



CHAMBER OF ECONOMY  
OF VOJVODINA

# Leading Exporters From Vojvodina





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## A decade of Successful Operation of Kulska Banka

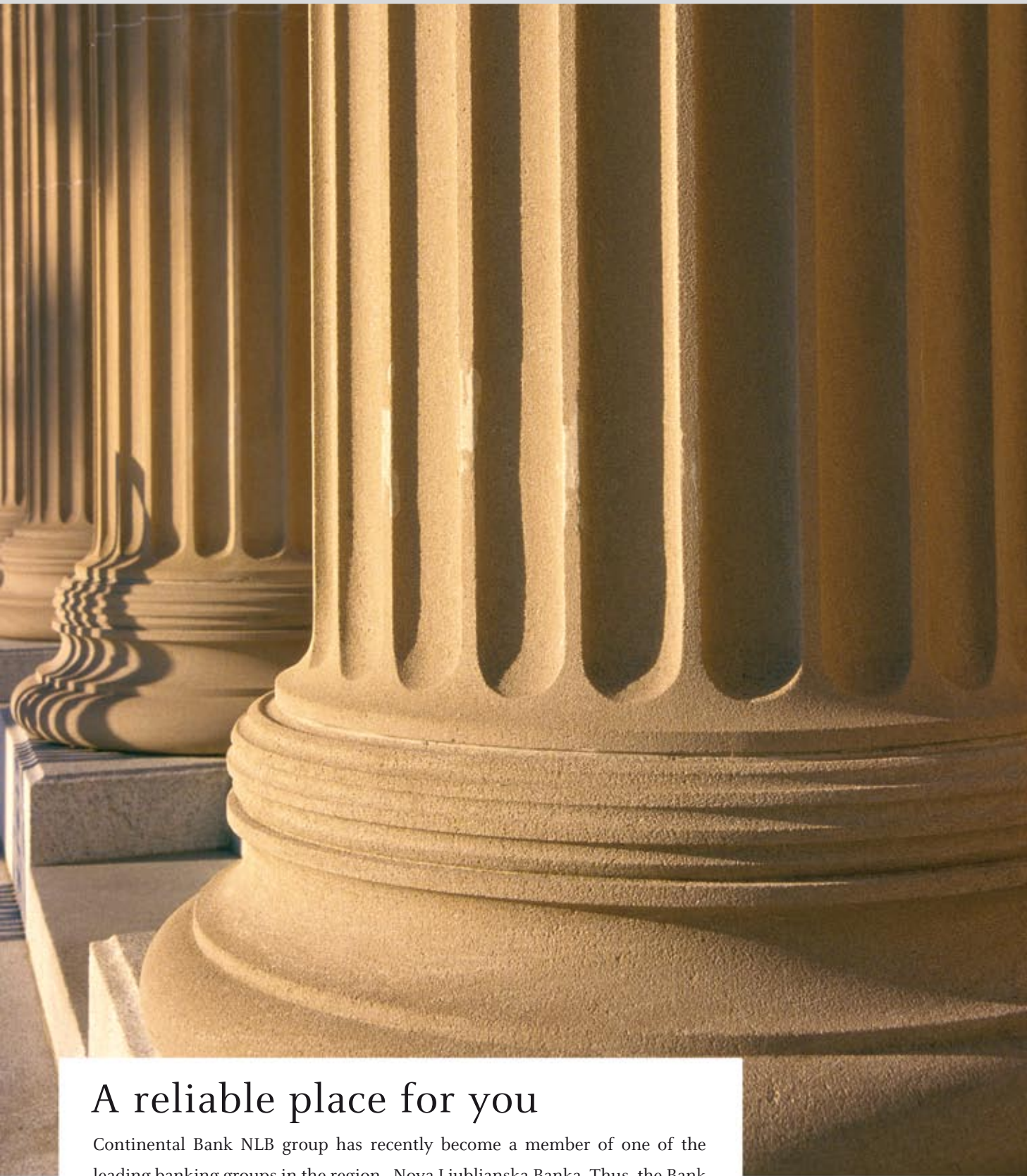
Kulska banka, a.d. Novi Sad has celebrated the first decade of its successful operation. It started with capital of 1,2 million DM and in 2004 this capital amounted about 60 million Euros.

Kulska banka is performing all kinds of banking operations with companies and is ranked among successful banks for providing this kind of services. It offers to its clients short-term credits to provide for their liquidity, credits for export support and working assets and long-term credits for small and medium enterprises.

Kulska banka has correspondent relations with 234 banks in 34 countries, accounts in 11 foreign banks and offers to its clients a wide range of services in the field of foreign trade operations, such as: international payments, payment transactions for exporters, presentation of documents for collection, exchange activities, opening of loro and nostro letters of credits, issuing of guarantees for foreign transactions, payments, collections and transfers upon non-residents requests, provision and servicing of credit lines from foreign or from the bank's own potentials.

The Bank provides dinar credits for exporters with favorable interest rates, as well as foreign exchange credits for import payments.

Kulska banka plans are to intensify international cooperation through strategic partnership, use favorable foreign credit resources, strengthen relations in the domain of corporate business, especially with small and medium enterprises, and provide incentives for export oriented enterprises in agricultural sector. The Banks commitment to standardization is proved by certification of standard ISO 9001:2000.



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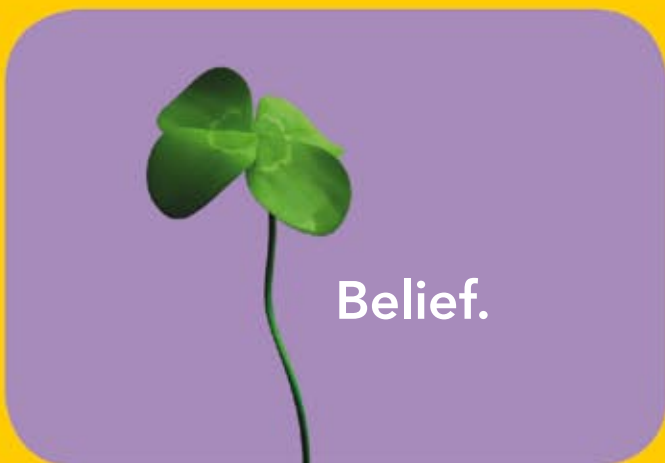
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Fairy tale.



Rare phenomenon.



Belief.



Tradition.

4



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# *Around the World...*



6

*...from 40  
places  
in Serbia*



## METALS BANKA

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*Ladies and Gentlemen,*



*It is my honor and pleasure to make on the behalf of the Chamber of Economy of Vojvodina a presentation of Catalogue of Leading Exporters from Vojvodina.*

*This catalogue is a result of the Vojvodina's Chamber activities within the project "Partners" carried out together with our partner Chamber of Commerce, Industry and Navigation of Gipuzkoa from San Sebastian, Spain, and with the support of Association of European Chambers "Eurochambres" from Brussels. Of course, Catalogue is also a result of Vojvodina's Chamber effort to internationalize domestic enterprises and provide support to our exporting sector.*

*We wanted to present the potentials of our region through its most important and most successful exporters. Vojvodina is the most developed part of the Republic of Serbia and State Union Serbia and Montenegro, and as such it must be a boost to its development, as well as of the development of West Balkans. We think that our exporters are of utmost importance on our road to Europe. We wanted to show that numerous different products are traditionally present at choosy European market, and that they are coming from this region, from Vojvodina.*

*In its daily activities, the Chamber of Economy of Vojvodina is giving priority to providing support for our exports and domestic companies internationalization.*

