna obilaznica 2014.

● **Da li će i koliko početak serijske proizvodnje u Fijatovoj kompaniji u Kragujevcu doprineti razvoju domaće industrije i privrede?**

- Automobilska industrija, koja podrazumeva i proizvodnju komponenti, i dalje je motor razvoja i najnaprednijih zemalja. O tome svedoči činjenica da su se u spasavanje svojih auto-industrija, tokom svetske ekonomske krize, lično uključili predsednici SAD i Francuske, Barak Obama i Nikola Sarkozy, kao i premijerka Nemačke Angela Merkel. Srbija od proizvodnje u kompaniji FAS može da očekuje devizni prihod od milijardu evra godišnje. Značajan prihod treba očekivati i od proizvodnje i izvoza delova Fijatovih komponentaša, koji će ovde imati status domaćih firmi. Direktna korist od dolaska Fijata i početka proizvodnje automobila u novoj fabrici biće velika i nema dileme da će značajno do-

Fiata's company at this moment. Not a screw of the old Zastava's machines has left, says Ljubić, explaining in which phase is the construction of the new facilities, which will produce 300.000 vehicles per a year, but their capacity may increase over time.

● **What is actually reconstructed and installed in the facilities?**

- The whole equipment has been installed in „Karoserija“ and all works on that facility for manufacturing auto body parts and car shells are completed. The first line of press machines has been transported in „Preseraj“ facility from Japan, and the second one will come at the beginning of the next year. The works on the facilities „Lakirnica“ and „Hemijska priprema“ have mainly been finished. The installation is ready for the beginning of the test production of the new model, and it will be totally completed for the start of the series production of that vehicle.

● **The construction of the factories of the most important Fiat's suppliers in the Free Zone „Grožnica“ is in full swing. When will the production of the parts for the installation in Fiat's automobiles start in these factories?**

- The factories of the most important suppliers, in which the wheels, seats and plastic parts, etc, will be manufactured, have been literally built day and night. Therefore, the construction works at these locations have been performed under floodlights by night. The factories of the main partners have been built in the area of FAS, where the largest suppliers Magneti Marelli and Johnson Control will have two facilities each, and also in the site of the former barracks „Grožnica“, which is a few hundred metres away, where the buildings of the multinational companies and of Johnson Control, Promo Magneto Company, Sid'et and HTL have been raised. Seven factories of the most important Fiat's suppliers will be built in the immediate vicinity of FAS for the time being. All of them will be ready for their own mass pro-



prineti oporavku i razvoju domaće industrije. Fiat i njegovi kooperanti koji će, pored Kragujevca i Šumadije, biti locirani i u drugim delovima Srbije primer su i drugim inostranim kompanijama i investitorima da u Srbiji može normalno da se privređuje, što je indirektna korist od dolaska Fijata u Kragujevac.

Zoran Radovanović

duction as soon as FAS starts the series production of the new model.

● **When can we expect opening of the new automobile factory in Kragujevac and the start of the series production of the first of two planned Fiat's models?**

- The factory will be opened in mid April next year. At that time we will start there the series production of the new model with five seats, which will be previously presented to the world public in the auto show in Geneva at the beginning of March. The production of the variant with seven seats is also expected in the near future. The start of the production of the second model will depend on Fiat's commercial plans.

● **The construction of the South Bypass around Kragujevac, which should have been the direct connection of FAS with the motorway towards Batočina, was cancelled. What about the rest of the road infrastructure which is necessary for normal functioning of the automobile factory?**

- The construction of the local and internal traffic arteries and bridges within FAS and around it has now been intensively performed. They should connect the factory with the partners in the Free Zone and communication lines leading to the main roads. The motorway from Kragujevac to Batočina will be completed next year and the South Bypass will be finished in 2014.

● **Will the start of the series production in Fiat's company in Kragujevac contribute to the development of the national industry and economy and to which degree?**

- Automobile industry, which includes the production of components, is still the engine of the development in the most advanced countries as well. The proof for that is also the fact that the presidents of the US and France, Barack Obama and Nicolas Sarkozy, and German chancellor Angela Merkel have personally participated in the process of rescuing the automobile industry in their own countries during the global financial crisis. Serbia can expect the foreign currency income worth a billion euros per a year from the production in FAS company. The significant revenue should also be expected from the production and export of the parts manufactured by Fiat's partner companies, which will have here the status of domestic firms. The direct benefit from the arrival of Fiat and the start of the production of automobiles in the new factory will

be huge, and there is no doubt that it will significantly contribute to the recovery and development of the domestic industry. Fiat and its partners, which will be located beside in Kragujevac and Šumadija in other parts of Serbia as well, are an example to other foreign companies and investors that one can normally make business in Serbia, which is the indirect benefit from Fiat's arrival to Kragujevac.

Kompanija MACE rekonstruiše proizvodne pogone u Kragujevcu

Obnova fabrike uz poštovanje „zelenih“ principa



Obnova dotrajale „Zastavine“ fabrike, koja je 2008. godine prešla u većinsko vlasništvo italijanskog Fiata, građevinski je izazov koji je MACE, kompanija za projektni menadžment u građevinarstvu, sa zadovoljstvom prihvatila. S obzirom da je reč o najstarijem industrijskom kompleksu u Srbiji koji je delom načet zubom vremena, a delom uništen u bombardovanju 1999. godine, za obnovu su angažovani vrhunski stručnjaci kompanije MACE Beograd. Njihov zadatak nije bio nimalo jednostavan – rekonstruisati i dograditi infrastrukturu i sanirati 300.000 kvadratnih metara krova. U MACE Beograd naročito su ponosni na izgradnju novih energetskih blokova. Pored kotlarnice, koja zagreva pogone i poslovne prostorije, izgrađene su mala i



velika trafo-stanica. Koliki je kapacitet velike trafo-stanice, najbolje se može shvatiti ako se zna podatak da ona može da električnom energijom snabdeva tri grada veličine Kragujevca.

Kompanija MACE je, između ostalog, poznata po primeni ekoloških principa u svim fazama izgradnje objekata. Tako je i u slučaju fabrike Fiat u rad pušten novi sistem za prečišćavanje otpadnih voda, zahvaljujući kojem se kontroliše odlivanje opasnih hemikalija.

Obnova Fiatove fabrike nije jedini projekat oživljavanje kompleksa i regiona širom Srbije koji MACE realizuje. Doprinos razvoju turizma na Staroj Planini, čija će okosnica biti izgradnja hotela u okviru turističkog kompleksa Jabučko Ravnište, ova kompanija pružiće kroz upravljanje fazom pre-izgradnje i izgradnje, kao i kroz stručni nadzor. Atraktivni hotel sa četiri zvezdice biće prilagođen ljubiteljima skijanja, ali i poslovnom svetu. Osim hotela, ova planina, koja ima status nacionalnog parka prirode, dobiće nove i obnovljene stare puteve, žičare i skijališne staze. Tako će Jabučko Ravnište postati turistički centar i moderno skijalište, čiji značaj prevazilazi lokalne okvire.

Kroz ove i mnoge druge projekte, MACE aktivno učestvuje u razvoju srpske privrede, otvaranju novih radnih mesta i „buđenju“ potencijala koje Srbija ima.



Company MACE is Rebuilding Production Plant in Kragujevac

Factory Renovation Respecting „Green“ Principles

Renovation of dilapidated „Zastava“ factory that in 2008 was acquired by Italian company Fiat, is a construction challenge which MACE, company for project management in construction, accepted with pleasure. As this is the oldest industrial complex in Serbia, partially damaged by time itself, partially destroyed in NATO campaign in 1999, top level experts of MACE Belgrade have been hired to renovate it. Their task was not at all simple – renovation and building of infrastructure and repair of 300.000 m² of the roof. In MACE Belgrade they are especially proud of developing the new energy



units. Apart from furnace room, which provides heating to factory halls and offices, a small and a big transformer stations were designed. The capacity of the big one is best illustrated if you know that it can provide enough electricity for three cities of the size of Kragujevac.

MACE company is, among other things, famous for applying ecological principles throughout all the phases of construction. Thus in case of Fiat factory a new system for wastewater treatment has been activated and thanks to it the flow of dangerous chemicals is being controlled.

Renovation of Fiat factory is not the only project of revival of the industrial complexes and regions that MACE realizes throughout Serbia. This company will contribute the development of tourism on Stara Planina, base for which presents the building of the hotel within tourist complex Jabučko Ravnište. MACE will manage pre-construction and construction phase, as



well as provide expert supervision. This attractive four star hotel will be tailored to suit those who love skiing, but also the business world. Apart from the hotel, this mountain with the status of national park will get new and renovated old roads, ski lifts and ski tracks. All of this will make Jabučko Ravnište tourist center and modern ski resort, whose importance exceeds local boundaries.

Through mentioned and many other projects, MACE takes active part in development of Serbian economy, creation of new work places and awakening of the potential Serbia possesses.

*Branislav Simović,
regionalni direktor
Mace d.o.o. Beograd*

Zelena gradnja novi izazov

Potreba za projektnim menadžmentom pojavila se sa razvojem investicionog tržišta, pa su poslednjih šest, sedam godina i domaći investitori, po ugledu na inostrane, počeli od faze planiranja projekata da u tim uključuju kompanije kao što je Mace - kaže u intervjuu Branislav Simović, regionalni direktor Mace d.o.o. Beograd i dodaje da se ta vrsta usluga sve češće koristi.

● **Predstavništvo Mace u Srbiji postoji sedam godina. Koliko je naše tržište primamljivo i koliko se promenilo tokom tog perioda?**

- Srpsko tržište načelno jeste primamljivo za strane investitore, mada je tokom poslednjih sedam godina interesovanje variralo. Od momenta kada je Mace International odlučio da otvori svoje predstavništvo u Srbiji 2004, pa sve do 2009. godine, uprkos činjenici da Srbija nema najjednostavnije procedure za izdavanje građevinskih dozvola, interesovanje investitora je raslo i rukovodili smo velikim brojem objekata, ali je ekonomska kriza uticala na građevinsku industriju i pad interesovanja.

● **Kako biste u kratkim crtama pobrojali benefit korišćenja PM-a?**

- Ukoliko investitor u okviru svog tima ima projekt menadžment kompaniju, poput Mace-a, to mu garantuje potpunu sigurnost, ne samo u pogledu kvaliteta izgradnje objekta već i u pogledu poštovanja rokova i troškova tokom celokupnog procesa razvoja i izgradnje, ali i planiranih troškova tokom budućeg korišćenja.

● **Koji su vaši najznačajniji svetski projekti?**

- Veliki je broj značajnih i atraktivnih svetskih projekata kojima je Mace rukovodio, a neki od njih postali su svojevrsni simboli gradova u kojima su izgrađeni. Recimo, uz Big Ben, London se prepoznaje i po London Eye-u a novi simbol taj grad će dobiti u još jednom Mace projektu - Shard, najvišoj zgradi specifične arhitekture. Ne možemo preskočiti Dubai koji poslednjih 10 godina prednjači u izgradnji najatraktivnijih svetskih projekata, gde smo rukovodili izgradnjom čuvenog Mall of Emirates, šoping centrom koji u okviru svog kompleksa ima zatvoreno skijalište.

● **Prilikom sprovođenja projekata vodite računa o zaštiti životne sredine. Da li nam možete pojasniti koncept zelene gradnje?**

- U poslednje tri godine u svetu dominira model zelene gradnje, a reč je o sveobuhvatnom konceptu koji se primenjuje od projektovanja, gradnje pa sve do načina na koji će objekat funkcionisati. U obzir se uzimaju najrazličitiji parametri, kao što su orijentacija zgrade, pristupačnost lokacije, gustina izgrađenosti, zatim upotreba vode, energetska efikasnost, izbor građevinskih i drugih materijala i, konačno, kvalitet korišćenja unutrašnjeg prostora. Iako na prvi pogled izgleda da ovako kompleksan proces mnogo košta, praksa je pokazala da zelena gradnja tokom korišćenja donosi velike uštede.

Zlatija Vuković



Foto: Stefana Savić

*Branislav Simović,
the Regional Manager
of Mace Belgrade*

„Green building“ as a new challenge

The need for the project management emerged together with the development of the investment market. Therefore, in the past six, seven years domestic investors in the tradition of their foreign counterparts involved the companies such as Mace in the team, starting from the phase of planning, says Branislav Simović, the Regional Manager of Mace Belgrade. He adds that this kind of service is still more often used.

● **Mace has had the branch-office in Serbia for seven years. How much is our market attractive and to which degree was it changed during this period?**

- Generally speaking, Serbian market is appealing to the foreign investors, although the interest in it varied in the past seven years. Despite the fact that Serbia's procedure for obtaining construction permit is not so simple, the interest of investors increased and we led many projects from 2004, when the Mace International had decided to open its branch-office in Serbia, to 2009. But the economic crisis affected the construction industry and caused the decrease in interest.

● **Can you shortly list the advantages of using the PM?**

- If an investor has the project manager company within the team, as is the case with MACE, the total safety is ensured for him/her, not only with respect to the quality of the construction of a building, but also with respect to meeting the deadlines and covering the costs during the whole process of the development and construction, and also to the planned costs during the process of construction in the future.

● **What are your most important world projects?**

- There were numerous significant and attractive world projects which were led by Mace, and some of them became the unique symbols of the cities in which they had been carried out. For example, beside Big Ben, London is also recognizable due to the London Eye, and this city will get the new symbol within another project of Mace - the Shard, which will be the tallest building of the specific architecture. We cannot omit to mention Dubai which in the last ten years has been a leader in the field of carrying out the most attractive world projects. We led there the project of building the famous Mall of Emirates - the shopping mall which includes the indoor ski resort within its complex.

● **During the process of carrying out the project you take care about the environment protection. Can you explain the concept of „green building“?**

- The model of „green building“ has dominated the world over the last three years. It refers to the comprehensive concept which has been implemented from making project design and the construction to the way in which the facility will function. One takes into consideration the most different parameters, such as the orientation of the building, the accessibility of the location, the density of already built constructions, the use of water, energy efficiency, the choice of the construction materials and other type of the materials and finally the quality of the use of the inner space. Although it may seem at first glance that such a complex process costs a lot, the practice has showed that „green building“ results in huge savings through its use.

TRACO**INŽENJERING, MONTAŽA, PROIZVODNJA I TRGOVINA
TERMOTEHNIKA, TERMOENERGETIKA, PROCESNA TEHNIKA****TRACO PROIZVODI:**

Pločasti izmenjivači toplote sa zaptivačima proizvode se od 1996.god. u kompaniji TRACO po tehnologiji i dokumentaciji danske kompanije Danfoss. Konstruisani su specijalno za daljinsko grejanje i industrijske procese. Isporučuju se pojedinačno kao finalni proizvod ili u paketu uređaja (toplopredajne podstanice, hladnjaci, pasterizatori). Više hiljada izmenjivača toplote TRACO, u sastavu termotehničkih i termoenergetskih postrojenja, godinama besprekorno funkcionišu u 52 srpska grada.

Automatska toplopredajna podstanica predstavlja savremeno tehničko rešenje energetskog postrojenja u sistemu daljinskog grejanja. Sastavljena je iz delova (modula) u paketnu jedinicu. Obezbeđuje potrebe grejanja, klimatizacije i pripremo potrošne tople vode za porodične kuće, stambene, poslovne i industrijske objekte.

Uređaj za održavanje pritiska u postrojenjima centralnog grejanja, proizvodi se u kompaniji TRACO od 2000.god. Uređaj predstavlja sigurnosno tehničku opremu postrojenja za centralno grejanje toplom vodom, čija je temperatura razvodne vode do 120°C, sistem zatvoren i termostatski osiguran sa statičkom visinom vode iznad 15m ili sa nazivnom toplotnom snagom iznad 350 kW.

TRACO GRADI:

TRACO je specijalizovana kompanija za izradu termotehničkih instalacija i izgradnju termoenergetskih postrojenja. TRACO kompanija je najuže specijalizovana za izgradnju termoenergetskih postrojenja. Naše referentno postrojenje je glavna izmenjivačka stanica (GIS), izgrađena u Beogradu 2005.god. za sistem daljinskog grejanja toplotne snage 28000kW, primar suvozasiceana vodena para 8 bar, sekundar vrela voda 130°C.

TRACO PRODAJE:

TRACO distribuira - prodaje opremu renomiranog svetskog proizvođača Danfoss: izmenjivače toplote i toplotne podstanice, leptir slavine, loptaste zaporne slavine, ultrazvučna merila energije, mešne i prolazne regulacione ventile, elektromotorne pogone, regulatore pritiska i protoka, elektronske regulatore ECL, presostate, termostate, automatske i ručne regulacione ventile, prestrujne ventile, elektromagnetne ventile.

TRACO distribuira - prodaje opremu italijanske kompanije Biemmedue: mobilne, viseće i stacionarne grejače na propan ili prirodni gas, dizel ili kerozin, umanjivače vlage i profesionalne uređaje za pranje pod pritiskom.

NAGRADE: Kongres grejanja, hlađenja i klimatizacije - Beograd
1997.god. - Plaketa KGH; 1999.god. - Diploma KGH; 2007.god. - Povelja KGH
Međunarodni sajam tehnike i tehničkih dostignuća - Beograd
1997.god. - velika nagrada "Korak u budućnost"; 2007.god. - posebno priznanje
Privredna komora Beograda - 1996.god. - Krug 300 Beogradsko najbolje



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"TRACO" d.o.o. je montažno proizvodno privredno društvo koje se bavi izvođenjem radova na izradi svih vrsta mašinskih instalacija. Osnovano je 11.02.1992. godine kao preduzeće za inženjering, montažu, proizvodnju i trgovinu. Preteča osnivanju preduzeća "TRACO" je samostalna zanatska radnja "Karada" osnovana 28.12.1989. godine.

Od osnivanja pa do današnjih dana, SZR "Karada" i "TRACO" d.o.o. izveli su hidrotehničke, termotehničke i elektrotehničke instalacije na više od stotinu objekata u zemlji i inostranstvu (Rusija, Ukrajina, Bugarska).

Osim primarne opredeljenosti za izvođenje montažnih radova, preduzeće "TRACO" je 13.06.1996.godine, zaključenjem ugovora sa finskom kompanijom LPM GROUP, steklo pravo proizvodnje pločastih izmenjivača toplote sa gumenim dihtunzima i automatskih toplopredajnih podstanica po tehnologiji i dokumentaciji LPM GROUP.

Od oktobra 2003. LPM GROUP posluje u sastavu DANFOSS Danska, a "TRACO" postaje distributer i servisni partner kompanije DANFOSS.

2005. godine preduzeće "TRACO" postaje ekskluzivni distributer italijanske kompanije BIEMMEDUE, čiji proizvodni program čine grejači vazduha, umanjivači vlage i profesionalni aparati za čišćenje. Na taj način, u okviru preduzeća stvorene su tri, kako nezavisne tako i međusobno povezane celine: proizvodnja, trgovina i operativa.

2006. godine, proizvodni asortiman preduzeća se proširuje još jednim proizvodom: sistemom održavanja pritiska (diktir sistem) koji predstavlja savremeno tehničko rešenje procesa održavanja pritiska na zadatoj vrednosti u termotehničkim instalacijama i postrojenjima.



*Milan Lujic, direktor
BeoNanta, za Danas*

Investitori Fijatove fabrike prepoznali iskustvo i kvalitet

BeoNant je privredno društvo osnovano 1992. godine u Beogradu, kao preduzeće za projektovanje i inženjering. Danas BeoNant izvodi najsloženije radove prvenstveno u oblasti hidrotehničkih radova i to: spoljne instalacije vodovoda i kanalizacije; unutrašnje instalacije vodovoda i kanalizacije i ugradnja sanitarne opreme; crpne stanice vodovoda i kanalizacije; postrojenja za pripremu vode za piće; hidrantske mreže; rezervoari.

- Osim toga prisutni smo i u oblastima građevinskih i građevinsko zanatskih radova, sanaciji nosivosti konstruktivnih elemenata, a pružamo i usluge stručnog nadzora i konsaltinga u građevinarstvu - kaže za Danas Milan Lujic, direktor BeoNanta. Ovo preduzeće je u najvećoj meri angažovano na domaćem tržištu, ali je nekoliko poslova realizovalo i u Republici Srpskoj.

Iskustvo i kvalitetan rad prepoznali su investitori nove Fijatove fabrike, koji su angažovali BeoNant za poslove iz njihovog delokruga.

- Angažovani smo na izgradnje spoljne vodovodne mreže i to: hidrantske, sanitarne i tehnološke. Takođe, izvodili smo i izvodimo radove na izgradnji spoljne kišne, fekalne i tehnološke kanalizacije sa pumpnim stanicama. Poslednjih nedelja radimo na poslovima unutrašnje kišne kanalizacije. Na ovim radovima angažovano je u proseku oko trideset izvršilaca u poslednjih godinu dana - ukazuje Lujic. On dodaje da radovi na izgradnji Fijatove fabrike otvaraju mogućnost svima koji su u njoj učestvovali da se dokažu i na inostranom tržištu.

- Nadamo se pozivu investitora i izvan granica Srbije. Što se tiče konkretnih planova BeoNanta, oni se svode na unapređenje poslovanja, u smislu povećanja realizacije posla, proširenja broja zaposlenih, kako radnika tako i inženjera. Svake godine poseban akcenat se stavlja na usavršavanje postojećih i sticanje novih znanja i veština vezanih za naše delatnosti - navodi Lujic.

K. Živanović

*Milan Lujic, General Manager
of Beonant, speaks for Danas*

Investors of Fiat factory recognized experience and quality

BeoNant is the industrial enterprise founded in Belgrade in 1992, as the company for project design and engineering. BeoNant performs the most complex activities, mainly in the domain of hydrotechnical works, such as: external installations of water supply and sewage systems; internal installations of water supply and sewage system, as well as setting of plumbing equipment; pumping stations of water supply and sewage systems; facilities for preparation of drinking water; hydrant systems; reservoirs.

- In addition, we are present in the domains of construction and construction-handworks, maintenance of the bearing capacity of constructive elements, and we provide the services of the professional monitoring and consulting in the civil engineering - Milan Lujic, General Manager of BeoNant, says for Danas. This company is to the greatest possible extent present at the Serbian market, but it also implemented several projects in Republika Srpska.

The experience and high-quality work were also recognized by investors of new Fiat factory, who hired BeoNant for the activities in the domain of this company.

- We are involved in the construction of the following water supply systems: hydrant, sanitary and technological.

Also, we have performed the activities regarding the construction of external rainwater, fecal and technological sewage systems with pumping stations.

Over the last few weeks we have been involved in activities regarding the external rainwater sewage system. Approximately thirty employees were involved in these activities in 2011 - Lujic says. He adds that the activities regarding the construction of Fiat factory open the possibility for all who were involved to prove themselves at the external market as well.

- We hope that the investors from abroad will also hire us. Concerning the concrete plans of BeoNant, they imply the improvement of business activities, which mean the implementation of more projects, hiring of more personnel, both workers and engineers. Every year we stress the importance of the improvement of the current and gaining of new knowledge and skills regard our activities - Lujic states.



BeoNant je privredno društvo registrovano za izvođenje hidrotehničkih, građevinskih i građevinsko zanatskih radova, projektovanje, stručni nadzor i konsalting. Osnovano je 1992. godine u Beogradu kao preduzeće za projektovanje i inženjering.

Zapošljavanjem licenciranih inženjera, kvalitetnih i kvalifikovanih radnika, primenom moderne opreme i mehanizacije, kao i praćenjem dostignuća u primeni novih materijala i tehnologija rada, poštovanjem ugovorenih rokova kao i doslednom primenom bezbednosnih propisa, Beonant d.o.o. obezbeđuje izuzetno visok kvalitet radova i poverenje sve brojnijih investitora i poslovnih partnera.

Uvođenjem Sistema menadžmenta kvalitetom 2010. godine dodatno je unapređeno poslovanje tako da se otvaraju nove mogućnosti za izvođenje najkompleksnijih poslova iz oblasti rada firme.

Danas Beonant izvodi najsloženije radove prvenstveno u oblasti hidrotehničkih radova, građevinskih i građevinsko zanatskih radova, sanacije nosivosti konstruktivnih elemenata, usluga stručnog nadzora i konsaltinga u građevinarstvu.

Za predmetne radove Beonant poseduje sopstvenu mehanizaciju, alate i transportna sredstva.

DELATNOST:

Glavne delatnosti privrednog društva Beonant d.o.o. obuhvataju izvođenje sledećih radova:

1. HIDROTEHNIČKI RADovi

- Spoljne instalacije vodovoda i kanalizacije;
- Unutrašnje instalacije vodovoda i kanalizacije i ugradnja sanitarne opreme;
- Crpne stanice vodovoda i kanalizacije;
- Postrojenja za pripremu vode za piće;
- Hidrantske mreže;
- Rezervoari.

2. GRAĐEVINSKO ZANATSKI RADovi

- Hidroizolaterski radovi
 - PVC membrane;
 - Poliuretanske membrane;
 - Bitumenske izolacije;
 - Penetrati;
 - Održavanje kosih i ravnih krovova (HITNE INTERVENCIJE);
- Završni zanatski radovi.

3. SPECIJALISTIČKI RADovi

- Sanacija i povećanje nosivosti konstruktivnih elemenata.

4. USLUGE STRUČNOG NADZORA, KONSALTING I PROJEKTOVANJE

REFERENCE:

- Fabrika za preradu mleka i proizvodnju mlečnih proizvoda "Mljekara" ad Banja Luka, Republika Srpska (Izrada sistema za odvodnjavanje atmosferskih voda sa krova glavnog objekta - "Pluvia" sistem i odvođenje površinskih voda „ACO DRAIN“ kanalima, 2010.)
- Rekonstrukcija i dogradnja kaptažnih objekata, izrada obaloutvrde i pristupnog mosta, opština Tutin (Građevinski, građevinsko zanatski i hidrotehnički radovi, 2009.-2010.)
- RB "Kolubare" Beograd (Rekonstrukcija fekalne kanalizacije, 2010)
- Galenika a.d. Zemun (Izrada automatskog zalivnog sistema, 2010.)
- Fabrika za proizvodnju lekova "Jugoremedija" u Zrenjaninu (Hidrotehnički i građevinski radovi na spoljnoj i unutrašnjoj tehnološkoj kanalizaciji i vodovodu, 2009.)
- Skladište za čvrsti nuklearni otpad u "Institutu za nuklearne nauke" Vinča (Radovi na spoljnim hidrotehničkim instalacijama, 2008.)
- Punionica prirodne izvorske vode "Mioni" u Mionici (Radovi na spoljnim i unutrašnjim hidrotehničkim instalacijama sa pumpnim stanicama i biološkim i hemijskim tretmanom otpadne vode, 2007.)
- Magacin u okviru fabrike "Knjaz Miloš" a.d. u Arandelovcu (Građevinsko zanatski radovi i radovi na hidrotehničkim instalacijama, 2007.)

BeoNant is the industrial enterprise registered for the performance of hydrotechnical, construction and construction-crafts works, project design, professional monitoring and consulting. It was established in Belgrade in 1992. as the company for project design and engineering.

BeoNant ensures extremely high-quality works and the confidence of more and more investors and business partners by hiring licensed engineers and quality and qualified employees, implementing modern equipment and mechanization, following the achievements in the domain of the implementation of new materials and work technologies, meeting the arranged deadlines, as well as strictly implementing the security rules.

The business activities were also improved in 2010 by introducing the Quality Management System. In that way new possibilities for the performance of the most complex activities in the domain of the company's work were created.

BeoNant today performs the most complex activities, mainly in the domains of hydrotechnical works, construction and construction-crafts works, maintenance of the bearing capacity of constructive elements, the services of the professional monitoring and consulting in the civil engineering.

BeoNant possesses its own mechanization, tools and means of transport for the performance of the works that are concerned.

ACTIVITIES:

The main activities of the industrial enterprise BeoNant include the performance of the following works:

HIDROTECHNICAL WORKS

- external installations of water supply and sewage systems;
- internal installations of water supply and sewage system, as well as setting of plumbing equipment;
- pumping stations of water supply and sewage systems;
- facilities for preparation of drinking water;
- hydrant systems;
- reservoirs.

CONSTRUCTION-CRAFTS WORKS

- Hydroisolation works;
 - PVC membranes;
 - Polyurethane membranes;
 - Bitumen isolations;
 - Penetrates;
- The maintenance of the slope and flat roofs (EMERGENCY INTERVENTIONS)

Final crafts works

SPECIALISED WORKS

- the maintenance and increase of the bearing capacity of constructive elements

THE SERVICES OF PROFESSIONAL MONITORING, CONSULTING AND PROJECT DESIGN

REFERENCES

- Dairy factory „Mljekara“ Banja Luka, Republika Srpska (The construction of the system for draining of the atmospheric water from the roof of the main building - Pluvia system and draining of the surface water by the „ACO DRAIN“ system, 2010)
- The reconstruction and extension of the catchment facilities, building of the entrance bridge and the fortification of the riverside, the municipality of Tutin (construction, construction-crafts and hydrotechnical works, 2009-2010)
- Mining basin „Kolubara“ (the reconstruction of the fecal sewage systems, 2010)
- Galenika Zemun (automatic watering system, 2010)
- Pharmaceutical factory „Jugoremedija“ in Zrenjanin (hydrotechnical and construction works on the external and internal technological sewage system and water supply, 2009)
- The storage facility for solid nuclear waste in „The Institute of Nuclear Science“ Vinča (works on the external hydrotechnical installations, 2008)
- The natural mineral water bottling factory „Mioni“ in Mionica (works on the external and internal hydrotechnical installations with pumping stations and biological and chemical treatment of the waste water, 2007)
- The storage facility within the factory „Knjaz Miloš“, in Arandelovac (construction-crafts works and works on the hydrotechnical installations, 2007)



20

FIAT

delta inženjering



PRIVREDNO DRUŠTVO ZA KONSALTING,
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Aktivnosti „Delta Inženjeringa“ na rekonstrukciji i izgradnji fabrike „Fijat automobili Srbija“ u Kragujevcu započete su sa prvim dolaskom „Fijata“ u Srbiju. Od tada pa do danas „Delta Inženjering“ je aktivno prisutan u „Fijatu“ i kao projektantska i kao izvođačka firma.

Nakon adaptacije dela upravne zgrade u „Fijatu“ i naše prve saradnje 2008. godine, „Delta Inženjering“ nastavlja aktivnosti na polju projektovanja unutar parcele fabrike automobila.

Projektom dokumentacijom (LOT4) izradili smo kompletne infrastrukturne projekte vodovoda i kanalizacije, kao i projekte rekonstrukcije postaja i izgradnje novih cevni mostova za transport fluida do objekata kompletnog kompleksa „Fijata“, površine 170 hektara. Ovaj multidisciplinarni projekat obuhvata izgradnju novog cevni mosta čelične konstrukcije u dužini od 1500m, sanaciju i rekonstrukciju postojećeg cevni mosta dužine 1000m, zamenu svih cevovoda na cevnom mostu 10km, postavljanje potpuno novog energetskog 20kV razvoda, ukupne dužine 3,6km, izgradnju novog sistema za snabdevanje pitkom i industrijskom vodom, izgradnju novog sistema protivpožarne instalacije, ukupne dužine 25km, rekonstrukciju i izgradnju atmosferske i fekalne kanalizacije, ukupne dužine 18km, postavljanje novog telekomunikacionog sistema i dr.

Projektantska uloga „Delta Inženjeringa“ zamenjena je 2011. godine ulogom izvođača radova na izgradnji III faze cevni mostova. Ovim projektom urađena je kako toplifikacija nekoliko objekata u okviru kompleksa tako i razvod tehnoloških fluida u dužini od preko 5km cevovoda.

Na poslovima izrade mašinskih instalacija u Objektu 3 (Karoserija 40.000m²) „Delta Inženjering“ je i projektant i izvođač. Ovim projektom obuhvaćena je kompletna dokumentacija razvoda fluida kako za grejanje objekta tako i za potrebe tehnoloških potrošača, kompletna nabavka materijala i montaža preko 250t cevovoda.

Na polju elektroinstalacija naše aktivnosti započete su izgradnjom privremenih instalacija za potrebe drugih izvođača i kontinuirano traju već tri godine. Naše ekipe konstantno su prisutne na montaži novih instalacija i na ispitivanjima i rekonstrukcijama starih razvoda.

Novozapočeti poslovi odnose se na ugovor za mašinsku montažu opreme za Rashladno postrojenje Ergom, kapaciteta 2200kw, koji je potpisan u septembru ove godine. Za „Delta Inženjering“ ovo je treće postrojenje takvog tipa u ovoj godini.

„Delta Inženjering“ u okviru „Fijata“ ima svoje kancelarije u kojima je inženjerski kadar građevinske, mašinske i elektrostruke.



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delta inženjering

INDUSTRIAL GROUP FOR CONSULTING,
PROJECT DESIGNING AND ENGINEERING

Activities of „Delta Engineering“ regarding the reconstruction and construction of factory „Fiat Automobiles Serbia“ in Kragujevac started as early as „Fiat“ arrived in Serbia. Ever since „Delta Engineering“ has been actively present in „Fiat“ both as a project designer and contractor.

After the adaptation of some parts of main building in „Fiat“ and our business cooperation in 2008, „Delta Engineering“ continues activities in the domain of project designing within the plot of land where the automobile factory is located.

By making project documentation (LOT4) we made complete infrastructure projects concerning water supply and sewage systems, as well as projects regarding the reconstruction of current and construction of new pipe bridges for transport of fluids to the units in each part of „Fiat“ factory, the area of which is 170 hectares. This multidiscipline project implies construction of new pipe bridges of the steel construction which is 1,500 meters long, repair and reconstruction of current pipe bridge, which is 1,000 meters long, replacement of all pipe lines at the pipe bridge which are 10 kilometers long, setting of completely new 20 kV electricity conductor, the total length of which is 3.6 kilometers, construction of new system for supply with drinking and industrial water, construction of new system of fire-resistant installation, the total length of which is 25 kilometers, reconstruction and construction of sewer system for atmospheric wastewater and fecals, the total length of which is 18 kilometers, setting new telecommunication system, etc.

The role of the project designer of „Delta Engineering“ was replaced in 2011 by the role of contractor in the construction of Phase 3 of pipe bridges. This project implied both setting heating power system in several units within the factory and transport of technological fluids by the pipelines the length of which exceeds 5 kilometers.

Regarding the construction of mechanical installations, „Delta Engineering“ is both project designer and contractor. This project implies making the complete documentation of transportation of fluids, aimed both at the heating of the factory and meeting the demands of technological consumers, complete procurement of materials and setting pipe lines the weight of which exceeds 250 tons.

In the domain of electrical installations our activities begun by the construction of temporary installations for meeting the needs of other contractors and have been continuously performed for three years already. Our teams have been continuously present during setting of new installations, controls and reconstruction of old conductors. The activities which have begun recently imply the agreement on the mechanical setting of equipment for Cooling System Ergom, which is 2,200 kW, signed in September 2011. It is the third facility of this kind in 2011 for „Delta Engineering“. „Delta Engineering“ within „Fiat“ has its offices where civil, mechanical and electrical engineers work.

Fabrika automobila „Fijat automobili Srbija - FAS“ - Tretman tehnoloških otpadnih voda

Krajem maja 2009. godine „Delta inženjering“ je, na osnovu tenderske dokumentacije, započeo rešavanje veoma komplikovanog problema prečišćavanja tehnoloških otpadnih voda tadašnje fabrike „Zastava automobili“. Ovaj projekat je bio od velikog značaja imajući u vidu aspekt zaštite životne sredine.

U periodu od novembra 2009. do aprila 2010. godine izvedena je prva rekonstrukcija Postrojenja za prečišćavanje tehnoloških otpadnih voda, čiji je interni naziv „Katak I“. Prva faza rekonstrukcije zasnivala se na fizičko-hemijskom tretmanu tehnoloških otpadnih voda u odnosu na njihov ulazni kvalitet. Tehnološke otpadne vode na liniji Hemijske pripreme, a u pogonu Površinske zaštite, kao i na liniji Kataforeze bile su podeljene na kontinualne i diskontinualne otpadne vode, dok su se na ostalim linijama, u okviru pogona Lakimice, javljale diskontinualne vode. Postrojenje „Katak I“ završeno je sredinom marta 2010. godine i prečišćavalo je otpadnu vodu do nivoa kvaliteta potrebnog i dovoljnog za ispuštanje u gradski kanalizacioni sistem.

U okviru radova na rekonstrukciji pogona Fabrike automobila „Fijat automobili Srbija“ u Kragujevcu predviđena je II faza rekonstrukcije Postrojenja za prečišćavanje otpadnih voda („Katak II“) u cilju prilagođavanja novim zahtevima buduće Lakimice, kao i budućeg pogona za farbanje branika, u pogledu količine i kvaliteta tehnoloških otpadnih voda.

U odnosu na I fazu rekonstrukcije, kada je recipijent bila fekalna kanalizacija fabrike, nove tendencije u modernizaciji fabrike odredile su i nove uslove za izlazni kvalitet prečišćene vode. Kontinualne otpadne vode potrebno je prečistiti do nivoa kvaliteta efluenta potrebnog za dalji tretman na budućem Postrojenju za recirkulaciju tehnološke vode, dok za diskontinualne otpadne vode kvalitet efluenta treba da odgovara MDK vrednostima za upuštanje u gradsku kanalizacionu mrežu.

Količina otpadnih voda je:

- Predviđeni časovni protok kontinualnih otpadnih voda (pogon Lakimice + pogon Farbanja branika) $q_k=34,6 - 41,0$ m³/h
- Predviđeni časovni protok diskontinualnih otpadnih voda (pogon Lakimice + pogon Farbanja branika) $q_k=9,0 - 15,0$ m³/h
- Predviđena ukupna količina zbirnih diskontinualnih otpadnih voda na godišnjem nivou QDUK = 15 441,20 m³/god.

S obzirom na zadate uslove, novodefinisani koncept za potrebe II faze, pored fizičko-hemijskog tretmana tehnoloških otpadnih voda, obuhvata i biološki deo tretmana na najsavremenijem MBBR uređaju.