*We wish this catalogue became our yearly product encompassing every year greater number of exporting companies. Because this means that we will hear the news on successful penetration of our companies on foreign markets, new business contracts, awards for quality... We are planning the next step be a catalogue of potential exporters. With appropriate support of all relevant institutions in Vojvodina, many companies from Vojvodina will become potential exporters. The Chamber of Economy of Vojvodina will make effort to present to the European and World market in a publication similar to this one their range of products for export.*

*Finally, I would like to express my gratitude to all those who have provided support for creating this publication and also my hope that our activities for the internationalization of our companies would make their approach to EU standards closer and contribute economic aspect of the process of stabilization and association with EU. I hope that the Catalogue itself will increase the export results of our companies and promote the region of Vojvodina and State Union of Serbia and Montenegro more successfully.*

*Nikola Stojšić*

*President of the Chamber of Economy of Vojvodina*

# PARTNERS PROJECT



ПРИВРЕДНА КОМОРА ВОЈВОДИНЕ



CAMARA DE GIPUZKOA  
GIPUZKOAKO BAZKUNDEA

ganberak



The idea about making a catalogue of the most important exporters as one of the supports for our export was borne during the preparations of the Chamber of Economy of Vojvodina for participation in the PARTNERS Project.

We will use this introductory part for short presentation of the entire project.

Project PARTNERS is a part of the regional and national EU Programme CARDS for West Balkan countries, and it is implemented through the Association of European Chambers "Eurochambres". The main objective of the project is to strengthen the capabilities of national and regional chambers in West Balkan countries so as to enable their active contribution for the improvement of international trade and cooperation – strengthening of chambers in the region and their leading role in local development and attracting investments for assisting local enterprises approach to different EU and the world markets.

The Project was initiated in February 2004, and shall end in Decembre 2005. Its value is 2,15 million Euros. Major segments of the Project are the Survey on Competitiveness, Centralized training seminars, Decentralized Workshops, Eurochambres Academies and 15 Partners projects. The Chamber of Economy of Vojvodina is participating in all segments of the afore-mentioned Programme.

On the top of the entire project is the so cold Partnership between the chambers of Western Balkan and West Europe with the aim to introduce management changes and new services in the field of internationalization and local development. Chamber of Economy of Vojvodina is one of 6 chambers from Serbia and Montenegro whose project was approved out of 15 projects in total. The partner chamber for this project is the Chamber of Commerce, Industry and Navigation of Gipuzkoa from San Sebastian in Spain.

Official name of the project is Vojvodina international promotion assistance project. The project lasted 8 months and its value was 70,973 euros. The project envisages transfer of know-how and best practice of



Gipuzkoa Chamber to CCIV and thus contributing to the improvement of existing services in the field of international promotion of the region. Actually, marketing plan consisting of four phases was elaborated:

- Elaboration of the Catalogue of leading exporters;
- Establishing way of communication to improve coordination with export oriented companies from Vojvodina;
- Publishing of Bulletin for export oriented companies, and
- Introducing of new service in the field of market research to satisfy the needs of exporters.

During their visits the colleagues from Gipuzkoa Chamber executed two seminars for internet market research and elaboration of Territorial marketing plan for Vojvodina Chamber. Experiences of Gipuzkoa Chamber in communication with exporting companies and finding data needed by exporters have already been applied in the everyday work of Vojvodina Chamber and will contribute for sure to successful realization of e-Bulletin intended for exporting companies.

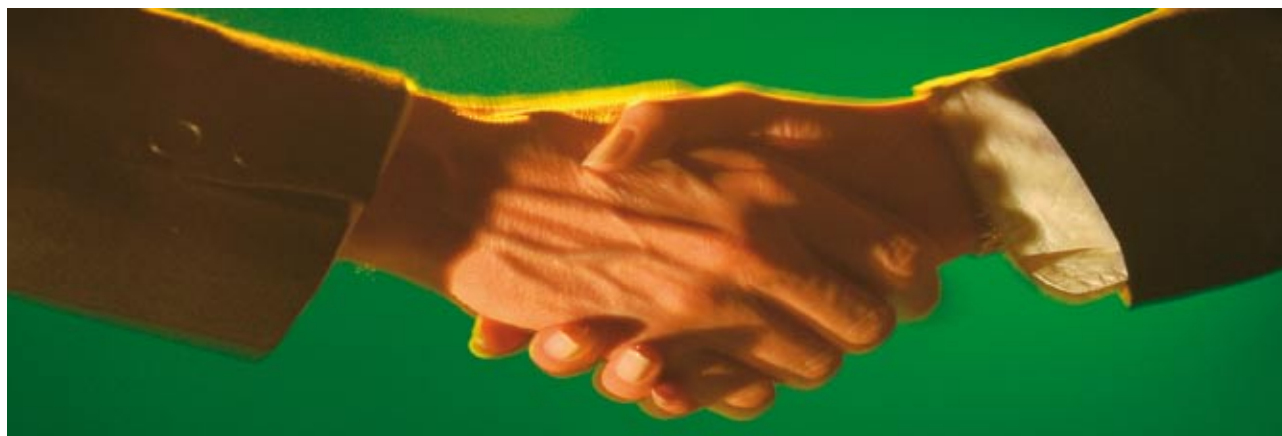
The Catalogue of Leading Exporters from Vojvodina that you have in front of you is published in printed version, CD version and in electronic form that could be found on the site of the Chamber of Economy of Vojvodina. The Catalogue is published in four languages: Serbian, English, Russian and German, and will be presented at the final meeting on the Project in Brussels in December 2005 organized by Euro-

chambres. The Bulletin of Exporters and Catalogue of Leading Exporters from Vojvodina will become a permanent product of the Chamber of Economy of Vojvodina and will be periodically updated, and above all, will contribute to enhanced exports from Vojvodina, and new service in the field of market research needed by existing and perspective exporters will promote the access of companies from Vojvodina to EU market.

In front of you is the Catalogue, which is only one result of joint project performed this year. It is also a result of successful cooperation between the Chamber of Economy of Vojvodina and exporting companies from Vojvodina with the aim to support domestic export and make successful promotion of Vojvodina region and State Union of Serbia and Montenegro. We believe that proper result of this form of cooperation with our European partners will be even more effective in the forthcoming period and that communication and cooperation with our exporters will be even better and more fruitful.

Finally, we would also like to pay full attention to our potential exporters and, on the basis of our experience, implement our plan for their access to European and world markets.

We would like to extend our gratitude to our partner in the Project, the Chamber of Commerce, Industry and Navigation of Gipuzkoa from San Sebastian, Spain, as well as to Eurochambres from Brussels for their sincere support during the project implementation and fruitful and successful cooperation.







# VOJVODINA

- Autonomous Province of Vojvodina is situated in the Northern part of Serbia and the State Union of Serbia and Montenegro.
- Geographically, Vojvodina is situated in the Southern part of Pannonian Plain where the lower sections of three large rivers – Danube, Sava and Tisa converge. Vojvodina is also a part of Danube-Krish-Morish-Tisa Euroregion.
- Autonomous Province of Vojvodina covers the area of 21,506 km<sup>2</sup>, which is about one fourth of total territory of the Republic of Serbia.
- Vojvodina is a typical plain area, however there are two mountains rising from it: the Fruška Gora and Vršački breg.
- Fertile plain of Vojvodina is intersected by three biggest rivers: Danube, Sava and Tisa, as well as by the longest canal system in Europe: Hydro System Danube-Tisa-Danube with total length of 930 km, out of which 591 km is navigable.
- Vojvodina has 1,78 million ha of high quality arable land, which is 84% of its total area. Out of total arable land, 52% is the highest quality chernozem soil.
- According to population census in 2002, Vojvodina has 2,031,992 inhabitants. Vojvodina is a multiethnic community and there are more than 26 nations and ethnic groups living in this territory. The Statute of AP of Vojvodina stipulates that officially used languages, besides Serbian, are Hungarian, Slovak, Romanian, Ruthenian and Croatian.
- Capital of Vojvodina is Novi Sad. It is also the largest city, administrative, economic and cultural center of the Province. It is the second city by size in the Republic of Serbia and it has more than 300,000 inhabitants. It is one of the biggest economic and cultural centers in the country and in the region, well known as “Serbian Athens”.
- Besides Novi Sad, other bigger cities in Vojvodina are: Subotica, Zrenjanin, Pančevo, Sombor, Kikinda, Sremska Mitrovica, Vršac, Ruma, Bačka Palanka, etc.
- In terms of geography, Vojvodina consists of three regions: Srem, Banat and Bačka, and in terms of administrative division it has 7 counties and 45 municipalities.
- Total number of employed population in Vojvodina is 404, 872 which makes 26% of total number of employed in the Republic of Serbia. The share of Vojvodina in GDP of the Republic of Serbia is 35%, and companies from Vojvodina realized more than one third of total exports of Serbia.
- Above 20,000 enterprises and 50,000 entrepreneurs are registered in the territory of Vojvodina.
- In terms of economy, Vojvodina is the most developed region in the Republic of Serbia and the State Union of Serbia and Montenegro. The most developed sectors are: agriculture, food industry, metal-processing and chemical industry, construction industry, textiles industry, etc. Economic potentials of Vojvodina are great and there are good preconditions for them: natural resources, good infrastructure, skilled labor and application of modern science and technology.

*Data Source: Official site of the Assembly and Council of the Autonomous Province of Vojvodina and Official site of the Chamber of Economy of Vojvodina*

# CHAMBER OF ECONOMY OF VOJVODINA

Chamber of Economy of Vojvodina is an independent association of enterprises, entrepreneurs, banks and insurance companies, as well as other business entities performing economic activities in the territory of Autonomous province of Vojvodina.

Chamber of Economy of Vojvodina is a constituent part of the chamber system of the Republic of Serbia. Membership in the chambers system of the Republic of Serbia is obligatory for all economic entities. In addition to the Chamber of Economy of Vojvodina there are 7 regional chambers of Economy in the territory of Vojvodina, seated in: Novi Sad, Sombor, Subotica, Sremska Mitrovica, Zrenjanin, Pančevo and Kikinda.

The Chamber of Economy of Vojvodina is established in 1919 in Novi Sad, the capital city of AP of Vojvodina. Today, the Chamber of Economy of Vojvodina has 67 employees.

The Assembly of the Vojvodina Chamber with its Managing and Supervisory Board manages the Chamber of Economy of Vojvodina. Managing bodies of the Chamber are its President, Vice-president, Secretary General and Deputy to the Secretary General.

In order to cooperate efficiently with economic entities, the Chamber of Economy of Vojvodina has, as organizational units, associations, boards and services.

The Chamber of Economy of Vojvodina has the following associations:

- Association of Agriculture, Food Industry and Water Management;
- Association of Forestry, Wood Processing Industry and Cellulose;
- Association of Energy and Chemical Industry;
- Association of Metal Industry;
- Association of Printing Industry;
- Association of Construction Industry;
- Association of SME and Entrepreneurs;
- Union of Entrepreneurs;
- Association of Trade;
- Association of Hotel Industry and Tourism;
- Association of Housing Industry and Utilities;
- Association of Textiles and Leather-Processing Industry.

and boards:

- Board for Foreign Economic Cooperation;
- Board for Economic system and Economic Policy;



ПРИВРЕДНА КОМОРА ВОЈВОДИНЕ





- Board for Research and Development and Restructuring;

and services:

- Office of the President;
- IT Centre;
- Euro Info Relay Centre;
- Service for General Affairs;
- Book Keeping and Accountancy Service

In its long standing tradition, the Chamber of Economy of Vojvodina has performed its activity in different social and economic systems; however it has always found appropriate way to respond to the needs of its members – business entities. Today, during the turbulent process of transition and process of association of our country with the EU, the Chamber of Economy of Vojvodina is restructuring its organization and modifies and adapts the provision of its services, innovates and introduces new services in accordance with the requirements of market economy and economic entities. To this end, in 2001 the Chamber of Economy of Vojvodina certified quality system JUS ISO 9001 2001.

Chamber of Economy of Vojvodina has very good cooperation with other chambers within the chambers system of Serbia, national and local authority bodies, and especially with authority bodies of the Province of Vojvodina. Thus, , together with the Parliament of the Autonomous Province of Vojvodina and Assembly of the City of Novi Sad, the Chamber of Economy of Vojvodina has founded the Danube Office for the Danube countries cooperation as another association to support regional development and linking.

Chamber of Economy of Vojvodina is paying special attention in the field of international economic relations, and cooperates successfully with many European regions, European chambers and other institutions. It has signed numerous agreements on cooperation and joint projects.

One of the strategic aims of the Chamber of Economy of Vojvodina is to internationalize the companies from the territory of Vojvodina and to promote the region of Vojvodina worldwide. It is our wish to take the leading position in the field and to give with our services additional support to exports from Vojvodina. One of the steps on that road is also this Catalogue of Leading Exporters from Vojvodina which has become a permanent product of the Chamber of Economy of Vojvodina that will, we hope, improve our export results.

## **CHAMBER OF ECONOMY OF VOJVODINA**

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## List of Products:

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Special active baker's yeast for frozen dough

ExlPrime powder – yeast extract powder  
ExlPrime paste – powder extract paste

Selplex tablets  
Biomos tablets  
Biochrome tablets

Other yeast based products





# POWER OF YOUR SUCCESS

## Altech fermin

### YEAST

Alltech-Fermin a.d. Senta, the yeast factory in Senta has become the member of the Alltech family in May 2002.

The factory in Senta is one of the most important strategic production centres for Alltech, thanks to its capacity and location - 20 km from the border of the countries that are in the EU, i.e. near the Eastern European market. The company employs 270 people and its core activity is the production of yeast and of other foodstuff.

The product list of the factory: fresh baker's yeast, active dry baker's yeast, special active baker's yeast for frozen dough, inactive dry yeast with selenium, yeast extract, cell wall and dietetic products with selenium and chrome.

The final products can be found on domestic, as well as on the foreign market. On domestic market we work with wholesalers such as Rodić, Metro, Merkator, Jukomerc, Diskomerc and others, as well as with industrial bakeries, private bakeries and distributors. The products of Alltech-Fermin are exported to Ireland, the USA, Italy, Macedonia, Bosnia and Hercegovina, Slovenia, Croatia, Hungary and France.



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# AD APATIN BREWERY, APATIN

Company for production of beer, malt and soft drinks

Address: Apatin, Trg Oslobodjenja 5

Phone: +381 25 / 733-111

Brewery was founded in 1756 and it is one of the oldest breweries not only in the country but also in Europe. Its founder is the Emperor's Chamber from Vienna. During XIX century it was in the hands of different landowners. Due to the outmoded equipment, it ceased to operate in 1935; however it was put in operation again in 1945.

In the past period of 249 years, Apatin Brewery has had several phases in its work. Once its production output was 12000 hl per year, and today the brewery's capacity is 3.5 million hl of beer and 200,000 hl of soft drinks per year. By its production scope and capacities, Apatin Brewery ranks the first in brewery industry in our country and it is the biggest brewery in the South-East Europe.