Koristili smo najsavremeniju opremu, a deo opreme je proizveden u našoj fabrici Čelik u Žitoradi po sopstvenim tehnološkim rešenjima.

U toku su završni radovi, odnosno montaža procesne opreme, u okviru izgradnje i rekonstrukcije Postrojenja „Katak II“, a paralelno se odvijaju i pripremni radovi, kao i izrada projektna dokumentacije za III fazu rekonstrukcije.



Automobile factory „Fiat Automobiles Serbia - FAS“ - Treatment of technological wastewater

In late May 2009, „Delta Engineering“, based on the bid documentation, began to solve very complex problem regarding the purification of technological wastewater of the then factory „Zastava automobiles“. This project was of the great importance to the environmental protection.

From November 2009 to April 2010 the Facility for purification of technological wastewater, nicknamed „Katak 1“, was reconstructed for the first time. The first phase of reconstruction implied the physical-chemical treatment of technological wastewater based on their initial quality. The technological wastewater at line Chemical preparation, in the facility Surface protection, as well as at line Cataphoresis, was divided into continuous-flow and discontinuous-flow wastewater, whereas at other lines, within Dye house facility, discontinuous-flow wastewater occurred. The facility „Katak 1“ was built in mid-March 2010 and purified wastewater to the quality level sufficient for pouring into the urban sewage system.

The activities aimed at the reconstruction of facilities of Automobile Factory „Fiat Automobiles Serbia“ in Kragujevac imply the Phase 2 of reconstruction of the Facility for purification of wastewater („Katak 2“) aimed at meeting new requirements of future Dying house, as well as of the future facility for bumper painting, regarding the quantity and quality of technological wastewater.

Concerning the Phase 1 of the reconstruction, when the recipient was sewer system for fecals, the new trends in modernization of the factory set the new conditions for the output quality of the purified water. The continuous-flow wastewater is needed to be purified to the effluent quality level needed for the further treatment at future Facility for recirculation of technological water, whereas the effluent quality of the discontinuous-flow wastewater should be in

accord with MAC for pouring into urban sewer system.

The quantity of wastewater is:

- Anticipated flow per hour of the continuously-flow wastewater (Dye house facility + Facility for bumper painting) $q_k= 34.6 - 41.0$ m³/h
- Anticipated flow per hour of the discontinuously-flow wastewater (Dye house facility + Facility for bumper painting) $q_k=9.0 - 15.0$ m³/h
- Anticipated annual total quantity of discontinuously-flow wastewater QDUK = 15,441.20 m³/year

Given the requirements, newly-defined concept for Phase 2, along with physical-chemical treatment of technological wastewater, implies the biological treatment at the most advanced MBBR device.

We used the most contemporary equipment, and some of it was produced in our factory Čelik in Žitorada, by using our own technological solutions.

The final activities are in progress, which means setting of the processing equipment and reconstruction of facility „Katak 2“, with the simultaneous preparatory activities, and it also implies making project documentation for Phase 3 of reconstruction.

Bojan Tomić, direktor
Delta inženjeringa

Unapređenje i podizanje nivoa usluga

Delta inženjering uključen je od samog početka u rekonstrukciju i izgradnju fabrike Fiat automobili Srbija u Kragujevcu. Dolaskom najvećeg italijanskog proizvođača automobila u Srbiju, ova kompanija angažovana je i kao projektant i kao izvođač, a o njihovoj saradnji za Danas govori direktor Delta inženjeringa Bojan Tomić.

● **Izgradnja Fiatove fabrike u Kragujevcu okupila je brojne domaće firme. Šta je bio vaš deo posla u tom projektu?**

- Radovi na Fiatovoj fabrici automobila predstavljaju jednu od najvećih investicija u Srbiji u proteklih 20 godina i normalno je da je na tom projektu angažovan veliki broj domaćih firmi. Mi smo do sada ugovorili, i u najvećoj meri i izveli, više pozicija na tom poslu. Kao i uvek kada su ovakve investicije u pitanju, počeli smo sa izradom tehničke dokumentacije, u ovom slučaju za spoljnu infrastrukturu, cevovode i cevne mostove, da bi težište naših aktivnosti nakon toga postalo izvođenje radova na izgradnji i rekonstrukciji mašinskih i elektro- instalacija i objekata.

● **O koliko zahtevnom poslu je reč?**

- Obim radova na izgradnji Fiatove fabrike je ogroman, sa velikim brojem angažovanih firmi, kako domaćih tako i stranih. Gradilište tada najčešće liči na košnicu. Kako se izvođači preklapaju na istom prostoru prilikom obavljanja različitih vrsta radova, vrlo je važno poštovanje dogovorenih rokova, jer jedno zakašnjenje povlači za sobom kašnjenje u više pozicija. Zato je organizacija gradilišta, ljudstva i sredstava, mehanizacije, kao i mikro i makroplaniranje radova neophodno da bi se ispoštovali ugovoreni rokovi. Svesni ove obaveze i onoga što nas očekuje na ovom gradilištu, mi smo samo za Fiat odredili jednog od naših najsposobnijih direktora kao vođu posla i koordinatora svih aktivnosti u Fiatovoj fabrici.

● **Da li su uneta neka originalna rešenja u projekat?**

- Ponosni smo što su pojedini ugovori sklopljeni po sistemu "ključ u ruke" i što su obuhvatali naša tehnološka rešenja, izradu projektne dokumentacije, nabavku opreme i izvođenje radova kao i puštanje u rad i dokazivanje proizvodnih performansi. To se prvenstveno odnosi na I i II fazu rada na postrojenju za prečišćavanje otpadnih voda Lakirnice. Delta inženjering ima poseban sektor koji se bavi tretmanom voda i taj sektor razvijamo poslednjih 10 godina. Uspeli smo da razvijemo sopstvenu tehnologiju, kao i određene specijalizovane proizvode. Za ovaj projekat u Fijatu specifično je i to što smo prilikom razvoja ovog postrojenja ostvarili saradnju sa italijanskim stručnjacima iz te oblasti i imali priliku da razmenimo iskustva.

● **Kolika je bila vrednost projekta?**

- Finansijski gledano, angažovanje Delta inženjeringa na tom poslu vredno je više od 8,5 miliona evra tokom protekle dve godine.

● **Šta posao sa Fijatom donosi Vašoj kompaniji?**

- Investitori kao što je Fiat imaju visoke zahteve u pogledu kvaliteta radova, rokova, organizacije rada i, naročito, u pogledu zaštite na radu i zaštite životne sredine. Delta inženjering već više od 15 godina saraduje sa stranim kompanijama kao što su Henkel, Holcim, Messer, USS, NIS-Gazprom neft, tako da smo na vreme uočili njihove zahteve i prilagodili naše poslovanje i organizaciju njihovim standardima. Zahvaljujući tome, mi danas poslujemo u skladu sa ISO 9001, 14001 i 18001. Naravno, na tome se ne smemo zaustaviti i konstantno radimo na unapređenju i podizanju nivoa naših usluga. Investitori kao što je i Fiat to i očekuju od nas.

M. Krtnić



Bojan Tomić, General
Manager of Delta Engineering

Improvement and Enhancement of Level of Services

Delta Engineering has been involved in reconstruction and construction of the factory Fiat Automobiles Serbia in Kragujevac from the very beginning. The arrival of the greatest Italian automobile manufacturer in Serbia implies that this company is engaged both as the project-maker and contractor. General Manager of Delta Engineering Bojan Tomić speaks about their cooperation for Danas.

● **Numerous Serbian firms are involved in the construction of Fiat factory in Kragujevac. Which of the activities are you responsible for?**

- The activities regarding construction of the factory Fiat Automobiles has been one of the greatest investments in Serbia over the past 20 years and it is logical that many Serbian firms participate in this project. So far we have made agreements and to the greatest extent implemented several activities concerning the project. As it has always been the case with the investments of this kind, we have started to create the technical documentation, i.e. for the external infrastructure, pipelines and pipe bridges, so that the our activities would subsequently be focused on construction and reconstruction of the mechanical and electrical installations and facilities.

● **How much demanding are these activities?**

- The scope of activities regarding the construction of Fiat factory is very broad, and many firms, both Serbian and international ones, are involved. The construction site at these moments most often resembles a beehive. Since contractors are simultaneously doing different types of the activities at the same place, it is of particular importance to meet the arranged deadlines. Every delay implies the delay in several directions. Therefore, organization of the construction site, human resources, instruments, machinery, as well as micro and macro planning of the activities, are necessary in order to meet the arranged deadlines. Aware of such an obligation and the envisioned activities on this construction site, one of our most skilled directors was appointed project manager and coordinator of all activities in Fiat factory.

● **Have any original solutions been brought into the project?**

- We are proud of the fact that some agreements were made by using „turn-key“ system and that they implied our technological solutions, creation of project documentation, procurement of the equipment and implementation activities, as well as the starting and appraisal of the manufacturing performances. It mainly refers to the phases One and Two of the activities regarding the facility for the treatment of the wastewater from the Dye-house. There is a special department of Delta engineering which deals with the water treatment, that has been developing over the past 10 years. We managed to develop our own technology, as well as some specialized products. This project in Fiat is special because during the development of this facility we started the cooperation with the Italian experts in this domain and had the chance to exchange our experience.

● **What is the value of the project?**

- In regard to finances, the value of the involvement of Delta engineering in this project over the past two years exceeded 8.5 million euros.

● **What does the cooperation with Fiat bring to your company?**

- The investors like Fiat have a high demand regarding quality of work, deadlines, organization of activities, and, particularly, safety at work and environmental protection. Delta engineering has been cooperated with the international companies such as Henkel, Holcim, Messer, USS, NIS-Gazprom neft for more than 15 years already, so we noticed their demands on time and adapted our business activities and organization to their standards. As a result, we do business in accord with ISO 9001, 14001 and 18001. Of course, it is not our final result and we are constantly working on the improvement and enhancement of the level of our services. The investors such as Fiat expect it from us.

Nevena Čolić Mohora, generalni direktor
Miteco-Kneževac d.o.o. Beograd

Lider u zbrinjavanju opasnog otpada

Fijat je za poslove konačnog zbrinjavanja opasnog otpada u svojoj fabrici zadužio preduzeće Miteco-Kneževac d.o.o. iz Beograda. „Konkretno, dva glavna projekta na kojima je preduzeće Miteco započelo i ostvarilo uspešnu poslovnu saradnju sa kompanijom Fijat tiču se upravljanja opasnim otpadom, pakovanja, sakupljanja, transporta i izvoza na konačno zbrinjavanje, spaljivanje otpadnih boja, zaptivnih masa i hemikalija u ukupnoj količini od oko 1.700 tona“, kaže za Danas direktorka Miteco-Kneževac Nevena Čolić Mohora.

Osim toga zadatak ove firme jeste i uklanjanje PCB otpada iz objekta „Galvanizacija“, kao i čišćenje površina kontaminiranih PCB-em u pogonu „Eska Plant“, kao i konačno zbrinjavanje otpada nastalog nakon čišćenja predmetnih površina.

- Trenutno smo angažovani na projektu razrešenja zemljišta zagađenog PCB-em na glavnoj lokaciji Fijata. Nadamo se da će uspešna po-

slovna saradnja sa Fijatom na do sada realizovanim projektima zbrinjavanja otpada, kao i veliko iskustvo koje imamo u oblasti upravljanja otpadom omogućiti nastavak saradnje na poslovima zbrinjavanja otpada iz redovnog procesa rada fabrike - ističe Čolić Mohora.

Miteco godišnje u proseku zbrine 800 do 1.000 tona opasnog otpada. Nakon planiranog investicionog ciklusa kapaciteti kompleksa će omogućiti manipulaciju sa preko 7.000 tona opasnog i industrijskog otpada, a u narednom trogodišnjem periodu plan je, prema rečima direktorke, da se in-



Nevena Čolić Mohora,
General Manager of Miteco-
Kneževac Ltd. Belgrade

Leader in Waste Management

Fiat hired Miteco-Kneževac Ltd, company from Belgrade, to perform activities regarding the final waste management in its factory. "In concrete terms, Miteco company has started implementing two main projects and it established the successful business cooperation with FIAT company in the domain of treatment, packing, collecting, transport and export of the hazardous waste material for the final treatment, burning of the waste colours, adhesive and chemical products, the quantity of which is around 1,700 tons - Nevena Čolić Mohora, the General Manager of Miteco-Kneževac says for Danas.

In addition, this factory is responsible for removal of PCB wastes from the facility "Galvanizacija", cleaning of areas contaminated by PCB in the facility "Eska Plant", and the final treatment of waste material which occurred upon cleaning of the utilised areas.

- We are currently involved in the project regarding treatment of the soil polluted by the PCB on the main site of Fiat. We hope that successful business cooperation with FIAT in the previously implemented projects of the waste material treatment, as well our great experience in the domain of waste material management will enable us to continue the cooperation regarding the waste material treatment from the regular factory processes - Čolić Mohora emphasizes.

Miteco every year manages from 800 to 1,000 tons of hazardous waste material approximately. After the planned investment cycle, it will be possible to treat more than 7,000 tons of the hazardous and industrial waste material in the factory, and General Manager says that in the following three-year period there are plans to invest in the infrastructure of the factory, aimed at the improvement of the quality of services and the best possible positioning of the company at the market. Čolić Mohora remarks that Miteco does perform its activities as a socially responsible company, and will continue to do so, both to its employees and to social community in which it is doing business. Miteco Company was es-

vestira u infrastrukturu kompleksa, sve u cilju poboljšanja kvaliteta usluge i boljeg pozicioniranja kompanije na tržištu. Miteco svoju delatnost, napominje Čolić Mohora, obavlja i obavljače kao društveno odgovorna kompanija, kako za svoje zaposlene, tako i za društvenu zajednicu u kojoj deluje. Preduzeće Miteco osnovano je decembra 2004, kao preduzeće za bavljenje logistikom i trgovinom materijalima, opremom i otpadom. U obnovi zemlje, posle NATO bombardovanja, preduzeće se sve više okreće poslovima rekonstrukcije i izgradnje energetskih postrojenja uz uvoz reprodukcionog materijala, kao što je trafo lim, konvencionalni i laserski i celulozna izolacija. Aktivnosti na izvozu opasnog otpada počinju 2001, u početku PCB otpada, transformatora i PCB kondenzatora, a od 2003. i izvoz farmaceutskog otpada.

- Primarna delatnost kompanije je sakupljanje, transport i privremeno skladištenje otpada, kao i izvoz opasnog otpada na konačno zbrinjavanje u inostrana postrojenja specijalizovana za odlaganje opasnog otpada, za otpade za koje ne postoje razvijene tehnike zbrinjavanja u Srbiji - ističe Nevena Čolić Mohora. Miteco je vodeći operater u Srbiji u oblasti upravljanja industrijskim i opasnim otpadom, sa poslovnim fokusom na upravljanju opasnim otpadom, uz veliko iskustvo u organizaciji preuzimanja i zbrinjavanja opasnog otpada kako u Srbiji, tako i na teritoriji Zapadnog Balkana.

Lj. V. R.

established in December 2004, and it deals with logistics and trade by the materials, equipment and waste material. During the renewal of the country, after the NATO bombing, the company increasingly started to do activities regarding reconstruction and construction of energy facilities, which

implied the import of reproductive materials, such as tin for power transformer stations, conventional and laser tin, and cellulose isolation. The activities regarding the export of hazardous waste material started in 2001, and in the beginning referred to treatment of PCB waste materials, transformers and PCB condensers, while in 2003 activities regarding the pharmaceutical waste material started.

- The main activities of the company imply collection, transport and temporary placement of waste material, as well as the final distribution of it to the international facilities specialized in the disposal of hazardous waste material, and in the disposal of the waste material for the management of which there are no techniques in Serbia - Nevena Čolić Mohora emphasizes.

Miteco is the leading operator in Serbia in the domain of management of industrial and hazardous waste material, its business activities are focused on management of hazardous waste material, and it has great experience in organization of the taking-over and management of hazardous waste material both in Serbia and in the West Balkans.

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Na osnovu Ugovora o zajedničkom investicionom ulaganju potpisanog 29. septembra 2008. godine između Republike Srbije i Fiat Group Automobiles S.P.A. napravljen je plan čišćenja fabrike automobila u Kragujevcu gde je kao prioritet definisano uklanjanje otpada koji je u krugu fabrike bio skladišten decenijama (istorijsko zagađenje), a koji su, između ostalog, činile i velike količine otpadnog materijala nastalog nakon NATO bombardovanja fabrike „Zastava“, kao i otpada nagomilanog iz redovnog procesa rada. Polazeći od zakonskih obaveza koje regulišu ovu oblast i postojanja potencijalnih opasnosti od zagađenja životne sredine, angažovano je preduzeće MITECO SYSTEM d.o.o. iz Beograda, na poslovima konačnog zbrinjavanja opasnog otpada.

Miteco je vodeći operater u Srbiji u oblasti upravljanja industrijskim i opasnim otpadom, sa poslovnim fokusom na upravljanju opasnim otpadom u skladu sa važećim evropskim i srpskim zakonodavstvom, uz veliko iskustvo u logistici / organizaciji preuzimanja opasnog otpada kako u Republici Srbiji, tako i na teritoriji Zapadnog Balkana.

Osnovne poslovne karakteristike koje kompaniju Miteco ističu kao pouzdanog partnera u upravljanju opasnim otpadom su:

- Posedovanje licence za sakupljanje, transport i skladištenje opasnog i neopasnog otpada na teritoriji Republike Srbije, uključujući rad ovlašćene transfer stanice,
- Uklanjanje sakupljenih i skladištenih količina opasnog otpada iz postrojenja koja su u procesu privatizacije Republike Srbije (tzv. istorijski otpad),
- Bezbedan proces sagregacije, pakovanja, obeležavanja, sakupljanja, transporta, uništenja i odlaganja/spaljivanja opasnog otpada,
- Veliko iskustvo u obezbeđenju relevantne dokumentacije neophodne za sprovođenje procedure obezbeđenja izvozne dozvole,
- Odlično poznavanje političkog, socijalnog i ekonomskog okruženja i institucija u Srbiji; mogućnost angažovanja relevantnih lokalnih i međunarodnih eksperata.

Dva glavna projekta na kojima je preduzeće Miteco započelo i ostvarilo uspešnu poslovnu saradnju sa kompanijom „Fiat Automobili Srbija“ d.o.o. iz Kragujevca, u oblasti upravljanja opasnim otpadom su:



Pursuant to the Contract on joint investment venture concluded on 29th September 2008 between Republic of Serbia and Fiat Group Automobiles S.P.A. a plan for cleaning the car production factory in Kragujevac had been made. Defined priority was the removal of waste stored in the factory for decades (so called historical waste), containing a large amount of waste material generated after the NATO bombing of the "Zastava" factory, as well as accumulated waste from the regular production process. Taking into consideration the legal requirements regulating this area and the existence of potential hazards of environmental pollution, company "Miteco System" d.o.o. from Belgrade was engaged for the clean-up of locations identified as contaminated/containing hazardous waste.

Miteco is a leading waste management operator in Serbia, focusing on industrial and hazardous waste management in compliance with all applicable European and Serbian legislation, with strong experience in logistics/organization of hazardous waste take-over procedures in the Republic of Serbia as well as in the Western Balkans.

Basic business features that distinguish Miteco as reliable partner in hazardous waste management are:

- Possession of license for collection, transport and storage of hazardous and non-hazardous waste on the territory of the Republic of Serbia, including operation of an authorised transfer station,
- Removal of accumulated hazardous waste from installations under privatization process in the Republic of Serbia (so called historical waste),
- Safe segregation, packing, labelling, collection, transport, destruction and disposal/incineration of hazardous waste,
- Strong experience in obtaining all relevant documents in hazardous waste export permitting procedure,
- Excellent knowledge of the Serbian political, social and economic context and of Serbian institutions; ability to recruit relevant local and international expertise.

The two major projects on which Miteco company has started and achieved successful business cooperation with company "Fiat Automobili Srbija d.o.o." in Kragujevac, in the field of hazardous waste management, are:

1) PACKING, COLLECTION, TRANSPORT AND EXPORT FOR FINAL DISPOSAL/INCINERATION OF WASTE COLORS, SEALANTS AND CHEMICALS

The project objective was to define and implement hazardous waste management procedures for removal of hazardous waste from use of colours, solvents, sealants, chemicals and contaminated packaging from the biggest car factory in Serbia. Hazardous waste was improperly stored for more than 30 years at site. The waste has been properly prepared by Miteco for transport and disposal in European treatment facility, in accordance with EU regulations. Company Miteco managed to organize its resources in team of 10-15 people constantly available for the tasks pertaining to this project. The project included:

- Development of an appropriate procedures for safe manipulation with hazardous waste

1) PAKOVANJE, SAKUPLJANJE, TRANSPORT I IZVOZ NA KONAČNO ZBRINJAVANJE/SPALJIVANJE OTPADNIH BOJA, ZAPTIVNIH MASA I HEMIKALIJA

Cilj ovog projekta bio je da se definiše i sprovede procedura upravljanja opasnim otpadom za uklanjanje opasnog otpada od korišćenja boja, rastvarača, zaptivnih masa, hemikalija i kontaminirane ambalaže iz najveće fabrike automobila u Srbiji. Opasan otpad je bio nepropisno skladišten preko više od 30 godina na lokaciji fabrike. Otpad je, od strane Miteco-a, na propisan način pripremljen za transport i odlaganje u evropskom postrojenju za tretman otpada, u skladu sa propisima EU. Kompanija Miteco je uspjela da organizuje svoje resurse što podrazumeva 10-15 ljudi u timu, koji su konstantno bili na raspolaganju za zadatke koji se odnose na ovaj projekat. Projekat je obuhvatao:

- Izradu odgovarajuće procedure za bezbedno rukovanje opasnim otpadom
- Klasifikaciju, pakovanje, i obeležavanje oko 1700 t opasnog otpada
- Nadzor i kontrolu zaštite životne sredine
- Notifikacionu proceduru i obezbeđenje dozvola
- Polise osiguranja u upravljanju opasnim otpadom
- Međunarodni transport opasnog otpada u skladu sa ADR-om
- Konačno odlaganje/spaljivanje otpada u skladu sa važećim evropskim i srpskim zakonodavstvom.

2) UKLANJANJE PCB OTPADA U OBJEKTU „GALVANIZACIJA“ I DEKONTAMINACIJA / ČIŠĆENJE KONTAMINIRANIH POVRŠINA U POGONU „ESKA PLANT“

Cilj projekta bio je da se definiše i sprovede procedura uklanjanja PCB otpada i dekontaminacija/čišćenje površina kontaminiranih PCB-em. Opasan otpad je na propisan način pripremljen za transport i odlaganje u evropskom postrojenju za tretman PCB-a, u skladu sa propisima EU. Kompanija Miteco je uspjela da organizuje svoje resurse što podrazumeva 18-20 ljudi u timu, koji su konstantno bili na raspolaganju za zadatke koji se odnose na ovaj projekat, radeću u skladu sa FIDIC-ovim uslovima. Opis usluga pruženih od strane Miteco-a u okviru projekta:

- Istraživanje, analiza i izrada plana dekontaminacije/čišćenja,
- Dekontaminacija / čišćenje površina kontaminiranih PCB-em,
- Nadzor i kontrola zaštite životne sredine,
- Razvoj odgovarajuće procedure za bezbedno manipulisanje PCB otpadom (transformatori i kondenzatori, kontaminirano zemljište), klasifikacija otpada, pakovanje i obeležavanje otpada,
- Notifikaciona procedura i obezbeđenje dozvola,
- Polise osiguranja u upravljanju opasnim otpadom,
- Lokalni i međunarodni transport opasnog otpada,
- Odlaganje opasnog otpada u akreditovanom postrojenju za tretman otpada u EU.
- Upravljanje opasnim otpadom
- Bezbednost, zdravlje i upravljanje zaštitom životne sredine
- Potvrda o odlaganju

- Classification, packing and labelling of cca 1700 t of hazardous waste
- Supervision and environmental control
- Notification procedure and permitting
- Insurance policies in hazardous waste management
- International transport of hazardous waste in accordance with ADR
- Final disposal/incineration of waste in compliance with all applicable European and Serbian legislation.

2) REMOVAL OF PCB WASTE IN "GALVANIZACIJA" FACILITY AND DECONTAMINATION / REHABILITATION OF CONTAMINATED SURFACES IN "ESKA PLANT" FACILITY

The project objective was to define and implement hazardous waste management procedures for removal of PCB waste and decontamination/rehabilitation of PCB contaminated surfaces. Hazardous waste has been properly prepared for transport and disposal in European PCB treatment facility, in accordance with EU regulations. Company Miteco managed to organise its resources in team of 18-20 people constantly available for the tasks pertaining to this project, working in accordance with FIDIC. Description of actual services provided by Miteco staff within the assignment:

- Exploration, analysis and drafting of a decontamination/rehabilitation plan,
- Decontamination/rehabilitation of PCB contaminated surfaces,
- Supervision and environmental control,
- Development of an appropriate procedures for safe manipulation with PCB waste (transformers and capacitors, contaminated soil) waste classification, packing and labelling,
- Notification procedure and permitting,
- Insurance policies in hazardous waste management,
- Local and International transport of hazardous waste,
- Disposal of hazardous waste in EU certified treatment facility,
- Hazardous waste management ,
- Safety, health & Environmental management,
- Certified workload.



Vaš uspeh, naš ponos

Uspješnom poslovnom politikom, kao i sve učestalijim i prepoznatljivim nastupom na tržištu Srbije u oblasti elektroinženjeringa, menadžment firme Elektrovat uspeo je da se izbori za svoju šansu i učestvuje u ponovnoj izgradnji i pokretanju automobilske industrije u Srbiji, a da svojoj bogatoj riznici uspešnih poslova rashladnog postrojenja još jednu, možda i najdragoceniju, referencu.

Već u „debitantskom“ poslu na izradi opštih i pogonskih elektro instalacija Kompresorske stanice u energobloku u krugu FAS-a, Elektrovat je svojom operativnošću i poštovanjem zadatih rokova u potpunosti opravdao epitete visokokvalitetne firme, koje je uspeo da stekne u proteklih 20 godina postojanja.

Kao rezultat osvojenog poverenja firme za nadzor Mace, bez velike dileme od strane poslodavca, firmi Elektrovat dodeljeni su sledeći poslovi: izrada opštih i pogonskih elektro instalacija rashladnog postrojenja Paint shop, izrada opštih i pogonskih elektro instalacija rashladnog postrojenja Ergom, kao i dve trafostanice.

Postavljanje standarda

Kvalitetom radova i izborom adekvatnog tehničkog rešenja, Elektrovat je gotovo postavio standarde u elektro inženjeringu i mnogim konkurentskim firmama pokazao kako treba raditi. Ozbiljnim nastupom Elektrovat se nametnuo kao izvođač na koga se može računati u širokom dijapazonu poslova, od izrade fundamentalnog elektro napajanja do visokosofisticiranih projekata iz oblasti automatske regulacije i upravljanja.

firmi El System, koja je deo konzorcijuma SAS i dugogodišnji partner Fijata, bilo je jasno da je izbor Elektrovata kao podizvođača bio pun pogodak, a dalja partnerska saradnja neizostavna.

Pored materijalne satisfakcije, istina je da svakoj firmi pričinjava zadovoljstvo to što je učesnik jednog ovakvog projekta. Zadovoljstvo je utoliko veće, ako svojim nastupom svaki od izvođača uspe u potpunosti da opravda ukazano poverenje, jer su onda preporuke za nastavak saradnje najbolje za imidž svake kompanije. Upravo sa tako izgrađenim dugogodišnjim pristupom, Elektrovat u godinama koje dolaze najozbiljnije računa na svaki dalji nastavak saradnje sa FAS-om.

Jugoslav Milošević, direktor Elektrovata

Your success, our pride

By the effective business policy, as well as more and more frequent and recognizable performance at the Serbian market in the domain of electrical engineering, the management of Elektrovat company won the chance to participate in the rebuilding and establishment of the automobile industry in Serbia, as well as to add one more reference, which is perhaps the most precious one, to its rich treasury of successful projects.

As early as during the first project, regarding the construction of general and engine electrical installations of Compressor station in electrical block within Fiat Automobiles Serbia, Elektrovat by its operativity and meeting the deadlines completely justified the reputation of high-quality firm, which it earned during its 20-year history.

As a result of the trust gained by the company for monitoring Mace, without dilemma of the employer, Elektrovat company was hired to perform the following activities: construction of general and engine electrical installations of cooling system Paint Shop, construction of general and engine electrical installations of cooling system Ergom, as well as two power transformer stations. The quality of the implemented projects and completely justified recommendations drew attention of the foreign, renowned companies, which have been cooperated with Fiat for a long time, to hire Elektrovat as a sub-contractor for their projects. At the very beginning of the activities in Hall 1, aimed at the construction of secondary electrical connectors and power feeding, it became clear to the Italian company El System, which is the part of SAS Consortium and multi-annual partner of Fiat that they had made an excellent choice when they had decided to hire Elektrovat as the sub-contractor, and the further partner cooperation is inevitable.

Along with the material gains, it is true that each company takes pleasure in participating in such a project. Pleasure is greater if each participant completely succeeds in justifying one's trust by their performance, since in this case the recommendations for the continuation of the cooperation are most significant for the reputation of each company. By using this multi-annual practice, Elektrovat most seriously anticipates that the cooperation with FAS will continue in following years.

Jugoslav Milošević, General Manager of Elektrovat

Setting standards

By high-quality activities and selection of the suitable technical solutions, Elektrovat has almost set standards in electrical engineering and set an example for rival companies to follow. By the serious approach, Elektrovat established the reputation as a reliable subcontractor in a wide range of activities, from the construction of fundamental electrical power feeding to highly-sophisticated projects from the domain of automatic regulation and commanding.





ELEKTROVAT doo Beograd

PREDUZEĆE ZA PROIZVODNJU, PROJEKTOVANJE, MERENJE U ELEKTROTEHNICI I PROMET

SRBIJA, 32000 ČAČAK, Bulevar oslobodilaca Čačka br.117

Tel: +381(0)32/55 74 301; Fax: +381(0)32/55 74 307

SRBIJA, 11000 BEOGRAD, Bilečka br.20

Tel: +381(0)11/39 85 233; Fax: +381(0)11/39 85 232

e-mail: info@elektrovat.net; www.elektrovat.net

Preduzeće ELEKTROVAT doo Beograd, sa sedištem u Beogradu, osnovano je početkom 1990. godine. Osnovnu delatnost preduzeća u početku su činili projektovanje, izrada i montaža svih vrsta elektroinstalacija na terenu i intervencije u oblasti održavanja elektroinstalacija. U vremenu koje je sledilo došlo je do intenzivnog programskog razvoja preduzeća koji je podržan adekvatnim kadrovskim resursima.

Elektrovat je danas tržišno visoko pozicionirano preduzeće sa primarnom delatnošću u oblasti energetike i procesnog upravljanja, kao i televizijske, pozorišne i scenske tehnike i osvetljenja.

Godine uspešnog poslovanja izdvojile su Elektrovat od konkurencije, tako se bez skromnosti može govoriti o leaderskoj poziciji u pomenutim oblastima.

Pokazani kvalitet na projektovanju, izradi i montaži elektroinstalacija, trafostanica, dalekovoda i kablovskih vodova, tehnoloških proizvodnih linija i osvetljenja za velike investitore bio je najbolja preporuka za građenje poslovnog imidža.

Istančan osećaj za potrebe tržišta i pravilno usmeren menadžerski duh, koristeći stručni kadar na osvajanju novih proizvoda, pre petnaest godina doveo je do početka projektovanja i izrade scenskih reflektora i uređaja, te kompletno opremanje televizijskih studija što je bio pionirski poduhvat na ovim prostorima.

Danas se kompanija svrstava u red srednjih preduzeća sa 50 zaposlenih, od čega više od trećine čine fakultetski obrazovani kadrovi.

Elektrovat poseduje licence za projektovanje, izvođenje radova i merenje u oblasti elektrotehnike, kao i sertifikate: ISO 9001:2008, OHSAS ISO 18001:2008 i ISO 14001:2005.



The Company ELEKTROVAT Ltd. Belgrade, the main office of which is in Belgrade, was founded in early 1990. The primary activity of the company in the beginning implied project designing, creation and setting of all types of electric installations in the field and operations regarding the maintenance of electric installations. Subsequently, the intensive program development of the firm, which was supported by the suitable human resources, occurred.

Elektrovat is a company which has achieved high rank at the market, the primary activity of which implies electric power and process management, as well as television, theatre, stage technical and light systems. As a result of the multi-annual successful business activities, Elektrovat has distinguished itself from the rival companies, and, without exaggeration, its representatives can speak of the leading position in the above domains.

The quality demonstrated during the project designing, creation and setting of electric installations, power transformer stations, long-distance power transmitters, and electricity lines, technological production lines and light system for great investors was the best recommendation for the establishment of business image.

The finest sense of the needs of markets and suitable management spirit, involvement of the professional personnel for acquiring new products, enabled the beginning of the processes of project designing and creation of stage lights and devices, as well as complete furnishing of the television studios, which was the pioneering achievement in this country, fifteen years ago.

Today it is the medium-size company with 50 employees, more than a third of whom are the high-educated people.

Elektrovat has the licences for project designing, implementation of the activities and measurement in the domain of electrical engineering, as well as the following certificates: ISO 9001:2008, OHSAS ISO 18001:2008 i ISO 14001:2005.





ДРУШТВО СА ОГРАНИЧЕНОМ ОДГОВОРНОШЋУ ЗА ИЗГРАДЊУ И ОДРЖАВАЊЕ ЕНЕРГЕТСКИХ ОБЈЕКТА
ЕНЕРГОТЕХНИКА – ЈУЖНА БАЧКА НОВИ САД

21113 Нови Сад, Пут новосадског партизанског одреда 1, телефон 021/48-77-222, телефакс 021/442-167



"Fiat automobili Srbija" Kragujevac



Izrada kablovskog regalskog razvoda
i signalnih instalacija



Izgradnja infrastrukturnog
elektroenergetskog 20 kV razvoda



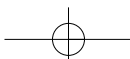
Ispорука opreme i izgradnja
trafo stanica TSG, TSM, TSS 20/0,4 kV



Elektro radovi na kotlarnici
i isporuka kotla 3x58 MW

Građevinski radovi:

- Rekonstrukcija objekta 16
- Rekonstrukcija objekta 1,2,3,4
- Rekonstrukcija objekta 5
- Ugradnja protivpožarnih vrata, brzih vrata, segmentnih vrata, navoznih vrata, dokova





ДРУШТВО СА ОГРАНИЧЕНОМ ОДГОВОРНОШЋУ ЗА ИЗГРАДЊУ И ОДРЖАВАЊЕ ЕНЕРГЕТСКИХ ОБЈЕКТА
ЕНЕРГОТЕХНИКА – ЈУЖНА БАЧКА НОВИ САД

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REFERENCE

ELEKTROENERGETIKA

- Rekonstrukcija TS 400/220/110 kV "Novi Sad 3"
- Rekonstrukcija TS 110/35/20 kV "Novi Sad 1"
- Izgradnja TS 110/20 kV "Rimski Šančevi"
- Izgradnja TS 110/20 kV "Čelarevo"
- Izgradnja TS 110/20 kV "Kačarevo"
- Izgradnja dalekovoda 2x110 kV Čelarevo
- Izgradnja dalekovoda 2x110 kV Kačarevo
- Montaža OPWG na dalekovod 220 kV "Obrenovac A"- "Beograd 3"
- Montaža ADSS kabla na železničkoj pruzi Zlatica-Bar
- Rekonstrukcija kablovskih izvoda iz TS "Novi Sad 5"
- Komplet trafo stanica za industrijsku proizvodnju "Fiat automobili Srbija"-Kragujevac, "Hemofarm", "Merkator", "Tuš", "Rodić MB", "Merkur", "Sojaprotein" A.D. Bečej i druge



JAVNA RASVETA

- Dekorativno osvetljenje zgrade Skupštine APV i zgrade Izvršnog veća APV u Novom Sadu
- Izgradnja dekorativnog osvetljenja Varadinskog mosta u Novom Sadu
- Izgradnja javnog i dekorativnog osvetljenja na Petrovaradinskoj tvrđavi u Novom Sadu
- Dekorativno osvetljenje zgrade Matice srpske u Novom Sadu
- Reflektorsko osvetljenje stadiona "Karadorđe" u Novom Sadu



TERMOENERGETIKA

- "Toplana Zrenjanin" snage 2x35 MW
- "Srbijagas" - gasifikacija opštine Kula
 - dvosmerni gasovod Elemir-Banatski Dvor
 - gasifikacija opštine Apatin
 - skladište gasa Banatski Dvor
- Rekonstrukcije i remontu u Termoelektranama-Toplanama u Novom Sadu i Zrenjaninu kao i u energani u Sremskoj Mitrovici
- Aquapark - Bački Petrovac
 - geotermalne bušotine
 - razvod geotermalne vode
 - izmenjivačka stanica



ENERGOTEHNIKA-JUŽNA BAČKA d.o.o.
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 e-mail: juzna.backa@entjuba.rs www.entjuba.rs

*Nebojša Grbušić, direktor
privrednog društva
Energotehnika Južna Bačka*

Ostvaruju se planovi - rastu poslovni prihodi



*Nebojša Grbušić, General
Manager of Industrial
Enterprise Južna Bačka*

Plans are being implemented - business profit increases

Od kada je jula prošle godine privatizovana Energotehnika Južna Bačka (EJB) povećan je broj zaposlenih i obim poslova u ovom preduzeću, a neki od planova koji bi doprineli da u 2011. firma ostvari prihod između 35 i 40 miliona evra, već su počeli da se ostvaruju. Prema rečima direktora Nebojše Grbušića, u prvoj polovini ove godine potpisan je ugovor sa Siemensom, prema kome su u Srbiji postali jedini ovlašćeni distributer srednjonaponskih RMU postrojenja.