Investments made for decades to develop production, extend capacities and modernize technological process, introduce new products, develop markets and computerize process at all levels, produced today a brewery with most up-to-date equipment in the country.

In last ten years the process of capital ownership transformation was carried out. In September 2003, a contract on strategic partnership was signed with a leading brewery in Europe – In-Bev. This strategic link has created, by issuing of shares to raise the capital and elaborating good investment and social program, conditions for further development of leading position in the market, simultaneously preserving the tradition in APA beer and brands production.

For its successful work and high quality of its products, Apatin Brewery was awarded by a number of diplomas and medals. Among them, there are 4 golden medals which mean Interna-

tional quality trophy (for golden medals awarded in last 3 years) for Jelen beer, as well as golden and silver medals for the quality of Pils light beer awarded in International Beer Selection in Brussels MONDE SELECTION.

## *Exporting Products:*

- Light Jelen beer with 12% malt extract bottled in 0.5 and 0.33 l bottles and Q-pack of 1.5 and 0.65 l.
- Light Apatin beer in Pet packaging of 2 and 2.5 l.  
Crystal clear, compact white head and soft bitter taste are praise worthy of traditional beer production in Apatin.
- Light Pils light beer with 11.4% of malt extract bottled in 0.33 l bottles and 0.33 and 0.5 l cans.

It belongs to a group of naturally fermented beers; it has a golden yellow color and delicately emphasized bitterness and noble aroma; it is potable and has compact white head.





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# BORELI

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generalni@boreli.co.yu  
proizvodnja@boreli.co.yu  
maloprodaja@boreli.co.yu



Company **Boreli** is one of the biggest producer of man, ladies and children footwear.

Factory is located in Sombor, a town near Croatian and Hungarian border.

For the production of footwear we are using adhesive and adhesive-sewing technology.

Production process is completed in the company. The company has a large sewing unit consisting of 4 smaller workshops, thus several different items can be produced simultaneously.

Production capacity is up to 3000 pairs of footwear per day.

In addition to production capacities, the company has 139 shops for retail sale all around in the Republic of Serbia.

The company has been producing and exporting footwear to Italy, Germany and Russia.

**Boreli** shoes are made of high quality leather and they are comfortable for your foot and legs.

Our footwear products range is size from 18 to 50. Our products are of classic and modern design..



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Production enterprise **CREDOCOMMERCE, Ltd.**, Novi Sad is established in 1991. Main activity of the enterprise is production of **FLORAVIT** liquid fertilizers for plants nutrition and **BUBISTOP** spray for plants nourishing and plants and inside area protecting. In 1999 the products were for the first time exported to the market of Bosnia and Herzegovina. Since than, the enterprise has been exporting its products to that country.

Early in 2005, a license for trade in fertilizers was obtained by the Hungarian Ministry of Agriculture and the plans for export to Hungary and other countries of European Union has started. In mid 2005, the export to Hungary was performed through authorized distributor seated in Budapest.

Mindful of the interest for our liquid fertilizers in Macedonia, license for trade in liquid fertilizers for application in fruits and vegetables growing and viticulture were obtained from relevant authorities in Skopje. Through authorized distributor, **FLORAVIT** liquid fertilizers are marketable in Macedonia.

The aim of the enterprise is further development of business cooperation for export of products to other countries in the region. In the past several years, **FLORAVIT** products were awarded the Champion Quality price of the Novi Sad Fair.





## LIQUID FERTILIZERS FOR PLANTS NUTRITION AND BUBISTOP SPRAY FOR PLANTS NOURISHING AND PLANTS AND INSIDE AREA PROTECTING



For leaves



For flowering



For cactuses



For roses



For geranium



Shine



Universal



For fruits,  
vegetables and  
crops



For grapevine



For leaves  
louse



For house  
insects

Producer:

### CREDOCOMMERCE DOO

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www.floravit.co.yu

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Importer and distributor  
for Macedonia  
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ul. Sava Mihajlov 12.  
Skopje, Makedonija  
tel. +389 22527375  
+389 75659846





Edible oils industry DIJAMANT from Zrenjanin is the biggest producer of edible oils and margarines in the area. It is well known and famous by its high quality products in the country and abroad. Modern production technology and its own raw materials enabled this industry to have leading position among competitive industries in the field. DIJAMANT succeeded to market its products in some of the world market countries.

DIJAMANT has changed its name but remained steady in quality and choice of its products. DIJAMANT's development programs are linked to the market requirements. Today, new products and their spreading are conditioned by the needs and expectations of customers and users from other industrial sectors.

Tradition of DIJAMANT goes back to 1938. In that year an edible oil factory named BEOGRAD was founded in Zrenjanin. The company has changed its name in accordance with the changes in its operation.

Current name DIJAMANT is a trade mark and symbol of its products value. Numerous awards obtained in local and foreign markets have ranked the Vegetable Oils Industry DIJAMANT among the leading world producers of vegetable oils and fats. DIJAMANT is developing permanently. From year to year its production program is enlarging and capacities extended in order to satisfy the needs of the market and all those that need DIJAMANT products in their life and work.

Production of DIJAMANT Company is based on strengthening and extending of its own raw

materials. Good relations cherished with agricultural producers, that apply modern agricultural techniques and measures, enabled DIJAMANT to have continual supply of raw materials.

Progress in terms of quality and quantity and permanent development of production and personnel is a principle that DIJAMANT applies.

DIJAMANT will not take up the current production program. The task of DIJAMANT's Institute for Technology is to enlarge the production program every year for a new product, bearing in mind the market requirements.

Today, production capacities of DIJAMANT per day are: 700 tones of sunflower seed, 400 tones of refined oil, 250 tones of edible oil, 100 tones of vegetable fats, 65 tones of margarine, 16 tones of mayonnaise, 250 tones of protein feed, 10 tones of emulgators and additives for bakeries.

All these make a basis for production and creation of a wide range of specific products. DIJAMANT is ready to adapt further its production program in accordance with the requirements of its consumers. Our vegetable fats, margarine and mayonnaise and factory enables DIJAMANT to enlarge its production by diversifying the products, quantities, type of packaging and quality in accordance with requirements of consumers, market and technological achievements.

DIJAMANT IS  
QUALITY  
QUANTITY  
CONTINUITY



**DIJAMANT A.D. TEMIŠVARSKI DRUM 14, 23000 ZRENJANIN, SERBIA AND MONTENEGRO**  
**Switchboard: 023 546-310 ; e-mail: office@dijamant.co.yu**

	Phone	Ext	Fax
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Business Secretary	546 225	406	546 347
Assistant to the Director General for Production and Development	548 838	434	540 014
Assistant to the Director General for Finance and Marketing	546 460	228	549 133
Assistant to the Director General for General Issues	548 837	435	540 014
Sales	521 446	417	546 230



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Čantavirski put b.b.  
24 000 Subotica

Phone: +381 24 666 000  
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office@fidelinka.co.yu  
www.fidelinka.co.yu



# Fidelinka

Fidelinka a.d., seated in Subotica, is a system engaged in production and distribution of bakery products, pastry, flour and starch.

Using its experience and more than 100 years of tradition in cultivation of fertile land, Fidelinka A.D. has created high quality brands recognized by consumers and become one of dominant producers of grain products in the country. This enabled it to become a synonym for quality and tradition and to take hold of the market.

Today, Fidelinka encompasses mills and silos, as well as pastry plant, starch plant and plant for production of bread, rolls and confectionary products.

Fidelinka AD takes care of quality and outfit of all products, innovating continually its own production, mindful of market requirements and specificities.