Pola veka duga istorija

U pola veka dugoj istoriji ova kompanija se iskristalisala kao lider na domaćem tržištu, a u bogatoj riznici gotovih projekata je i 8.500 trafo stanica, više od 12.000 kilometara dalekovoda svih naponskih nivoa, kao i 400 kilometara gasovoda i toplovoda. U svom programu ima elektroopremu za trafostanice, čelične konstrukcije, kablovske priključne kutije, gasno merne regulacione stanice. Među brojnim klijentima su i Merkator, NIS, EPS i mnogi drugi, a osvetljenja zgrade Matice srpske, Varadinskog mosta i Petrovaradinske tvrđave u Novom Sadu delo su upravo Energotehnike Južna Bačka. U EJB trenutno ima 320 zaposlenih, a broj je inače povećan nakon privatizacije.

- Pritom, napravljena je disperzija poslova po vrsti i po investitorima, tako da je EJB počela da širi svoje aktivnosti prema poslovnim pravcima koji ranije nisu bili zastupljeni - alternativnim izvorima energije, izgradnji prečišćava otpadnih voda, klimatizacije i ventilacije, kao i kompleksnim inženjering projektima. Sve to je moguće ostvariti isključivo pozitivnim pristupom poslovanju i konstantnom selekcijom kadrova koji su nosioci realizacije - kaže Grbušić.

Energotehnika Južna Bačka je privatizovana jula prošle godine, a poslovni prihod u 2010. bio je oko 22 miliona evra, što predstavlja povećanje od skoro 40 odsto u odnosu na 2009. Jedan od poslova kojim može najviše da se pohvali jeste i saradnja sa Fijatom, vredna oko 20 miliona evra. Naš sagovornik naglašava da se "ugovori odnose na montažu trafo stanica, izradu kablovskih raspleta po celom kompleksu Fijata, automatizaciju kotlarnice, rekonstrukciju kompletnih proizvodnih hala u okviru fabričkog kompleksa", na pragu su i novi poslovi u Sloveniji i Nemačkoj a u nabavku nove opreme investirano više od 650.000 evra.

Lj. V. R.



Since July 2010, when Energotehnika Južna Bačka (EJB) was privatized, the number of the employees and scope of activities in this enterprise have increased, and some of the plans which contributed to making the profit ranging from 35 to 40 million euros, have started to be implemented. General Manager of the company Nebojša Grbušić says that in the first half of 2011 the agreement with Siemens was signed, based on which EJB became the only authorized distributor of medium voltage RMU facilities in Serbia.

- In addition, activities were dispersed by using the criteria of types and investors, so EJB has started to extend its activities towards the directions which were not present before - towards alternative energy sources, construction of the waste water purifiers, air-conditioning, ventilation systems, as well as towards complex engineering projects. It is possible to implement all these projects only by the positive approach to business and by the constant selection of the personnel who have the main role in the implementation - Grbušić says.

Energotehnika Južna Bačka was privatized in July 2010, and its business profit in 2010 was about 22 million euros, i.e. almost 40 percent more than in 2009. One of the projects on which this company can be proud is the cooperation with Fiat, worth about 20 million euros. Our interlocutor emphasizes that "the agreement implies setting of the power transformer stations, creation of the cable networks in all parts of Fiat factory, automatization of boiler-room, reconstruction of complete production halls within the factory", that the new business projects will be implemented very soon in Slovenia and Germany, and that more than 650,000 euros has been invested in the purchase of new equipment.



Half-century long history

During its half-long century this company has emerged as the leader at the Serbian market, and in the rich collection of the projects which have been implemented so far there are 8,500 power transformer stations, power transmitters of all voltage levels, which are more than 12,000 kilometers long, as well as gas and hot water pipelines which are more than 400 kilometers long. This company has the electrical equipment for power transformer stations, steel constructions, cable installation boxes, regulative stations for gas measurement. Merkator, NIS, EPS and many other companies are among numerous clients of EJB, and the lighting systems of the building of Matice Srpska, Varadinski Bridge and Petrovaradinska Fortress are made by Energotehnika Južna Bačka. There are 320 employees in EJB, and the number of them increased after the privatization.

Bojana Đorđević, generalni direktor Trimo inženjeringa

Postavljeno 250.000 kvadrata sendvič panela



Bojana Đorđević, the General Manager of Trimo inženjeringa

Placed 250.000 square metres of sandwich panels

Trimo inženjering je učestvovao kao generalni izvođač na projektu sanacije krovova i fasada pogona Fiat automobila Srbija u Kragujevcu i na izradi novih objekata u krugu fabrike FAS. U brojkama, na šest objekata kragujevačke fabrike, isprojektovani smo, proizveli u našoj fabrici panela u Šimanovcima, i montirali približno 250.000 kvadratnih metara krovnih i fasadnih sendvič panela. Uz to, projektovani smo i montirali i oko 4.000 tona čelične konstrukcije - naglašava Bojana Đorđević, generalni direktor Trimo inženjeringa. Prema njenim rečima, na projektima u okviru FAS, u zavisnosti od nivoa aktivnosti, bilo je angažovano između sto i tri stotine radnika, uključujući Trimo inženjering i podizvođače Trimo inženjeringa. Ta činjenica, dodaje Đorđevićeva, sama po sebi govori o posebnom značaju projekta u doba krize.

- S obzirom na to da smo sanirali krovove i fasade na starim i oštećenim halama nekadašnje Zastave, verujemo da bi bez tih radova pokretanje proizvodnje novih automobila bilo veoma teško. Dotrajala konstrukcija hala, kao i krovovi i fasade zamenjeni su savremenim krovnim konstrukcijama i Trimoterm sendvič panelima koji su trajni, vatrootporni, i imaju sve ateste i sertifikate u skladu sa domaćim i evropskim zakonodavstvom. Na ovom projektu čak smo imali i prvi put slučaj da iz-

vodimo radove na hali u kojoj se odvija proizvodnja automobila i to je predstavljalo otežavajuću okolnost za organizaciju i logistiku radova - objašnjava Bojana Đorđević. Ona ističe da osim sa Fiatom, Trimo inženjering saraduje i sa njegovim ključnim dobavljačima, koji takođe grade svoje pogone u Kragujevcu. U Trimo inženjeringu očekuju da se saradnja nastavi i na budućim projektima.

- Cilj nam je da postanemo vodeća izvođačka kuća u oblasti izgradnje komercijalnih, poslovnih, industrijskih montažnih objekata, kao i niza objekata drugih namena. Takođe, želimo i da unapredimo svoju poziciju vodećeg dobavljača visokokvalitetnih i bezbednih krovnih i fasadnih sistema u Srbiji, ali i u Jugoistočnoj Evropi - naglašava Bojana Đorđević.

G. V.

Trimo inženjering participated as a contractor in carrying out the project regarding the roof and facade repair of the factory building Fiat automobili Srbija in Kragujevac. It also took part in building new facilities within the area of the FAS factory. Speaking in numbers, we laid out in six facilities of the factory in Kragujevac around 250.000 square metres of roof and facade sandwich panels, which we had designed and produced in our panel factory in Šimanovci. Apart from that, we also designed and assembled there around 4.000 tonnes of steel construction, Bojana Đorđević, the General Director of Trimo inženjering, says.

According to her words, between 100 and 300 employees were engaged in carrying out the projects within the FAS, including Trimo inženjering and the producers of Trimo inženjering, depending on the level of activities. Đorđević adds that this fact itself indicates that this project is of special importance at time of crisis.

- Considering the fact that we have repaired the roof and facade of old and damaged halls of the former Zastava factory building, we believe that launching the process of production of new automobiles would be very difficult without these works having been previously done.

Worn out construction of the halls and the roof and facade have been replaced with modern roof constructions and Trimoterm sandwich panels which are enduring, fireproof and have all certificates in compliance with national and European legislation. Within this project for the first time we were carrying out works on the hall in which the production of the automobiles was ongoing and it was the aggravating circumstance for the organization and logistics of works, Bojana Đorđević explains.

She stresses that beside Fiat Trimo inženjering cooperates with its key suppliers, who also build their own facilities in Kragujevac. It is expected in Trimo inženjering that the cooperation will be continued, regarding other projects in the future.

Our goal is to become a leading contractor in the domain of building commercial, business, industrial assembly structures, as well as a series of constructions which have some other purposes. We would also like to improve our position of the leading suppliers of high-quality and safe roof and facade systems in Serbia and Southeast Europe, Bojana Đorđević stresses.

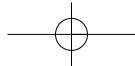
Sertifikati

Trimo inženjering je osnovan 2002. godine kao deo istoimene internacionalne grupe, koja ima predstavništva u 25 zemalja i aktivna je na više od pedeset svetskih tržišta. U Srbiji, u fabrici u Šimanovcima, proizvode se krovni i fasadni Trimoterm sendvič paneli sa ispunom od mineralne vune i P line by trimo od poliuretana. Poseduju sertifikat o usaglašenosti sa EN 14509:2006, evropski standard kvaliteta za proizvodnju krovnih i fasadnih sendvič panela, Instituta IMS iz Beograda, uz sve neophodne ateste vatrootpornost, HACCP i drugo. Kvalitet proizvoda potvrdio je i evropski sertifikovani institut ZAG iz Ljubljane - kaže Bojana Đorđević.

Certificates

Trimo inženjering was established in 2002, as the part of the international group with the same name, which has branch offices in 25 countries and it is active in more than 50 global markets. In the factory in Šimanovci in Serbia roof and facade Trimoterm sandwich panels filled with mineral wool and P line by trimo made of polyurethane are produced. They have certificate about the compliance with the EN 14509:2006, the European quality standard for the production of roof and facade sandwich panels of the Institute IMS from Belgrade together with all other necessary documents which show it is fireproof, HACCP, etc. The quality of the product was also confirmed by the European certified institute from Ljubljana, Bojana Đorđević says.





Tržni centar IKEA, Kaventri, Velika Britanija

 **Trimo**

Kompletna rešenja

OD IDEJE DO REALIZACIJE

Trimo je jedna od vodećih evropskih kompanija u oblasti proizvodnje vatrootpornih krovova i fasada, kao i lider u definisanju i realizaciji kompletnih rešenja za izgradnju čeličnih montažnih objekata. Poverenje su nam ukazali i Ikea, Rigips, Nestle, FIAT, Mercedes Benz, BMW, VW, Ford, Airbus, Mercator, Supernova, Merkur, Bang & Olufsen, Rudnap, Koteks, Roda, Yura ...

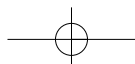
Ponosni na postignute rezultate i motivisani predstojećim izazovima, stalno tragamo za novim rešenjima koja nam omogućavaju da i dalje zajedno rastemo i razvijamo se.

Svojim partnerima u Srbiji možemo ponuditi:

- [Vatrootporne krovove i fasade sa ispunom od kamene vune Trimoterm]
- [Krovove i fasade sa ispunom od tvrde poliuretanske pene P line]
- [Fasadne sisteme poslednje generacije - Qbiss.One i Qbiss.Air]
- [Kompletna rešenja u gradnji nestambenih objekata svih namena]
- [Inženjering - gradnju objekata po sistemu "ključ u ruke"]
- [Modularne jedinice različitih namena]
- [Sisteme za zaštitu od buke]
- [EcoSolutions program]

Trimo inženjering d.o.o., Bulevar Arsenija Čarnojevića 99b; 11070 Novi Beograd

t: 011 2129 724; f: 011 2129 726; office@trimo.rs; www.trimo.rs



>> Trimoterm izolovani krovni sistemi

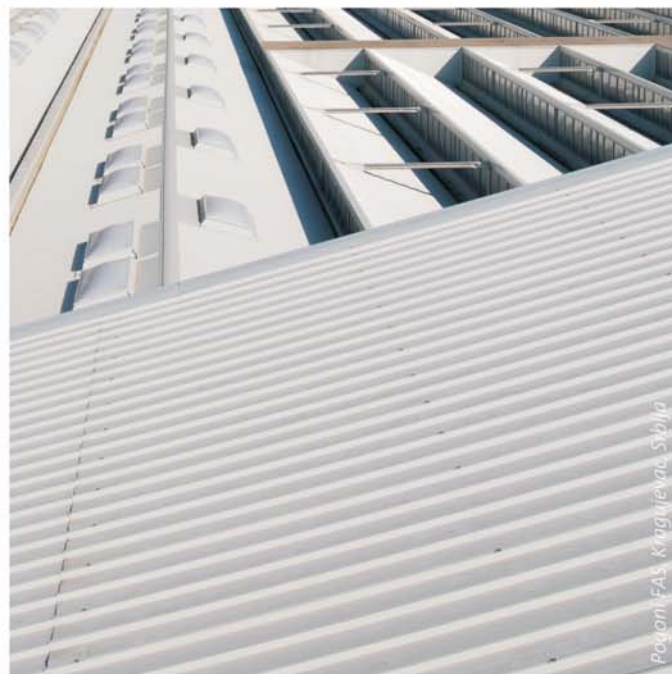
Trimoterm vatrootporni krovovi su odlično rešenje za primenu na krovovima sa nagibima za poslovne zgrade, tržne centre, kulturne institucije i industrijska postrojenja. Zbog odličnih tehničkih karakteristika i kompletnog asortimana tehničkih rešenja i elemenata, Trimoterm krovni sistemi omogućavaju aktivna i kreativna prilagođavanja svim zahtevima za zgrade.



>> P line zidovi, krovovi i spuštene tavanice

P line porodica sendvič panela sa ispunom od tvrde poliuretanske pene predstavlja idealno rešenje za gradnju i oblaganje prostorija za proizvodnju, skladištenje, distribuciju, zamrzavanje namirnica, farmaceutsku i biotehnošku industriju, ali i druge oblasti koje zahtevaju tačno definisane temperaturne uslove.

>> Vaš poslovni objekat možemo izgraditi i na jednoj od najatraktivnijih lokacija u Srbiji. U industrijskoj zoni u Šimanovcima, u neposrednoj blizini Trimo pogona za proizvodnju panela, na raspolaganju Vam je 36 hektara infrastrukturno opremljenog zemljišta, spremnog za izgradnju. Parcela se nalazi neposredno pored autoputa Beograd - Zagreb, na 25 km od Beograda.



>> Izolovani fasadni sistemi Trimoterm

Trimoterm fasadni paneli predstavljaju jedinstvena rešenja za većinu modernih arhitektonskih ideja kada se projektuju poslovni, komercijalni, sportski ili industrijski objekti. Odlikuje ih savršen izgled i superiorne tehničke performanse koje osiguravaju bezbednost, energetska efikasnost i trajnost zgrada. Zahvaljujući snažnoj vatrootpornosti, odličnoj termičkoj izolaciji i izolaciji protiv buke, kao i odličnim higijenskim karakteristikama uspešno se upotrebljavaju i u najzahtevnijim sredinama.



www.trimo.rs

Ivan Bošnjak, zamenik generalnog direktora Milenijum tima

Vitalni radovi za vodosnabdevanje fabrike

Milenijum tim je angažovan na četiri projekta u okviru izgradnje fabrike Fiat i to na izgradnji spoljno-vodovodne mreže, zona jedan na glavnoj lokaciji Fiat automobili Srbija u Kragujevcu, rekonstrukciji spoljnih instalacija atmosferske i fekalne kanalizacije, remedijaciji tla i termalnoj desorpciji zemljišta - kaže Ivan Bošnjak, zamenik generalnog direktora Milenijum tima.

Prema njegovim rečima danas na gradilištu Fijatove fabrike radi 30 zaposlenih u Milenijum timu, a u periodu kada su svi projekti bili u punom obimu bilo je angažovano više od 50 radnika. - Radovi koji su izvedeni, a odnose se na infrastrukturne objekte Fijatove fabrike, jesu od vitalnog značaja za vodosnabdevanje i kanalizaciju. Radovi na remedijaciji tla obuhvataju razbijanje betonske podne ploče hale površine 34 775 kvadratnih metara, iskop sa odvozom na termalnu desorpciju kontaminirane zemlje 35.251 kubnih metara, polaganje geotekstila 50 000 kvadratnih metara i instalaciju geomembrane 25 000 kvadratnih metara. Nasipanje zemljom, šljunkom i tucanikom do potrebne zbijenosti i betoniranje podne ploče hale - armirani beton sa završnom obradom 35 000 kvadratnih metara takođe je završeno. Na projektu termalne desorpcije zemljišta angažovani su zaposleni u Milenijum timu u procesu opsluživanja i održavanja postrojenja za termalnu desorpciju - ističe Bošnjak. On dodaje da s obzirom na poziciju Milenijum tima na tržištu građevinske industrije i dokazanim kvalitetom izvedenih radova očekuje nastavak poslovne saradnje sa Fijatom.

Naš sagovornik naglašava da je Privredno društvo Milenijum tim d.o.o. privatno društvo osnovano 2003. godine u Beogradu. Osnovna delatnost društva je izgradnja hidrotehničkih objekata, izgradnja gasovoda, održavanje hidrotehničkih objekata i konsalting i inženjering u građevinarstvu. Horizontalno, vertikalno i koso bušenje i podbušivanje - bušenje irigacionih bunara, podbušivanje autoputeva, puteva, pruga, kanala i uvlačenje cevi su specijalni radovi koje Milenijum tim uspešno izvodi. - Stalno pratimo i usvajamo nove tehnologije, raspoložemo modernom mehanizacijom i opremom, ulažemo u obuku i obrazovanje zaposlenih. Poslovna politika društva se zasniva na tržišno orijentisanom sistemu i na principima menadžmenta kvalitetom, čiji je osnovni zadatak stalno poboljšavanje celokupnog poslovanja, sa ciljem da se zadovolje potrebe i očekivanja naših investitora, odnosno krajnjih korisnika.

G. Vlaović



Ivan Bošnjak, Deputy General Manager of Millennium Team

Activities vital for water supply of the factory

Millennium Team is involved in four projects regarding the construction of Fiat factory, which imply: construction of external water supply network, zone One at the main site of Fiat Automobiles Serbia in Kragujevac, reconstruction of external installations of sewer system for atmospheric wastewater and fecals, soil remediation and thermal desorption of soil - Ivan Bošnjak, Deputy General Manager of Millennium Team says.

He explains that there are 30 employees of the Millennium Team at the construction site of Fiat Factory, while at the time of the most intensive activities more than 50 workers were involved. - The implemented projects regarding infrastructural facilities of Fiat factory are of the vital importance to water supply and sewage system. The activities aimed at soil remediation imply breaking of the concrete floor pile of the hall, the area of which is 34,775 square meters, excavating and transporting contaminated soil, the volume of which is 35,251 cubic meters, to thermal desorption unit, placing geotextile, the area of which is 50,000 square meters, and installing geomembrane, the area of which is 25,000 square meters. The activities regarding covering with soil, gravel, crushed stone to the suitable level of compaction and cementing floor pile of the hall - reinforced concrete with the final procession, the area of which is 35,000 square meters, were also conducted. Concerning the project aimed at thermal desorption of soil, the personnel of Millennium Team are involved in providing services and maintain the thermal desorption unit - Bošnjak emphasizes. He adds that, given the position of Millennium Team at the construction industry market in Serbia and undoubted quality of the implemented projects, he expects the business cooperation with Fiat to be continued.