Fidelinka AD unifies five technologically linked production programs that make organizational and technical entity. Today, production program includes:

Milling industry products – capacity of 80,000 of milling products



per year including three standard flour types: T-400 hard, T-400 soft, T-500, packed in packages of 1 kg,

5 kg, 25 kg and 50 kg; production of special purpose flour and production of grits in 500 g packs.

Fidelinka A.D. has a wide range of pastry products in its production program that includes: egg and lean pastry enriched with vegetable proteins, different in shape and in packaging of 500 g, 400 g and 250 g. The capacity of production is 6,000 t per year. The existing capacities will be extended in the forthcoming period and new pastry products to will be offered to local and foreign markets.



Starch program includes production of starch and modified starch, organic glues fidekol and fidekolfix, as well as sodium gluconates and fermented starchy milks. Bearing in mind that Fidelinka's starch plant is the only of this type in the country, it is envisaged to extend its capacities in order to satisfy increasing demand for these products on local and foreign markets. Production program of Fidelinka's starch plant is:

- Wheat starch for food industry and technical starch
- Vital gluten for food industry
- Starch modifying agents (yellow, white and blue dextrin, oxide starch, spray starch),
- Wide range of liquid powder glues
- Edible starch
- Laundry starch

Bakery products program is to satisfy the needs of local market and Belgrade market.

Production in bakery plant is continual, including three lines for bread, one for rolls and one for production of frozen dough. In addition, bakery production program includes production of cookies and breadcrumbs.

Annual production of bakery products is: 10,5 million loafs of bread



and 120 t of confectionary products and rolls. To satisfy the growing needs of the market, it is envisaged to extend the production program and increase production capacities.

Fidelinka AD has always been an opened system ready to cooperate with its business environment potentials. Besides making continual efforts to enhance the share of local market for milling and pastry products, Fidelinka is export oriented and exports to Balkan and East European countries. The most important exporting products are wheat flour and all kinds of pastry. Wheat starch, gluten, dextrin and various starch glues are gaining new clients in foreign countries.

Fidelinka A.D. is permanently innovating and developing its production system, distribution and sale of products. At the same time, top quality products and consumers satisfaction are priority criterion for all our activities.

From 1997, Fidelinka A.D. is applying quality system ISO 9001 which means that all processes in the company are carried out in accordance with appropriate procedures. Thanks to its long tradition in grains processing, modern production technology and efforts made by professional personnel, Fidelinka's products were recognized in last ten years by the Novi Sad Fair as champions of quality in this industrial sector, i.e. they obtained numerous awards for top quality of milling, bakery and pastry products.



FACTORY OF ROLLER BEARINGS AND CARDAN SHAFTS  
21235 Temerin, Industrijska zona bb, Serbia and Montenegro

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### ROLLER BEARINGS PROGRAMME



Deep groove ball bearings



Needle roller bearings



Double row spherical roller bearings



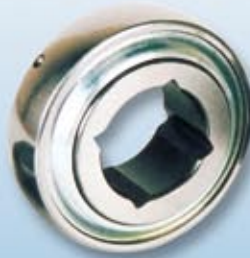
Clutch and automotive bearings



Plain bearings



Ball bearings for agricultural machines



Angular contact ball bearings



Cylindrical roller bearings



Y bearings and bearings units

**Order saves the world - FKL saves the quality!**



# FKL®

FACTORY OF ROLLER BEARINGS AND CARDAN SHAFTS



## CARDAN SHAFT PROGRAMME

Cardan shaft for agriculture



Cardan shaft for motor vehicles



Cardan shaft for industry



Centre bearings

Cross and bearings kits

### About us:

- Four decades of industrial tradition;
  - Production of bearings for mining, processing industries, agricultural machinery, transport vehicles, building machinery, transportation equipment;
  - Production of cardan shaft for agricultural mechanization industry, supply vehicles, industry of couplings and parts of cardan;
  - Export of about 70% of total production per year, mostly in European countries;
    - Certificates ISO 9001, and ISO 14001;
- Flexible production program, quick supply in agreed time, high quality products.

**Order saves the world - FKL saves the quality!**

# Fresh&Co.

Fresh&Co. is an innovative fruits factory established in 1996 as a result of monitoring the modern way of life and consumer requirements. Main focus of the factory is fruits and authentic products.

In Serbia, Fresh&Co. is the first company to fit 100% of market nisha for fruit juices of excellent quality, with no sweeteners and preservatives added, and thus creating very popular brand "next". With very trendy commercials and timely launching of new products, the Company has fortified its position of market leader for a very short time, with uncompetitive products price if compared to other producers.

Fresh&Co. has started its production with only three flavors of 100% fruit juices: peach, apricot and orange. The range of products has been extended until today; it consists of four major groups of products differing in packaging convenient for consumption in all situations.

- NCF (non concentrate made) juices
- 100% fruit juices
- Fruit nectars
- Fruit drinks

Thanks to its wide range of products, Fresh&Co. production portfolio encompasses above 140 different products.

By applying the most up-to-date technologies and high quality world standards, Fresh&Co. fulfills the international standard requirements in food production. Only best quality fruits are used for production. Preservatives, artificial colors and aromas are not added to our juices. Thus they retain all vitamins and minerals needed for health protection. International quality certificates ISO 9001-2000 and ISO 14001 for environment protection are proving the quality of our products. Fresh&Co. also holds HACCP certificate, which confirms the application of highest international standards in food production.



[www.nextjuice.com](http://www.nextjuice.com)





# Hemofarm Group



## 45 years for the HEALTHIER WORLD

Leader in pharmaceutical industry of Serbia and Montenegro and one of the biggest exporters in the country, Hemofarm Concern has been successfully engaged in production and trade of high quality pharmaceutical products for five decades now. Capital, knowledge, competences and working energy are interwoven in the development of its production complex consisting of 16 factories. Hemofarm has attained that its production technology became encircled and responded to high standard requirements in this sector. Production plants are compatible to current GMP requirements, and the European certificate for QM guarantees for the best products quality.

Hemofarm factories are producing all forms of drugs, from simple to effervescent, palettes and Mix-O-Vial injection forms. Wide range of drugs includes almost all pharmacotherapeutic groups. With its high quality products and good business policy, Hemofarm Concern has gained by the end of last century a leading position in the local market of pharmaceutical products and simultaneously became the biggest Serbian exporter of drugs. Out of Hemofarm's total production of pharmaceuticals, one third is exported to Russia, neighboring countries, EU, developed countries of Africa and Near East.

Together with its core business development, Hemofarm has started in 1991 to establish enterprises and marketing points, thus today it is represented in Timisoara, Bucharest, Skopje, Ljubljana, Banjaluka, Sarajevo, Bad Homburg, Moscow, Kiev, Obninsk, Beijing, Baghdad and Washington. Application of most up-to-date technologies, compliance with international standards and regulations and very professional personnel are guarantees for the quality of Hemofarm's products.