Our interlocutor emphasizes that the Industrial Enterprise Millennium Team Ltd. is the private company established in Belgrade in 2003. The primary activity of the company is the construction of hydrotechnical facilities, of gas pipelines, maintenance of hydrotechnical facilities, as well as consulting and engineering in construction industry. Horizontal, vertical and oblique drilling and underdrilling - drilling of irrigation wells, underdrilling of highways, roads, railways, canals, and placement of pipes are the special activities which Millennium Team successfully implements. -We continuously follow and adopt new technologies, we have modern machinery and equipment, we invest in training and education of our personnel. The business policy of the company is based on

market-oriented system and principles of quality management, the main goal of which is the permanent improvement of total business activities, aimed at meeting demands and expectations of our investors, i.e. of the final beneficiaries.



Društvo za inženjering, proizvodnju i usluge Millennium Team d.o.o. je osnovano 2003. godine u Beogradu. Osnovna delatnost Društva je izgradnja hidrotehničkih objekata, izgradnja gasovoda, održavanje hidrotehničkih objekata i konsalting i inženjering u građevinarstvu.

Horizontalo, vertikalno i koso bušenje i podbušivanje – bušenje irigacionih bunara, podbušivanje autoputeva, puteva, pruga, kanala i uvlačenje cevi su specijalni radovi koje Millennium Team uspešno izvodi.

Menadžerski tim koji upravlja Društvom, kao i veliki broj stalno zaposlenih radnika građevinske i mašinske struke imaju višegodišnje iskustvo u izvođenju radova ove vrste. Znanjem, iskustvom i najsavremenijom mehanizacijom obezbeđuje se da i najkomplikovaniji poslovi budu brzo i kvalitetno izvedeni. Potrebe investitora i krajnjih korisnika naših proizvoda/gr građevinskih objekata su naš najvažniji prioritet. Društvo Millennium Team d.o.o. će uvek izvoditi kvalitetne radove, kroz stalno praćenje i osvajanje novih tehnologija u građevinarstvu i permanentnu obuku i obrazovanje zaposlenih za primenu istih.

Privredno društvo Millennium team d.o.o. sertifikovano je prema zahtevima standarda ISO 9001-sistem menadžmenta kvalitetom, ISO 14001-sistem menadžmenta životnom sredinom i specifikacije OHSAS 18001-sistem menadžmenta zdravljem i bezbednošću na radu.

Reference za 2011.god.

- *Dogradnja i sanacija rezervoara "Draženovac" i "Vis" Izgradnja distributivne vodovodne mreže od rezervoara "Draženovac" do centra naselja Ripanj. Radovi na izgradnji sekundarne vodovodne mreže u MZ Leskovac kod Stepojevca.*

Investitor: JKP Beogradski vodovod i kanalizacija, Beograd

- *Izgradnja kanalizacione mreže u naselju Plavi Horizonti*

Investitor: JKP Beogradski vodovod i kanalizacija, Beograd

- *Izvođenje građevinskih i mašinskih radova na izgradnji gasovoda Kula-Odžaci*

Investitor: Energotehnika Južna Bačka d.o.o.

- *Izgradnja kanalizacione mreže u naselju Žabalj*

Investitor: Opština Žabalj

- *Izgradnja spoljno vodovodne mreže-Zona I na glavnoj lokaciji Fiat Automobili Srbija doo Kragujevac*

Investitor: Fiat Automobili Srbija d.o.o. Kragujevac

- *Rekonstrukcija spoljnih instalacija atmosferske i fekalne kanalizacije na glavnoj lokaciji Fiat Automobili Srbija d.o.o. Kragujevac*

Investitor: Fiat Automobili Srbija d.o.o. Kragujevac

- *Remedijacija tla na gradilištu Fiat Automobili Srbija doo u Kragujevcu*

Investitor: SADE/Fiat Automobili Srbija d.o.o.

- *Termalna desorpcija zemljišta na gradilištu Fiat Automobili Srbija doo u Kragujevcu*

Investitor: GRS VALTECH

- *Izvođenje radova na privremenim merama tehničke zaštite postojećih naftovoda i gasovoda u zoni izgradnje od autoputa E-75*

Investitor: JP Srbijagas

- *Izvođenje radova na izmeštanju gasovoda, naftovodnih i ostalih infrastrukturnih objekata u novi energetski koridor severno od autoputa E75 sa nabavkom materijala i opreme.*

Investitor: JP Srbijagas

- *Izgradnja novog postrojenja za preradu otpadnih voda u opštini Ada*

Investitor: Opština Ada

- *Rekonstrukcija internata za smeštaj učenika tehničke škole u Adi*

Investitor: Opština Ada

- *Ojačanje kolovozne konstrukcije i poboljšanje saobraćajnica u opštini Odžaci*

Investitor: Opština Odžaci, J.P. "Direkcija za izgradnju" Odžaci

- *Izvođenje radova na izgradnji Centralnog postrojenja za prečišćavanje otpadnih voda naselja Kula i Vrbas u Vrbasu*

Investitor: Predstavništvo Eyropske unije u Republici Srbiji

- *Izvođenje radova na završetku razvodnog gasovoda visokog pritiska RG Batočina-Cvetojevac i izgradnji razvodnog gasovoda visokog pritiska RG Cvetojevac-Divostin, GMRS Divostin i GM GMRS Divostin-MRS FAS*

Investitor: JP Srbijagas

- *Izgradnja vodovoda i fekalne kanalizacije u delu ulica put za Smrdan i Miroslava Krleže u Mirijevu*

Investitor: JP „Direkcija za građevinsko zemljište i izgradnju Beograda“

- *Izvođenje građevinskih radova na izradi potpornog zida na Barajevskoj reci*

Investitor: JVP „Beogradvode“, Beograd

- *Izvođenje građevinskih radova na izradi odbrambenog zida na nasipu Ade Ciganlije na delu kod Crpne Stanice reni bunar 18 na stacionaži od km 6+530 do km 6+400*

Investitor: JVP „Beogradvode“, Beograd

- *Izvođenje građevinskih radova na izgradnji atmosferske kanalizacije u ulici Čapajeva u Smederevu*

Investitor: JKP „Vodovod“ Smederevo

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www.millenniumteam.rs



Miloljub Krsmanović, direktor
preduzeća Montprojekt d.o.o. Beograd

Energija iz obnovljivih izvora novi izazov

U izgradnji Fijatove fabrike, beogradsko preduzeće Montprojekt d.o.o. angažovano je za izradu novih trafostanica i za kompletno elektroenergetsko povezivanje postojeće mreže i trafostanica. Prema rečima direktora Miloljuba Krsmanovića, osnovne delatnosti tog preduzeća osnovanog 1993. godine, su inženjering, projektovanje i izvođenje elektroenergetskih i telekomunikacionih objekata, proizvodnja razvodnih ormara i postrojenja po sopstvenoj tehnologiji i licencnom programu Siemens-Sivacon, kao i zastupanje stranih firmi. Projektovanje i izvođenje elektroenergetskih i telekomunikacionih objekata odnosi se na izgradnju i postavljanje transformatorskih stanica i dalekovoda do 400 kV, kablovskih vodova do 110 kV, postavljanje elektroinstalacija industrijskih postrojenja, pumpnih stanica, kao i telekomunikacione linije na aerodromima, poslovnim zgradama, apartmanima, hotelima, bolnicama. Firma radi i instalacije telefonskih mreža, internih telefonskih i računarskih mreža i signalnih sistema.

● Koliko radnika je angažovano u poslu sa Fijatom?

Poslovi

U izgradnji nove Fijatove fabrike Monteko radi na

- Izgradnja trafostanice 110/20 kV 2x78,5 MVA + 35/20 kV 20 MVA po sistemu „Ključ u ruke“
- Izgradnja sedam trafostanica 20/04 kV snage od 7,5MVA do 12,5 MVA
- Kompletnom elektroenergetskom prevezivanju postojeće 6 kV mreže i postojećih trafostanica 6/04 kV u vreme izgradnje
- Izradi privremenih trafostanica 6(20)/04 kV za održavanje proizvodnje i za probne pogone

Naravno da očekujemo. Našom visokom profesionalnošću i kvalitetom u stanju smo da konkuriramo za slične projekte na inostranom tržištu. Mi smo poslednjih godina već bili prisutni na gradilištima Rusije, Nigerije, Crne Gore i Republike Srpske, a poslovi u izgradnji Fijatove fabrike će nam svakako biti veoma korisna referenca za ulazak na druga inostrana tržišta.

● Koji su planovi vaše firme u narednom periodu?

Planiramo da učestvujemo u projektima izgradnje objekata za proizvodnju energije iz obnovljivih izvora, elektrana koje koriste snagu vetra, solarnu energiju, biomasu i drugo. Na tim poslovima smo već započeli određene aktivnosti. U planu je ulazak na tržište Norveške, gde su uspostavljeni poslovni kontakti sa određenim firmama. Očekuje nas i proširenje proizvodnih kapaciteta novim savremenim proizvodnim linijama vrhunskih nemačkih proizvođača opreme kao što su Triumph i Ehrt i to prvenstveno u oblasti licenciranog programa Sivacon S8 „Siemens“, čiju smo licencu dobili početkom 2011. godine.

Katarina Živanović

- Na projektovanju i izgradnji objekata angažovano je 10 inženjera Montprojekta, zatim 25 montera na terenu, 20 radnika u proizvodnji NN razvodnih postrojenja kao i 50-60 radnika kooperanata za građevinske, mašinske i ostale radove.

● Da li očekujete da će nakon završetka projekta, vrata preduzećima koja su u njemu učestvovala, biti otvorena i za inostrano tržište?



Miloljub Krsmanović, the General Manager
of the company Montprojekt Belgrade

Energy from the renewable resources as a new challenge

In the process of the construction of the Fiat factory Belgrade company Montprojekt is engaged to make new power transformer stations and complete electromagnetic connections between the existing network and the power transformer stations. We spoke with General Manager Miloljub Krsmanovic about the work on the factory and plans for the future.

● How long does your company exist and what does it deal with?

- Montprojekt was established on March 11, 1993 as a private company and its basic activities are engineering, making projects designs and the construction of the electroenergetic and telecommunications facilities, the production of the cable dividing boxes and engines with its own technology and according to the licenced program Siemens-Sivacon, and the representation of foreign firms. Making project designs for the electroenergetic and telecommunications facilities and the construction of them refer to building and the installation of the power transformer stations and long-haul landlines of up to 400 kW, the cable lines of up to 110kW, setting up of the industrial facilities' electroinstallations, pumping stations as well as the telecommunications lines at the airports, business buildings, apartments, hotels, hospitals. We also install the telephone networks, the inner telephone and computer networks and signal systems.

● How many employees are involved in the project with Fiat?

- Ten engineers of Montproject are engaged in making project designs and the construction of the facilities, 25 fitters work in the field, 20 employees work in the process of the production of the low-voltage switchgears and 50-60 worker-partners are involved in the construction and mechanical engineer works, and other type of works.

● Do you expect that after the project is finished the door of the foreign market will be opened for those companies which were involved in it?

Of course, we expect it. Due to our high professionalism and quality we are in the position to apply for similar projects in the foreign market. In the last few years we have already been present at the construction sites in Russia, Nigeria, Montenegro, Republika Srpska, and our involvement in the construction of Fiat factory will certainly be the important reference for our entry to other foreign markets.

● What are the plans of your company for the future?

We plan to participate in carrying out the projects regarding the construction of the facilities for the production of energy from the renewable resources and the plants using the wind power, solar energy, biomass, etc. Montprojekt has already started certain activities in relation to these projects. We also plan to enter the Norwegian market where the bussines connections with some firms have already been established. We will increase our product capacity by introducing new production lines of the best Germain manufacturers of the equipment, such as Triumph and Ehrt, primarily in the domain of the licenced program Sivacon S8 „Siemens“, whose licence we obtain at the beginning of 2011.

Works

In the process of building new Fiat factory Monteko works on

- the construction of the power transformer station of 110/20 kw 2x78,5 MVA + 35/20 kw 20 MVA on „turn key“ principle
- the construction of seven power transformer stations of 20/04 kw, between 7,5MVA and 12,5 MVA
- making complete electroenergetic reconnection of the existing network of 6kw and the existing power transformer stations of 6/04 kV at the time of building
- the construction of the temporary power transformer stations of 6(20)/04 kw for the maintenance of the production and for the test engines.

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www.montprojekt.rs, e-mail: office@montprojekt.rs



*Predrag Filipović,
direktor Grappa doo Beograd*

Ugovora kao ovaj sa Fijatom nema mnogo

Ureduće Grappa iz Beograda najzaslužnije je što će Fijatova energana biti kompletno opremljena najsavremenijim rashladnim uređajima. Grappa je ovlašćeni distributer i generalni zastupnik američke kompanije Carrier i japanske Toshibe, a posao sa Fijatom je jedan od najvrednijih.

- U okviru Fijatove energane postavili smo čilere i Baltimore rashladne kule. Inicijalni ugovor sa Fijatom bio je oko 2,5 miliona evra, ali je on naknadno smanjen. Uprkos tome i dalje je jedan od najboljih koji smo imali - kaže direktor preduzeća Grappa Predrag Filipović.

Grappa je relativno mlada firma, osnovana 2005, i trenutno ima desetoro zaposlenih, od toga petoro inženjera. Osim što prodaju robu, u Grappi se bave i održavanjem opreme koju proizvode Carrier i Toshiba. Konkurencija na tržištu je u oblasti rashladnim uređaja velika ali, napominje Filipović, oprema koju Grappa nudi je među najkvalitetnijima. Grappa jedina prodaje Carrier, dok u Srbiji postoji još jedna firma koja se bavi prodajom Toshibine robe.

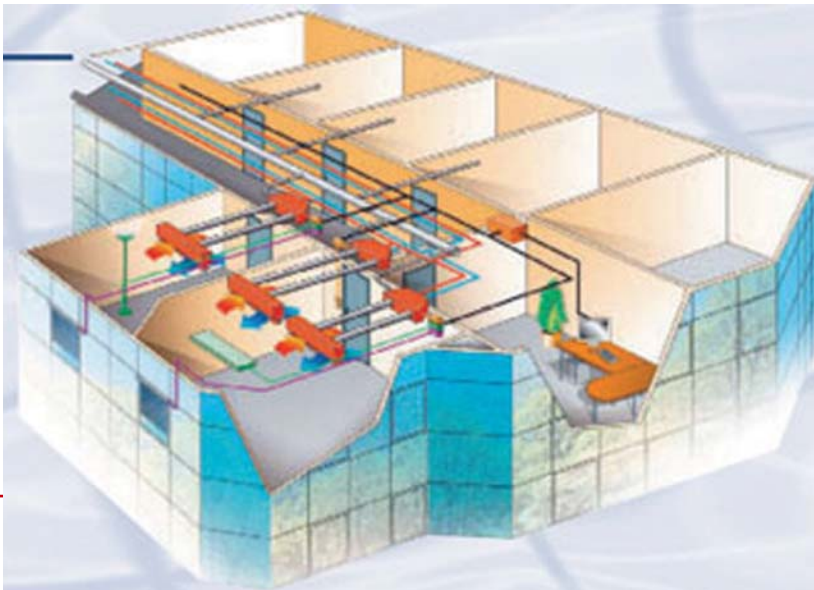
U bogatoj riznici referenci Grappa može da se pohvali da je radila, odnosno ugradila opremu u zgradu Delta sitija, ali i u zgradu vlade Srbije u Belgiji.

- Imali smo dosta velikih projekata, na primer radili smo na rekonstrukciji glavne zgrade Energoprojekta, VMA, Jugopotrelove upravne zgrade, a u najvećoj meri naša oprema je u robnim kućama Beograd. U nekima smo radili zamenu, a negde ugrađivali nove uređaje - ističe Filipović.

Iako su godine krize bile loše za poslovanje, Grappa je od ove godine polako počela da se vraća na onaj nivo na kom je, bar što se obima posla tiče, bila pre početka krize.

- Ugovora kakav je ovaj sa Fijatom nema mnogo, niti je do njih lako doći, ali smo osim ovog imali još nekoliko izuzetno vrednih, poput projekta u Nigeriji koji je vredeo između 500.000 i 600.000 evra. Ugovor za ugradnju osam čilera u poslovnom objektu Blok 23 na Novom Beogradu bio je vredan 300.000 evra - kaže Filipović.

Grappa ima u planu nove tendere, a najverovatnije ih čeka posao za hotel Falkenstajner u bloku 11. Kada je u pitanju dalja saradnja sa Fijatom, inženjeri Grappe će u narednom periodu održati obuku Fijatovim mašincima kako da održavaju sistem, dok će veliki servisi i ubuduće biti posao preduzeća Grappa. **LJ. V. R.**



*Predrag Filipovic,
the General Manager of Grappa Belgrade*

There are no many contracts like this one with Fiat

Much credit goes to company Grappa for fully equipping Fiat's energy facility with the most advanced air conditioners. Grappa is the authorized distributor and general representative of the American company Carrier and Japanese company Toshiba, and the deal with Fiat is one of the most important projects.

- We put chillers and Baltimore cooling towers in Fiat's energy facility. The initial contract with Fiat was worth 2.5 million, but its value was reduced afterwards. Despite that fact it is still one of the best contracts we have ever signed, Predrag Filipović, the General Manager of the company Grappa says.

Grappa is a relatively young company, which was established in 2005. It currently has ten employees, five of them are engineers. Beside selling goods in Grappa, they also maintain the equipment produced by the Carrier and Toshiba. The competition in the market in the domain of the airconditioners is great, but according to the words of Mr Filipovic, the equipment offered by Grappa is among the best quality goods of that type. Grappa is the only company in Serbia which sells Carrier products, and there is one more firm which deals with selling Toshiba goods.

Within the vast reservoir of references Grappa is particularly proud to have installed the equipment into the Delta City Building and also into the building of the Serbian government in Belgium.

- We had many huge projects - for example we worked on the reconstruction of the head offices of the Energoprojekt and Military Medical Academy, and of the head office of the Jugopetrol, and our equipment is mainly installed in the department stores "Beograd". In some of them we only repaired old appliances, while we installed new ones in others, Filipovic says.

Although the years of the crisis were bad for business, starting from this year Grappa has been regaining the level it had before the crisis, at least regarding the scope of its business activities.

- There are no many contracts like this one we have with Fiat, nor is it easy to win them. But apart from this one, we have had several very lucrative contracts, such as the project in Nigeria which was worth between

500.000 and 600.000. The contract for the installation of eight chillers within the business premises Block 23 in New Belgrade was worth 300.000, Filipović says.

Grappa plans new tenders, and most probably they will get the job regarding the hotel Falkenstajner on the Block 11. As to the further cooperation with Fiat, the Grappa engineers will train Fiat machine maintenance officers to maintain the system, while the company Grappa will deal with great services also in the future.