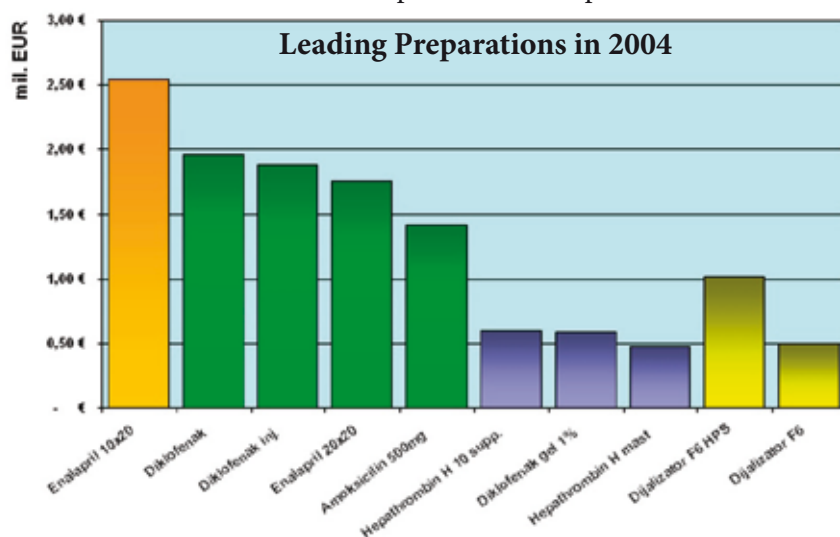
Hemofarm's production capacities are located in most-up-to date plants in Vršac, Dubovac, Srpska Crnja, Podgorica, Šabac, Bački Petrovac, Banjaluka, and starting from next year there will be one opened in Russian town Obninsk.





A range of Hemofarm's pharmaceutical products are available in 26 countries in four continents. Market research and health protection requirements require pharmaceutical products registration and marketing be in accordance with regulations of different countries. In spite of having a long pause in marketing its products during the sanctions, Hemofarm has not been deprived the position in its large traditional markets, such as Russia, where it ranks at 22 place among the biggest world suppliers and producers of pharmaceutical products. It succeeded to introduce OTC preparations in over 2,500 pharmacies in biggest German towns. Hemofarm ranks at 27 place on the list of generic products producers in the world.

However, this are considered to be just initial steps for our strong penetration in other great markets for pharmaceutical products.



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# D.P. Industrija stakla-Pančevo

Founded on 9th September 1930, as the FIRST MECHANICAL WINDOW GLASS FACTORY and was seated in Belgrade. Decision on the construction of the first modern factory for mechanical production of glass in Yugoslavia was brought by the SAINT GOBAIN factory, France, although company VITREA, Czechoslovakia, and UNITBELL, Belgium, have also invested their capital.



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# D.P. Industrija stakla - Pančevo

## Exporting production program

1. Windshield car glass



2. Windows for passenger cars



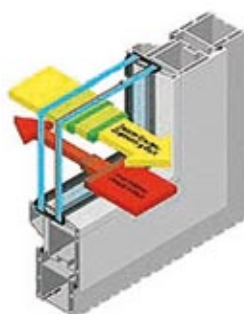
3. Windows for tractors



4. Armour glass



5. Thermal insulating glass

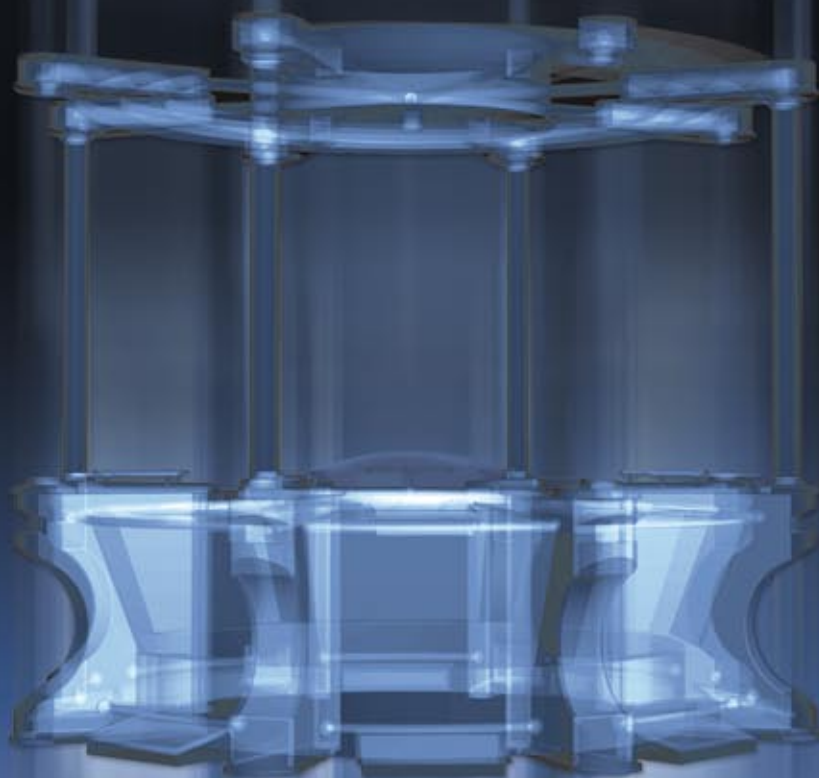


6. Pharmaceutical containers – ampoules



7. Other glass products





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**NOT A MIRAGE**



**HEAD OFFICE:** Serbia & Montenegro, tel/fax: (+381) 21 467 433, 467 399, 467 499, 469 991, 469 993, 469 994, [luckyline@metrohive.net](mailto:luckyline@metrohive.net) , [www.luckyline.co.yu](http://www.luckyline.co.yu)  
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## DOO «LUCKY LINE»

LUCKY LINE, Limited Liability Company from Novi Sad is specialized for production of electronic roulettes and slot machines, the first and the only producer of equipment for casinos, entertainment centers and clubs in the territories of Vojvodina, Serbia and Montenegro. The company (management, production and logistics) is seated in Novi Sad and has representative offices all over the Europe - Germany, Czech, Russia, Poland, Romania, Spain- aiming to open some new in order to conquer new markets.

Lucky Line has participated in numerous specialized entertainment industry exhibitions and lucky game shows in Poland, Czech, Russia, Ukraine, Germany, Spain, and Great Britain. High quality, exclusive design and competitive price of Lucky Line products ranks the company among the top producers of electronic roulettes (our exclusive model “Collos” roulette is recognized as the best design in Czech exhibition).

Lucky Line electronic roulettes are currently sold in Germany, Czech, Poland, Russia, Northern Ireland, Spain, Venezuela, Romania, Bulgaria, Croatia, Bosnia and Herzegovina and Ukraine. Our plans are to expand the markets for our products.

For all information  
please contact  
our Sale Department:

E-mail:  
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[Luckyline\\_scg@yahoo.net](mailto:Luckyline_scg@yahoo.net)

Phone/Fax: +381 21 467 399  
467 433; 469 991; 469 993; 469 994

Persons for contact:  
Vesna Maličić-Đukić  
Mila Marjanac-Tiri



MB Beer – A Beer For 21st Century

## Brewery MB – The Sanctuary of Beer, Youngest And the Most Up-to-date Brewery In Europe



**Brauerei MB**

Brewery MB is the newest Greenfield investment in the world of brewery (completely new factory built from foundations to roof) is constructed in 2003. Today, with its capacity of 4,500,000 hl of beer per year it ranks 10 in the world considering its capacities concentrated on one site.

It is a part of Business Centre Rodić M&B Co. located next to the international highway E-75, at the very entrance to Novi Sad, 70 km away from Belgrade, capital of Serbia and Montenegro.

Its equipment is supplied by the world famous producers Krones and Steinecker as combination of most up-to-date technology and high quality raw materials from France and Germany which as outcome gives the beer of the utmost quality.

The recipes for beer production is a result of cooperation between experts of Brewery MB and German Doemens Beer Academy from Munich.

At the moment, the range of products consists of four kinds of beer: MB Premium, MB

Pils, MB Dunkel and MB Schwartz. This range of products is expected to be enlarged soon.

### GLASS AND PET PACKAGING

In addition to glass packaging (retrievable and irretrievable bottles of 0.33 and 0.5 l) MB beer is packed in PET packaging.

In cooperation with the world leading producers in the field, Resilux from Belgium, expert from Brewery MB have introduced two completely new technologies for packaging, especially designed for specific bottle volumes.

ResiMAX MULTILAYER Technology for MB beer of 0.33 and 0.65 l and ResiBAR Technology for MB beer of 2 l. This type of packaging is perfect solutions for preservation of all quality properties of MB beer. PET packaging for 0.33 and 0.65 l is a multilayer packaging providing for long shelf life of the product and stable quality. This packaging has three layers, the sequence of each be determined by its function. Concerning the bottle closing, PET programme is specific for its so called SKEVENGER closer which thanks to O<sub>2</sub> absorber additionally pre-





serves the quality and long shelf life of beer by eliminating O<sub>2</sub> from the bottle neck.

This packaging proved to be a good solution for beer consumption during big concerts, sport and other public events.

## EXPORT TO 14 COUNTRIES

Although it was founded in 2003, the MB brewery is leading by its sale on Serbian market (21%), but it also exports to 14 countries: Germany, Italy, France, Austria, Hungary, Romania, Slovenia, BiH, Macedonia, Croatia, and even to Australia. With its newly installed capacity for 4,500,000 hl it becomes the biggest brewery in Central and South East Europe.

## HCCP AND ISO

Certificates represent a necessary step ahead towards the top quality product.

MB brewery has obtained two certificates: ISO 9001:2000 for quality of its process, and

HCCP for quality and health safety of food products (we are the first brewery in Serbia and Montenegro, but also in the region, that has obtained this certificate). Quality certification was carried out by OQS from Austria, member of IQ Net (International Quality Certification Network).

It is expected to obtain ISO 14000 – environment protection certificate.

## SATISFIED CONSUMERS

The mission of the brewery is to “give dignity to beer drinking, and to reward the consumer’s respect by top quality of beer”. The company emphasizes that the satisfaction of consumer is the measure for quality of work, and satisfaction of employees provided by good working conditions is a guarantee to achieve it.

[www.brauereimb.com](http://www.brauereimb.com)





# MILE DRAGIĆ PRODUCTION

WWW.ARMYEQUIPMENT.COM



History of Mile Dragić Production started 20 years ago in a small production unit in the house of Mr. Mile Dragić. Today, his vision of a company is a reality. Progressive development and working discipline made Mile Dragić Production a well known brand around the world and the most famous in the Balkan region. This was achieved due to the top quality and precisely made products, as well as possibilities to adapt quickly to market and customer requirements.

Today, Mile Dragić Production employs over 20 top engineers who from day to day make great efforts to find new solutions to develop the existing products by using the most up-to-date materials, as well as to create new products in accordance with the world standards and customer requirements. Special attention is paid to permanent education of personnel and their professional upgrading.

In order to have a progressive trend, the company has founded its own ballistic and technical laboratories for the purpose of testing the input materials and final products on daily basis. Permanent investments into resources and new technologies enabled the company to maintain high quality products and to improve it from day to day that could be by many customers worldwide.

The company encompasses different production departments, such as:

- Department for ballistic products;
- Department for knitwear;
- Department for footwear and leather accessories;
- Department for camouflage equipment

Our production is organized on 12000m<sup>2</sup> working area with working conditions in accordance with the world standards. The company's

motto is that we live and work as a family and that only the efforts of all employees shall produce required results. A prove to these results are ISO standards 9001 and 14001.



## PRODUCTION MILE DRAGIĆ

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# MINAQUA





AD. BB MINAKVA is a company for the production of mineral water with naturally dissolved iodine as well as for soft drinks production. It is seated in Novi Sad.

MINAKVA has been a well-known brand in Europe since the beginning of XX century. In 1911 it was awarded a Grand Prix for excellent quality in exhibitions in Rome, Paris and London.

From 1999, when the company was privatized, big investments were made into the provision of most up-to-date equipment for bottling of natural mineral water and soft drinks, as well as machinery for the production of PET packaging. Investments were made into three new production units: KRONES (Germany), SIG (SIG Corpoplast-Germany and SIG Simonazzi – Italy) and TROYA (Thomason –Cypress).

Complete analysis of final products quality performed in every 11 minutes is a guaranty for standardized and good product.

BB MINAKVA has quality certificates ISO 9001: 2000 and ISO 14001/ISOEN 14001, and today it is one of the leading producer of mineral water in the country.

Following the international trends in mineral waters production, a new design for packaging and label for MINAQUA products was made. Preparations for the introduction of HACCP system for control of critical points is also made, thus enabling easy and quick export of MINAQUA products worldwide.

Mineral water MINAQUA is specific for that it is the only water in Europe that contains naturally dissolved iodine, an indispensable element for human organism. Only two glasses of mineral water MINAQUA satisfy the daily needs for iodine.

1. Carbonated mineral water 0,33 l and 2 l

2. Non-carbonated water with low mineral contents 0,33 l and 2 l



JODI IS ESPECIALLY INTENDED FOR CHILDREN AND PREGNANT WOMEN

One JODI a day  
– every day!

JODI is a new product of MINAQUA, and it is made in two different tastes: apple and sour cherry. High content of naturally dissolved iodine, an element that is rarely found in nature, makes JODI a very special drink. JODI is especially important for children and pregnant women who need regular intakes of

adequate quantities of iodine, since iodine:

Encourages mental activity, i.e. adequate iodine intakes could enhance intelligence coefficient (IQ) with children.

Iodine insufficiency:

Decreases intelligence coefficient for 10-15% (at the level of entire population) which makes the iodine insufficiency the most important cause of brain damages and mental retardation worldwide.

**AD. BB MINAKVA**

**Ružin gaj 1/a**

**21000 Novi Sad**

**Phone: 021/ 402 611**

**Fax: 021/ 402 495**

**E-mail: info@bbminakva.co.yu**

**www.bbminakva.co.yu**





MK GROUP IS THE BIGGEST BUSINESS SYSTEM IN VOJVODINA.

MK GROUP HAS 16 CONNECTED COMPANIES.

...4 OF THOSE COMPANIES ARE SUGAR REFINERIES.

MK GROUP IS THE BIGGEST SUGAR PRODUCER IN  
SERBIA AND MONTENEGRO.

...AND THE BIGGEST EXPORTING COMPANY IN  
SERBIA AND MONTENEGRO AS WELL.

MK GROUP ANNUALLY PRODUCES 200,000 TONS OF SUGAR  
OF THE HIGHEST EUROPEAN QUALITY.

IN 10 EUROPEAN COUNTRIES SWEETS ARE MADE OF  
180,000 TONS OF MK SUGAR.

5,000 FARMERS PRODUCE SUGAR BEET FOR US.

OUR SUGAR IS MADE OF SUGAR BEET GROWN ON 30,000 HA  
OF THE MOST FERTILE FIELDS IN VOJVODINA.

DURING THE CAMPAIGN WE PROCESS  
1,500,000 TONS OF SUGAR BEET.

SUGAR IS ONE OF THE MOST IMPORTANT FOOD INGREDIENTS.

SWEETS IMPROVE CONCENTRATION AND MOOD.

ONE COFFEE SPOON OF SUGAR HAS ONLY 15 CALORIES.

FOR US, SUGAR IS A MEASURE OF SUCCESS..

**SUCCESS  
TASTES  
SWEET**



MK GROUP

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FAX: +381 21 6611 752





## INFORMATION ON METHANOL & ACETIC ACID COMPLEX, KIKINDA

### HISTORY

Shareholders Company is founded by Foundation Contract and registered on 11.11. 1991.