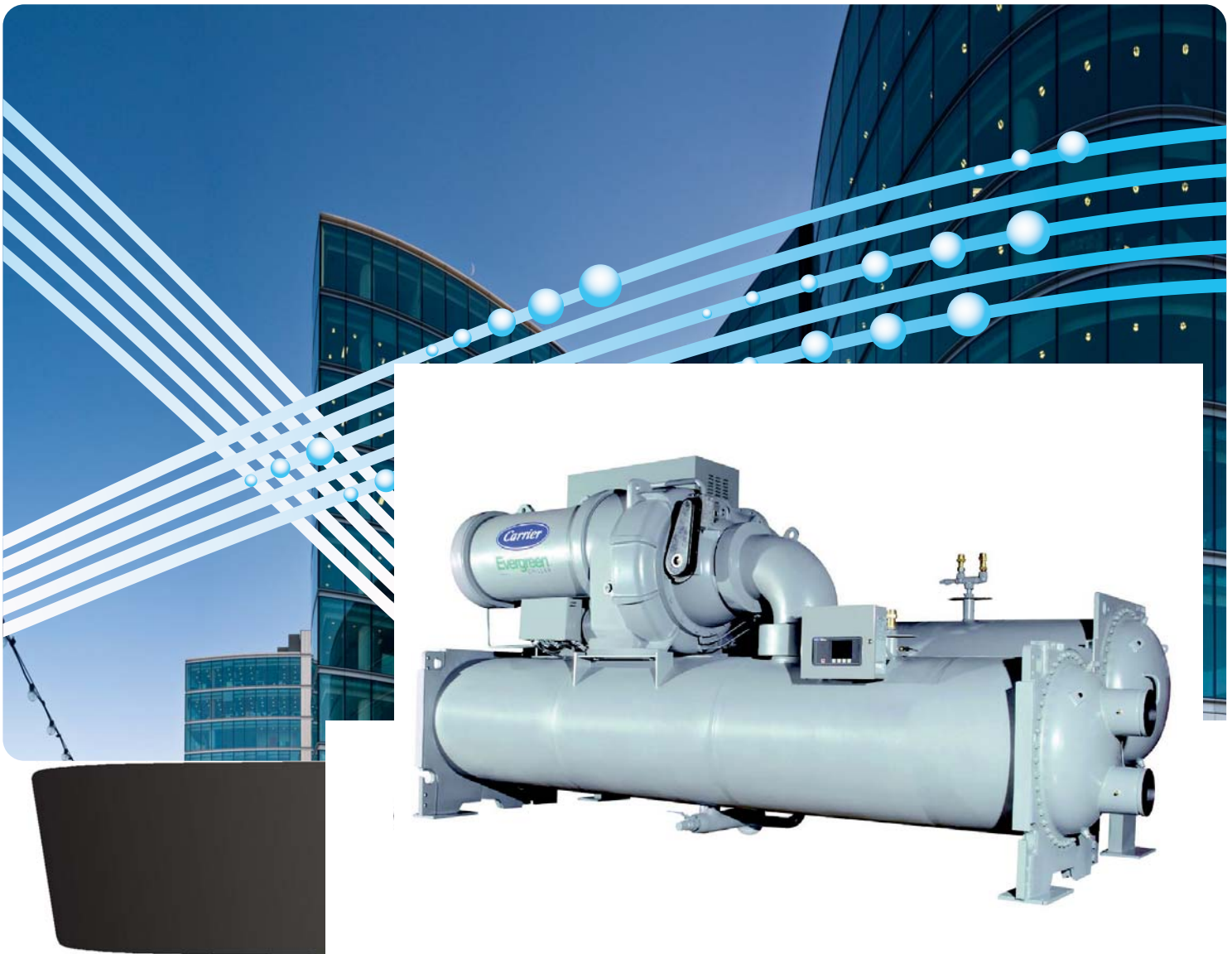


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Grappa d.o.o. Beograd je ovlašćeni distributer i serviser američke kompanije Carrier i japanske kompanije Toshiba. Delatnost firme Grappa obuhvata prodaju i održavanje kompletnog Carrier i Toshiba proizvodnog programa za grejanje i klimatizaciju.

Reference:

FIAT energana Kragujevac
VMA – Vojno Medicinska Akademija
Fabrika Tetra Pak Gornji Milanovac
Kontrola Leta Beograd
ZIRA centar
Telenor – Airport City Beograd.



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REFERENTNI OBJEKTI

- OBJEKAT:** KOMPRESORSKA STANICA u krugu fabrike Fiat automobili Srbija u
 - OBJEKAT:** DEMI VODE u krugu fabrike Fiat automobili Srbija u Kragujevcu - energetski blok - izgradnja
 - OBJEKAT:** SEKUNDARNE TRAFOSTANICE u krugu fabrike Fiat automobili Srbija u Kragujevcu - izgradnja, dogradnja 5 objekata
 - OBJEKAT:** CEVNO KABLOVSKI MOSTOVI u krugu fabrike Fiat automobili Srbija u Kragujevcu - izgradnja i delimična rekonstrukcija
 - OBJEKAT:** NADSTREŠNICE (canopy building tender 49) u krugu fabrike Fiat automobili Srbija u Kragujevcu - izgradnja i rekonstrukcija dva objekta
 - OBJEKAT:** PROIZVODNA HALA (OBJEKAT 6 tender 25) u krugu fabrike Fiat automobili Srbija u Kragujevcu - rekonstrukcija
 - OBJEKAT:** SKLADIŠNI OBJEKAT sa pratećim poslovnim prostorom, Pančevački put 64 u Beogradu - izgradnja
 - OBJEKAT:** TEMPO ADA - distributivno skladišni centar robe široke potrošnje, Obrenovački put bb u Beogradu - izgradnja
 - OBJEKAT:** MAXI BEČEJ u Bečeju - izgradnja
 - OBJEKAT:** REKONSTRUKCIJA PRODAJNIH OBJEKATA DELTA MAXI - ukupno 43 objekta u Beogradu, Indiji, Nišu, Čačku, Kruševcu, Novom Sadu
 - OBJEKAT:** INDUSTRIJSKA PERIONICA BELA HARMONIJA u Staroj Pazovi
 - OBJEKAT:** STAMBENO POSLOVNI OBJEKTI u naselju BELVILLE Novi Beograd - „UNIVERZITETSKO NASELJE“
 - OBJEKAT:** STAMBENI OBJEKTI GP5 i GP6 u Bloku 11, Novi Beograd - izgradnja
 - OBJEKAT:** TRŽNI CENTAR KAMELIJA u Kotoru - rekonstrukcija i dogradnja
 - OBJEKAT:** POSLOVNICE MTS - Telekom Srbija
- LOKACIJE:** Beograd, Novi Sad, Kladovo, Zaječar, Kruševac, Paraćin, Smederevo, Gornji Milanovac, Vršac, Požarevac, Lazarevac, Loznica, Indija, Valjevo, Kraljevo, Arandelovac, Smederevska Palanka, Bečej, Kragujevac, Bačka Palanka, Jagodina, Kikinda, Novi Pazar, Negotin, Kanjiža
- OBJEKAT:** POSLOVNI u ul. Neznanog junaka u Beogradu - rekonstrukcija i adaptacija objekta - enterijer - objekat visokog kvaliteta
 - OBJEKAT:** POSLOVNI CENTAR AZZARO u ul. Jurija Gagarina 32 i 32A u Novom Beogradu - izgradnja
 - OBJEKAT:** Restoran „ŠEHER“ ulica Andre Nikolića 1 u Beogradu - rekonstrukcija objekta, enterijer
 - OBJEKAT:** luksuzni stambeni objekti - vile - 3 objekta na lokaciji Dedinje u Beogradu
- VLASTITE INVESTICIJE**
- STAMBENI OBJEKAT** u ul. Jurija Gagarina 30 i 30A, Blok 64 u Novom Beogradu - izgradnja
 - STAMBENI OBJEKAT** u ul. Jurija Gagarina 34 i 34A, Blok 63 u Novom Beogradu - izgradnja
 - STAMBENI OBJEKAT** u ul. Živka Davidovića 59 u Beogradu - izgradnja
 - STAMBENO POSLOVNI OBJEKAT** u ul. Braničevska 2 u Beogradu - izgradnja
 - STAMBENI OBJEKAT** u ul. Kumodraška 6 u Beogradu - izgradnja
 - STAMBENI OBJEKAT** u ul. Tomazeova 13 u Beogradu - izgradnja
- ALUMINIJUM**
- OBJEKAT:** Teniski tereni „6. maj“ Novi Sad,
 - OBJEKAT:** Stambeno poslovni objekat „ALEKSANDAR“ Novi Sad,
 - OBJEKAT:** Poslovna zgrada „ENTERIJER JANKOVIĆ“ Novi Sad,
 - OBJEKAT:** Poslovni objekat GORENJE u Nišu
- INOX**
- OBJEKAT:** SAT na Trgu Republike u Beogradu



REFERENCES

- FACILITY:** THE COMPRESSOR STATION in the area of the Fiat Automobile Serbia factory in Kragujevac
 - FACILITY:** DEMI WATER in the area of the Fiat Automobile Serbia factory in Kragujevac - power-producing block - building up
 - FACILITY:** SECONDARY POWER TRANSFORMER STATION in the area of the Fiat Automobile Serbia factory in Kragujevac - building up, extension of five structures
 - FACILITY:** CABLE-STAYED BRIDGES in the area of the Fiat Automobile Serbia factory in Kragujevac - the construction and partial reconstruction
 - FACILITY:** CANOPY BUILDING (canopy building tender 49) in the area of the Fiat Automobile Serbia factory in Kragujevac - building and the reconstruction of two facilities
 - FACILITY:** PRODUCTION HALL (FACILITY 6 tender 25) in the area of the Fiat Automobile Serbia factory in Kragujevac - the reconstruction
 - FACILITY:** THE STORAGE FACILITY with accompanying business premises, Pančevački put 64 in Belgrade - the construction
 - FACILITY:** TEMPO ADA - distribution and storage center for the Fast Moving Consumer Goods, Obrenovački put bb in Belgrade - the construction
 - FACILITY:** MAXI BEČEJ in Bečej - construction
 - FACILITY:** THE RECONSTRUCTION OF DELTA MAXI SALES OUTLETS - 43 outlets in total in Belgrade, Indija, Niš, Čačak, Kruševac, Novi Sad
 - FACILITY:** THE INDUSTRIAL WASH-HOUSE WHITE HARMONY in Stara Pazova
 - FACILITY:** RESIDENTIAL-BUSINESS FACILITIES in BELLVILLE settlement in New Belgrade - „UNIVERSITY SETTLEMENT“
 - FACILITY:** RESIDENTIAL FACILITIES GP5 AND GP6 in the Block 11, New Belgrade - building up
 - FACILITY:** SHOPPING MALL CAMELIA in Kotor - the reconstruction and extension
 - FACILITY:** the outposts of MTS - Telekom Srbija
- LOCATIONS:** Belgrade, Novi Sad, Kladovo, Zaječar, Kruševac, Paraćin, Smederevo, Gornji Milanovac, Vršac, Požarevac, Lazarevac, Loznica, Indija, Valjevo, Kraljevo, Arandelovac, Smederevska Palanka, Bečej, Kragujevac, Bačka Palanka, Jagodina, Kikinda, Novi Pazar, Negotin, Kanjiža
- FACILITY:** BUSINESS FACILITY in Neznani junak Street in Belgrade - the reconstruction and the adaptation of the facility - interior - high-quality construction
 - FACILITY:** BUSINESS CENTER AZZARO in Jurija Gagarina Street 32 and 32A in New Belgrade - the construction
 - FACILITY:** Reaaurant „ŠEHER“ in Andre Nikolić Street 1 in Belgrade - the reconstruction of the facility, interior
 - FACILITY:** luxurious residential facilities - villas - three facilities at the location of Dedinje in Belgrade
- OWN INVESTMENTS**
- RESIDENTIAL FACILITY** in Jurija Gagarina Street 30 and 30A, Block 64 in New Belgrade - building up
 - RESIDENTIAL FACILITY** in Jurija Gagarina Street 34 and 34A, Block 63 in New Belgrade - building up
 - RESIDENTIAL FACILITY** in Živko Davidović Street 59 in Belgrade - building up
 - RESIDENTIAL-BUSINESS FACILITY** in Braničevska Street 2 in Belgrade - building up
 - RESIDENTIAL FACILITY** in Kumodraška Street 6 in Belgrade - building up
 - RESIDENTIAL FACILITY** in Tomazeova Street 13 in Belgrade - building up
- ALUMINIUM**
- FACILITY:** Tennis court „May 6“, Novi Sad,
 - FACILITY:** Residential-business facility „ALEKSANDAR“, Novi Sad,
 - FACILITY:** Business facility „INTERIOR JANKOVIĆ“, Novi Sad,
 - FACILITY:** Business facility GORENJE in Niš
- INOX**
- FACILITY:** „THE CLOCK“ at the Republic Square in Belgrade



Exing je preduzeće koje se bavi izgradnjom i rekonstrukcijom objekata visokogradnje po sistemu inženjeringa, ali izvodi i druge građevinske, zanatske, instalaterske i radove spoljnog uređenja. U proteklih 19 godina gradili smo stambene, poslovne, javne i industrijske objekte, a značajne reference imamo u izradi ekskluzivnih enterijera - kaže Srđan Opalić, direktor preduzeća EX ING B&P i dodaje da preduzeće poseduje vlastitu operativu i specijalizovane pogone za čelične i aluminijumske konstrukcije, inox i atestirane protivpožarne sisteme.

Firma je do sada učestvovala u brojnim projektima, od kojih su najvažniji naselje Belvil u Beogradu, tržni centri Delta siti u Beogradu i Podgorici, Bazar u Novom Sadu i Kamelija u Kotoru, ali i rekonstrukcija i izgradnja 45 super-

Exing is the company which deals with building and the reconstruction of the high-rise facilities on the engineering principle, but it also performs other construction, craft, installation and exterior projects. Over the last 19 years we have constructed residence, business, public and industrial buildings and we also have had the significant references in making the exclusive interiors, Srđan Opalic, the General Manager of EX ING B&P company says. He also adds that the company has its own machines and specialized power systems for steel and aluminium constructions, inox and certified fire-fighting systems.

The company so far has participated in numerous projects, and the most important among them are housing estate Belville in Belgrade, shopping malls Delta City in Belgrade and Podgorica, Bazaar in Novi Sad and Kamelija in Kotor, as well as the reconstruction and building of 45 supermarkets Delta Maxi, residential-business complex in New Belgrade and industrial facilities within the area of Fiat Automobili Srbija factory. There is ongoing construction of the hotel in Kragujevac, oil terminal in Sremski Karlovci, huge residential-business complexes in Vojvode

marketa Delta maksija, stambeno poslovni kompleks na Novom Beogradu, kao i industrijski objekti u krugu fabrike Fiat automobili Srbija. Trenutno se radi hotel u Kragujevcu, naftni ter-

Srđan Opalić, direktor preduzeća EX ING B&P

Spremni i za najstroženije objekte



Srđan Opalić, the General Manager of the company EX ING B&P

Ready for the construction of the most complex buildings

Micka Street on the site of the former barracks Stepa Stepanovic, Tempo Ada, etc.

- For Fiat in Kragujevac we performed construction, installation and crafts projects on the Compressor Station and Demi in power-producing block, five structures of the secondary power transformer station and all works on the reconstruction and building cable-stayed bridges, except the equipment and electroinstallations. There is ongoing reconstruction of the building

minal u Sremskim Karlovcima, veliki poslovno-stambeni kompleksi u Vojvode Micka, na lokaciji bivše kasarne Stepa Stepanović Tempo Ada i drugi.

- Za Fiat u Kragujevcu radili smo građevinske, instalacijske i zanatske poslove na Kompresorskoj stanici i Demi u energetskom bloku, zatim pet objekata sekundarne trafo stanice i sve radove, izuzev opreme i elektroinstalacija, na rekonstrukciji i izgradnji novih Cevno-kablovskih mostova. Trenutno, po sistemu "ključ u ruke" u toku je rekonstrukcija objekta 6 - hala i izgradnja dve nadstrešnice - objašnjava Opalić i dodaje da Exing trenutno ima 140 zaposlenih, od kojih je 90 odsto kvalifikovana i visokokvalifikovana radna snaga građevinske i mašinske struke, a sa stalnim kooperantskim firmama, na objektima u čijoj izgradnji učestvuje, radi i više od 1.000 radnika.

Prema njegovim rečima, posao sa Fiatom je značajna referenca za buduće projekte ali će oni moći da se realizuju samo ako firma nastavi da insistira na politici kvaliteta.

- Poslednjih godina posebno ulažemo u stručni kadar i opremanje pogona, sa idejom razvoja u oblasti izgradnje industrijskih objekata. U toku je izgradnja i opremanje hale za prefabrikaciju čeličnih konstrukcija, a u oblasti proizvodnje protivpožarnih vrata i sistema, planiramo proširenje programa uvođenjem novih, atestiranih elemenata, čime bi zaokružili asortiman u ovoj oblasti, koja do sada u Srbiji nije imala ozbiljnog domaćeg proizvođača - ističe Opalić.

Z. V.

6 - hall and the construction of two canopy buildings, on the principle of „turn-key“, Opalic says and adds that Exing currently has 140 employees, 90 % of them is qualified and highly qualified work force from the construction and mechanical engineering sector, while more than 1.000 employees work with the companies which are the permanent partners on the construction of the buildings.

According to his words the project with Fiat is a significant reference for the future projects, but they can only be realized if the company continue to insist on the quality policy.

- Over recent years we have specially invested in qualified personnel and equipping facility having the idea about achiev-

ing development in the domain of the construction of the industrial facilities. The process of the construction and equipping the hall for the prefabrication of steel constructions is ongoing, and we also plan to extend the program in the area of the production of the fire-preventing doors and systems by adding new certified elements. In that way we would complement the assortment in this domain, for which so far there was no any serious domestic producer in Serbia, Opalic says.

Vladimir Duboka, direktor Sektora industrija u Simens d.o.o. Beograd

Siemens obezbeđuje stabilno napajanje strujom i visok nivo automatizacije proizvodnih procesa u fabrici FIAT

Izgradnja fabrike Fijat u Kragujevcu je najveći projekat koji se realizuje u Srbiji u poslednjih 20 godina. Upravo ta složenost projekta omogućila nam je da pokažemo punu snagu naše kompanije kako u pogledu proizvodnog portfolija tako i stručnosti i kompetentnosti naših ljudi. Jedan od ključnih aspekata izgradnje novog proizvodnog centra grupacije Fijat u Srbiji jeste i obezbeđivanje pouzdanog i stabilnog napajanja kompleksa električnom energijom na svim naponskim nivoima. S obzirom da je to od izuzetnog značaja za kontinuitet proizvodnje, jedan od najvažnijih zahteva investitora je bio da obezbedi ne samo kvalitetnog proizvođača opreme, nego i dokazano kvalitetno objedinjavanje svih ključnih elemenata sistema napajanja električnom energijom, ali i pouzdanu podršku tokom perioda korišćenja opreme - ističe Vladimir Duboka, direktor Sektora industrija u Simens d.o.o. Beograd.

Prema njegovim rečima osim sistema za snabdevanje električnom energijom, Simens je isporučio i sistem za nadzor i upravljanje toplotnom energijom. Kako bi se obezbedilo pouzdano upravljanje koje je otporno na kvarove primenjen je koncept redundantnog sistema upravljanja sa dvostrukim kontrolerima, SCADA računarima i komunikacijom. Zaštita ljudi, okoline i imovine biće realizovana upotrebom Simensovog koncepta Safety integrated koji ispunjava najviše standarde bezbednosti. Neka od Simensovih rešenja će biti prvi put implementirana u fabrici u Kragujevcu i predstavljaju model na osnovu koga će biti realizovani budući projekti u svetu.

- Više od 40 naših inženjera angažovano je na projektima vezanim za izgradnju fabrike u Kragujevcu. Osim stručnjaka iz Srbije, koji su nosioci projekta, veliki broj naših kolega iz inostranstva, pre svega Italije i Nemačke, je uključeno u ovaj projekat. Upravo se u tome sastoji prednost kompanije Simens, zahvaljujući znanju i iskustvima stečenim na projektima širom sveta, u mogućnosti smo da ponudimo najbolja tehnološka rešenja i uspešno odgovorimo na zahteve naših klijenata - objašnjava Duboka. On dodaje da je oprema koju instalira Simens od suštinskog značaja za funkcionisanje fabrike.

- Fijatova fabrika u Kragujevcu će biti potpuno automatizovana. Osnovu automatizacije čine naši programski logički kontroleri Simatic koji upravljaju procesima u karoseriji, lakirnici i montaži. Daljom integracijom sistema i implementacijom našeg MES (Manufacturing Execution System) omogućili smo Fijatu da prati ne samo pojedinačne procese već kompletan proces proizvodnje od ulaska sirovina do gotovog automobila. Ovo je od suštinskog značaja za povećanje produktivnosti i efikasnosti za jednu kompaniju - zaključuje naš sagovornik i dodaje da očekuje nastavak saradnje sa Fijatom.

Gojko Vlaović



Vladimir Duboka, Head of the Industrial Sector in Siemens Ltd, Belgrade

Siemens Provides Stable Power Feeding and High Level of Automation of Production Processes in Fiat Factory

The construction of Fiat factory in Kragujevac is greatest project which has been implemented in Serbia over the past 20 years. The complexity of the project enabled us to demonstrate the full strength of our company, which implies the production portfolio, professionalism and competence of our employees. One of the key segments of the construction of new production center of FIAT group in Serbia is the provision of reliable and stable power feeding to the factory at all voltage levels. Given its great importance to the continuity of the production, one of the main demands of investors was the provision not only of the high-quality equipment, but confirmed high-quality integration of all key elements of the system of power energy and reliable support during the period of the use of the equipment, as well - Vladimir Duboka, Head of the Industrial Sector in Siemens Ltd, Belgrad, emphasizes.

He says that along with the system for power feeding, Siemens delivered the system for the monitoring and management of heat energy. In order to enable the reliable management which is damage-resistant, the concept of the redundant system of management with double controllers, SCADA computers and communication was applied. The humans, environment and estates will be protected by using Siemens' concept Safety integrated, that meets the highest safety standards. Some of Siemens' solutions will be implemented in the factory in Kragujevac for the first time and will be the model based on which the future projects in abroad are going to be implemented.

- More than 40 our engineers have been involved in the projects regarding construction of the factory in Kragujevac. Along with experts from Serbia, who are the heads of the projects, a great number of colleagues from abroad, mainly from Italy and Germany, has been involved in this project. This very fact is the advantage of Siemens company, since knowledge and experience gained during the implementation of projects worldwide enable us to offer the best technological solutions and meet the requirements of our clients - Duboka explains. He adds that equipment set by Siemens is of the crucial importance to the activities of the factory.

- Fiat factory in Kragujevac will be fully automatized. Our program logistic controllers Simatic, which manage the processes in the facility for the production of car frames, Dye-house and setting of the parts of the automobiles, are essential for automatization. By the further integration of the system and implementation of MES (Manufacturing Execution System), we enable Fiat to monitor not only individual processes, but whole production process, from the input of raw materials, to the final automobile, as well. It is of the key importance to the greater productivity and efficacy for a company - our interlocutor concludes and adds that he expects the cooperation with Fiat to be continued.

Predrag Ilbašić,
ATLAS COPCO

Savremena oprema smanjuje rizik u proizvodnji

Atlas Copco je industrijska grupa sa leaderskom pozicijom u oblasti kompresora, opreme za tretman vazduha, rudarske i građevinske opreme, ručnih alata i alata za montažu. Kompanija je osnovana 1873, sa sedištem u Stokholmu, Švedska. U 2010. Atlas Copco je imao 33.000 zaposlenih, prihod od 7,3 milijarde evra, poslovanje u 178 i proizvodnju u 20 zemalja. Atlas Copco proizvodi su razvijeni sa osnovnim ciljem da poboljšaju produktivnost korisnika i smanje potrošnju energije, pri čemu je briga za okolinu sastavni dio procesa razvoja svakog proizvoda - kaže direktor Atlas Copco, Predrag Ilbašić.

● **Na koji način ste angažovani na izgradnji Fijatove fabrike u Kragujevcu?**

Prisutni smo sa proizvodima iz dva segmenta poslovanja. Industrijski, turbo kompresori i oprema za tretman vazduha koriste se za snabdevanje komprimovanim vazduhom cele fabrike. Mi smo prva kompanija koja je dobila sertifikat, ISO 8573-1 (2001) class 0, jer u komprimovanom vazduhu nisu nađeni nikakvi tragovi ulja. Drugi segment je oprema za zatezanje, montažu i obezbeđenje kvaliteta, i prvenstveno će biti korišćena u delu fabrike za završnu montažu. Moderna oprema će obezbediti zatezanje prema specifikacijama korisnika, a najsavremenija rešenja će se koristiti kako bi se osiguralo smanjenje rizika od povreda radnika, čak i pri vrlo visokim proizvodnim brzinama. Kombinacija opreme za merenje i zatezanje, obezbediće sigurnost i pouzdanost vozila koja će izaći sa montažnih traka.

● **Da li očekujete nastavak poslovne saradnje sa Fijatom?**

Osoblje Atlas Copco će biti prisutno tokom montaže i povećavanja opreme, kao i puštanja u rad, radi pružanja tehničke pomoći. Takođe i nakon početka serijske proizvodnje vozila, bićemo na raspolaganju fabrici radi pružanja preventivnog održavanja, kalibracije i merenja, optimizacije procesa, kao i rešavanja problema i popravki.

● **Koji su poslovni planovi Atlas Copco u narednom periodu?**

Atlas Copco ima jasnu i moćnu viziju: Da postane i ostane „Prvi u Mislima i Prvi u Izboru“. Imamo sposobnost da slušamo i razumemo potrebe naših korisnika kako bi smo uvek dolazili do novih i boljih rešenja. Mi vjerujemo u trajne odnose i to je jedan od razloga zašto smo predani osvajanju najkvalitetnijih proizvoda i usluga. Ovaj inovativni duh je deo našeg načina poslovanja. I ove godine se nalazimo na listi 100 najstabilnijih i najinovativnijih kompanija na svetu. Potvrdili smo se kao pouzdan i dugoročan partner korisnicima svuda u svetu i nameravamo da tako i ostane.

A. M.



Predrag Ilbašić,
ATLAS COPCO

Modern equipment reduces risk in production

The industrial group Atlas Copco is the leader in the domain of compressors, equipment for air treatment, mining and civil engineering equipment, hand tools, and tools for setting of equipment. The company was founded in 1873, in Stockholm, Sweden. In 2010 Atlas Copco had 33,000 employees, the annual profit was 7.3 billion euros, did business in 178 countries and produced in 20 countries. Atlas Copco products were developed in the aim of improving the productive abilities of users and reduce the energy consumption, which also imply environmental protection as the integral part of the production of each product - Predrag Ilbašić, General Manager of Atlas Copco, says for Danas.

bašić, General Manager of Atlas Copco, says for Danas.

● **In which way are you involved in the construction of Fiat factory in Kragujevac?**

- We are present with the products from two business domains. Industrial, turbo compressors and air treatment are used for the supply of the whole factory with the compressed air. We are the first company which has obtained certificate, ISO 8573-1 (2001) class 0, since no traces of the oil have been found in the compressed air. Another segment refers to the equipment for tightening, setting and providing of quality services, and it was mainly used in the department of factory responsible for the final setting of equipment. The modern equipment will enable tightening based on specifications of users, and the most sophisticated solutions will be used in order to minimize the risk of injuries of the workers, even in the case of very high productive speeds. The combination of equipment for measuring and tightening will enable safety and reliability of the vehicles after they are released from the assembly line.

● **Do you expect the business cooperation with Fiat to be continued?**

- The personnel of Atlas Copco will be present during the setting and connection of equipment, as well as starting of it, in order to provide technical help. Also, after the serial production of vehicles begun, we will be at the factory's disposal in order to provide the services of preventive maintenance, calibration and measuring, optimization of process, as well as problem-solving and repairs.

● **What are the business plans of Atlas Copco in the following period?**

Atlas Copco has the clear and powerful vision: Become and stay „First in the Thoughts and First in Selection“. We are able to listen and understand needs of our users in order to find new and better solutions. We believe in the permanent relations and it is one of the reasons why we are dedicated to providing the most quality products and services. Such innovative spirit is the part of our business activities. We are again on the annual list of 100 most stable and most innovative companies in the world. We confirmed our reputation of being reliable and long-lasting partner of users worldwide and we intend to continue to do so.

*Borko Torbica,
izvršni direktor
Elnos BL d. o. o. Beograd*

Sinergija u svim segmentima poslovanja

Elnos BL je regionalna elektroenergetska kompanija specijalizovana za projektovanje i inženjering elektroenergetske mreže, trgovinu elektroenergetskim materijalom i opremom, te proizvodnju opreme za distribuciju i prenos električne energije. Elnos, koji je poreklom iz ugledne familije Agrovodina, ima razvijenu mrežu poslovnih predstavništava na tržištu BiH, Srbije, Makedonije i Crne Gore, i politiku razvoja usmerenu na ostala tržišta u regionu i svetu - kaže u razgovoru za Danas izvršni direktor Elnosa Borko Torbica.

● **Na kojim poslovima je trenutno angažovana Vaša firma?**

- Osim isporuke opreme i izgradnje tri trafostanice u okviru poslova sa Fijatom, u zemlji radimo na rekonstrukciji trafo stanica u Novom Sadu i Beogradu, zatim DV polja 110 kV i trafo polja 110 kV za potrebe rekonstrukcije trafoa u Valjevu i Nišu, kao rekonstrukciju hidroelektrana Bajina Bašta - Perućac i Vlasina.

● **U kojim gradovima su zastupljene Vaše poslovнице?**

- Danas poslujemo u šest poslovnih centara: Beogradu, Novom Sadu, Banjaluci, Doboju, Podgorici i Skoplju.

● **Koje najveće projekte ste do sada radili?**

- Projekti iz naše bogate referentne liste koje možemo istaknuti kao najveće i kojima se posebno ponosimo su: izgradnja i rekonstrukcija trafostanica od 110 kilovata za Ju es stil u Smederevu, Sremskoj Mitrovici, Somboru, Jagodini, kao i manjih stanica u Smederevskoj Palanci, Loznici 1 i Novom Bečeju. Važna referenca nam je i rekonstrukcije i revitalizacije elektroenergetskog sistema Republike Srpske, gde smo umesto 2000 kilometara zaštitnog užeta postavili uže sa optičkim vlaknima za dalekovode.

● **Kakvi su Vam poslovni planovi za budućnost?**

- Kada pričamo o budućim planovima i aktivnostima Elnos BL kompanije, nastojaćemo da budemo dosledni politici i planu dugoročnog strateškog razvoja kompanije čije su bazne pretpostavke, pre svega, negovanje i poštovanje partnerskih odnosa te građenje i očuvanje dugoročnih odnosa sa našim kupcima i dobavljačima. Pri tom, uz vođenje društveno odgovornog poslovanja, i kroz praksu permanentnog obrazovanja i usavršavanja, sinergije u svim segmentima poslovanja i u svim regijama, gradićemo dalji uspeh i ime respektabilnog partnera sa efikasnim odgovorima na zahteve evropskog i svetskog tržišta elektroenergetike.

Zlatija Vuković



*Borko Torbica,
Executive Director
of Elnos BL Ltd. Belgrade*

Synergy in all domains of business

Elnos BL is a regional electric power company specialized in projecting and engineering of electric power network, trade of electric power material and equipment, as well as in the production of equipment for distribution and transmission of electric power energy. Elnos, which originated from the famous Agrovodina family, has the wide network of business branches at the markets of Bosnia and Herzegovina, Serbia, Macedonia and Montenegro, and development policy directed towards other markets in the region and worldwide - Executive Director of Elnos Borko Torbica says for Danas.

● **What are the current projects of your company?**

- Along with the delivery of equipment and construction of three power transformer stations within the cooperation with Fiat, in Serbia we are involved in the reconstruction of power transformer stations in Novi Sad and Belgrade, DV field 110 kV and power transformer field 110 kV for the reconstruction of power transformer stations in Valjevo and Novi Sad, as well as in the reconstruction of hydroelectric power plants Bajina Bašta - Perućac and Vlasina.

● **In which cities are your business branches located?**

- We do business in six business centres: Belgrade, Novi Sad, Banja Luka, Podgorica and Skopje.

● **What are the greatest projects implemented by your company so far?**

- The projects from our rich reference list which can be emphasized as the greatest ones and on which we are particularly proud are: construction and reconstruction of power transformer stations 110 kV for U.S. Steel in Smederevo, Sremska Mitrovica, Sombor, Jagodina, as well as of smaller power transformer stations in Smederevska Palanka, Loznica 1 and Novi Bečej. The significant reference for us is also the reconstruction and revitalization of electric power system of Republika Srpska, where we replaced the protective rope 200 km long, with the rope containing optical fibre for long-range power transmitters.

● **What are your business plans for the future?**

- Regarding the future plans and activities of Elnos BL company, we will make an effort to be consistent to the policy and plan of the long-term strategic development of company, which is mainly based on cherishing and respecting our partners, as well as on establishing and preservation of long-term relations with our buyers and suppliers. In addition, by socially responsible business and practice of permanent education and improvement, synergy in all domains of business and in all regions, we will gain further success and reputation of respectable partner with the efficient responses to the requirements of European and world electric power markets.

Vremeplov

Kragujevac je, od sredine 50-ih prošloga veka, kad je u Zastavi počela proizvodnja putničkih vozila po licenci italijanskog Fijata, bio centar automobilske industrije u Srbiji, bivšoj SFRJ i na Balkanu. U Zastavi je od 1955. do leta 2010., kad je proizvodnja Zastavinih vozila, zbog dolaska Fijata, definitivno ugašena, proizvedeno više od četiri miliona automobila, pri čemu je preko 700.000 izvezeno širom Evrope i sveta, od čega je oko 120.000 ("jugića") prodato kupcima u Americi.

U poslednjih dvadesetak godina, preciznije od 1991. do 2010. proizvodnja automobila u Zastavi bila je desetkovana, najpre zbog ratnog raspada bivše SFRJ i gubitka domaćeg tržišta i najvećeg broja kooperanata, zatim zbog sankcija međunarodne zajednice, kao i zastarelosti tehnologije koja, usled proizvodno - poslovne agonije, godinama nije osavremenjivana. Nastavak proizvodnje automobila u u toj i takvoj Zastavi mogao je da obezbedi jedino dolazak neke od od poznatijih svetskih automobilskih kompanija, koja se, napokon, u liku italijanskog Fijata, pojavila u jesen 2008.

Vlada Srbije i Fijat, za kojeg se sticajem istorijskih i drugih okolnosti, vezuje početak proizvodnje automobila u Srbiji i na Balkanu, 29. septembra 2008. potpisali su ugovor o formiranju zajedničke kompanije Fijat automobili Srbija, koja je Zastavinu fabriku automobila zvanično preuzela 1. februara 2010, čime je označen start temeljne rekonstrukcije njenih pogona, bolje reći izgradnje potpuno nove fabrike automobila, na temeljima one Zastavine", u čije hale se poslednjih meseci intenzivno instalira najsavremenija proizvodna oprema.

Z. R.

The Timemachine

Since mid 1950s, when the production of the vehicles had started in Zastava factory in compliance with the licence of Italian Fiat, Kragujevac was the center of the automobile industry in Serbia, former SFRY and the Balkans. In period from 1955 to summer 2010, when the production of the Zastava's vehicles was definitely stopped due to the arrival of Fiat, more than four million automobiles were manufactured in Zastava. More than 700.000 of them were exported all over Europe and the world, and about 120.000 automobiles of the "Yugo" brand were sold to the customers in the US.

Over the last twenty years, more precisely from 1991. to 2010, the automobile production in Zastava was undermined, which had been primarily caused by the war breakup of the former SFRY and the loss of the domestic market and most partners, by the sanctions of the international community and the old-fashioned technology, which had not been modernized for years because of the business-production agony. The continuation of the automobiles production in the factory such as Zastava could be ensured only with the arrival of some of the better-known world automobiles companies. That company finally emerged in autumn 2008 under the Italian name Fiat.

The Government of Serbia and Fiat, to which the beginning of the automobiles production in Serbia and the Balkans is related, on September 29, 2008 signed the contract regarding the establishment of the common company Fiat Automobiles Serbia, which formally took over Zastava's factory on February 1, 2010. It was the beginning of the detailed reconstruction of its facilities, or the beginning of the construction of completely new automobiles factory on the Zastava factory's foundation. Over the last several months the cutting-edge production equipment has been intensively installed in its halls.



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Specijalno izdanje Danasa, posvećeno projektu Fijat-Srbija, decembar 2011. ■ Izdavač DAN GRAF d.o.o. Beograd, Alekse Nenadovića 19-23/V ■ Projekat: Đorđije Ćuk ■ Za DAN GRAF: Dušan Mitrović ■ Urednik izdanja: Mirjana N. Stevanović ■ Novinari: Mirjana N. Stevanović, Gojko Vlaović, Zlatija Vuković, Zoran Radovanović, Ljiljana Bukvić, Aleksandar Milošević, Marija Krtinić ■ Prevod sa srpskog na engleski: Marija Stojanović, Marija Kojčić ■ Prelom i naslovna strana: Branislav Bešević ■ Štampa: Rotografika, Subotica

Turbo Snaga, Turbo Vrednost



Opremljeni tako da obezbeđuju uštedu energije i pouzdanost, naši proizvodi omogućavaju korisnicima, pored očuvanja okoline i povećanje profita smanjenjem troškova. Mi stojimo iza naših korisnika i naša je obaveza očuvanje njihove proizvodnje, kao i životne sredine. Atlas Copco uvek izdržava test vremena. To je ono što mi zovemo - Održiva Produktivnost!

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Sustainable Productivity

Atlas Copco



Kako brzo zadovoljiti zahteve kupaca?

**Odgovor kompanije Siemens: Digitalni inženjering za veću
fleksibilnost i niže troškove.**

Današnjem poslovanju neophodna je sposobnost da se na zahteve tržišta reaguje - brzo i fleksibilno. Siemens je jedina kompanija koja širom sveta nudi proizvode i rešenja koja pokrivaju celokupan proizvodni proces: od virtuelnog dizajna i razvoja proizvoda, pa sve do proizvodnje. Time se štedi dragoceno vreme, a proizvodi čine dostupnim.

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