### TECHNICAL AND TECHNOLOGICAL DATA

- Projected capacities:
  - 200,000 t of methanol, and
  - 100,000 t of acetic acid per year
- **Technology and equipment:**

Technology for final products:

  - Methanol produced under the license of **ICI England**
  - Acetic acid produced under the license of **Monsanto USA**

Equipment, spare parts and chemicals are predominantly imported.
- **Raw materials**

Natural gas quantities per year – 300,000,000 m<sup>3</sup>
- **Products quality**

Factory Laboratory and Jugoinspect, Novi Sad control quality of licensed products. Not a single quality complains was made so far.
- **Facilities**

Production units and company's seat are located in Kikinda, Milosevački put bb, and cover the area of 48 ha.

Transferring point (from rail tank cars into ship) is located in the Port of Bar and has capacity of 200 t of acetic acid per hour.
- **Production units in Kikinda**

Power generation unit, methanol production unit, acetic acid production unit, storing capacities (**10,000 t** of acetic acid and **20,000 t** of methanol), rail track for industrial transport with **220 rail tank cars**.
- **Employees**

Total number of employees in the complex is **520**.
- **Quality system**

Standard JUS ISO 9001 , certified by RV TUW, Germany
- **Environment protection**

Standard JUS ISO 14001, certified by RV TUW, Germany





## EXPORTING MARKETS:

Main markets to which Methanol & Acetic Acid Complex is exporting **most** of its products are:

- **Methanol** – Austria, Hungary, Italy, Slovakia and Czech Republic
- **Acetic Acid** – Italy, Turkey, India, Germany and France

### Logistics:

Methanol & Acetic Acid Complex is exporting its products mostly on FOB parity, thus providing a complete service for the user of goods. To this end, we use our own transportation means (230 rail tank cars) or engage other company's transportation means (ships and tank trucks). To solve our logistic problems we cooperate with domestic or foreign specialized partners.

### DEVELOPMENT:

Development programs are intended to better valorization of our products including decreasing the use of natural gas per unit of product and transportation cost.

### OWNERSHIP STRUCTURE OF THE COMPANY:

Foundation capital was raised for the foundation of company on 11.11.1991.

The biggest shareholders are NIS, Novi Sad, Republican Fund for Development, Vojvodjanska banka, Novi Sad, Insurance Company DDOR Novi Sad, Invest-Import, Belgrade and Genex, Belgrade.

### BUSINESS PLAN FOR 2005

#### Production:

Capacities:

Methanol – cca 141,000 tons, out of which 100,000 tons for sale

Acetic Acid – cca 75,000 tons

#### Sale:

	Foreign markets	Domestic market
Methanol	89,000 t	11,000 t
Acetic Acid	74,000 t	1,000 t

**TOTAL INCOME: cca 55,000,000 EUR**

### BASIC DATA ON METHANOL AND ACETIC ACID COMPLEX

Name of the Company: Shareholders Company Methanol and Acetic Acid Complex

Address: Miloševački put bb, 23300 Kikinda, Serbia and Monte Negro

Telephone: 0230 423-050

Fax: 0230 424-009; 0230 421-424

E-mail: info@mks.co.yu

Activity Code: 24140 – Production of other organic chemicals

Products: methanol, acetic acid

Registration No. with the Commercial Court in Zrenjanin: 1-842

Company's Identification No. 08036403

Number of Employees: 520

Location : The Complex is located in two sites:  
the factory with its production capacities is located in Kikinda  
facilities for transferring the products from rail tank car into ship are located in the Port of Bar

Certificates: ISO 9001, ISO 14001, Kosher



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## AD «NOVITET»

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Sale and Distribution:	021/ 400-718
Fax:	021/ 300-296
E-mail:	novitet@neobee.net
WEB:	www.novitet.co.yu

NOVITET from Novi Sad is one of the oldest enterprises in Serbia specialized for production of ladies and men ready-made garments.

High quality of manufacturing and attractive design produced in our production facilities enabled NOVITET to export its products, through lohn deals, to European markets.

NOVITET has 550 workers and it produces, in its own facilities, approximately 150 000 pieces of garment per year.

Early in 2005, NOVITET installed new line for the production of men suits in order to respond to the requirements of the biggest fashion companies in Europe.

In addition to production, NOVITET has its own retail sale network consisting of 25 shops.

To satisfy the needs of its customers, NOVITET has its own designers and other professionals and manufactures collections for two seasons: spring/summer and autumn/winter.

35-40% of NOVITET's production is for local market.

Production program: coats, overcoats, jackets, men suits, women suits, dresses, skirts, trousers.

Today, NOVITET cooperates with Schneider, Austria, Bauer, Germany, Norton and Wilson, Italy, Dolomit, Italy, Bereta, Italy, George Resch, France, Apostroph, France, Induyco, Spain, etc.



# SEJMO DOMAĆE

# SEJMO DOMAĆE

NAUČNI INSTITUT ZA  
RATARSTVO I POVRTARSTVO  
Maksima Gorkog 30  
21000 Novi Sad  
Telefon: 021/4898-100  
Faks: 021/621-212  
<http://www.ifvcns.co.yu>  
e-mail: [institut@ifvcns.ns.ac.yu](mailto:institut@ifvcns.ns.ac.yu)



# Always in the service of agriculture

Scientific Institute for Field Crops and Vegetables is established in 1938 by the decision of the Ministry of Agriculture of the Kingdom of Yugoslavia. Agriculture Extension and Control Service was founded in Novi Sad. It developed into the Institute thanks to the successful realization of scientific programmes elaborated by scientists and experts. Successful work and top results in the implementation of R&D into agricultural practice, the Institute has become an important name in the world of science.

Fundamental and applied research work, that is the main activity of the Institute, is focused on the development of new varieties and hybrids of field crops, vegetables, as well as a large number of forage, industrial, medicinal plants and spices.

In breeding process, the emphasis is given to high yielding, to quality and resistance to a biotic and biotic stress. Special purpose varieties are not neglected. In addition to breeding, the Institute is developing technologies for growing it's own varieties and hybrids. The results immediately are transferred into practice in several ways: as seeds, as soil cultivation technology, as growing of different varieties and hybrids, or protection of different varieties and hybrids.

Until today, the Institute has developed 956 varieties and hybrids, out of which 318 were grown and registered abroad. International contracts for sale of commercial seeds, seeds of parental components, licenses, etc. are proving the results of the Institute in the most developed markets of the world. In spite of strong competition, the Institute markets its varieties and hybrids in more than 20 countries, from Argentina through European Union, Ukraine and Russia to China and India.

Scientific Institute for Field Crops and Vegetables, together with the Department for Field Crops and Vegetables of the Faculty of Agriculture in Novi Sad with which it cooperates closely, has excellent team of scientists and experts consisting of over 170 faculty graduates. Another 320 employees of different profiles assist them. This personnel is a guarantee for products and services offered by the Institute: seed, technology, education, and services.

The up growing trend of the Institute's development is today reflected in the quality system management ISO 9001 and environment protection system ISO 14001 both certified by the British Standard Institute (BSI).

Institute is a government institution within the Ministry of Science and Environment of the Government of the Republic of Serbia. It implements numerous scientific projects financed by the government. Simultaneously, the Institute participates in international scientific cooperation by implementing international projects.

Today, Institute is leading institution in the field of agricultural research both in the country and even abroad, especially in the field of plants breeding. Numerous visits of businessmen from foreign countries, as well as the numerous awards given to the Institute throughout its long history are the best prove of its high reputation.





L.L. Company for Production,  
Domestic and Foreign Trade

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21000 Novi Sad, Karadjordjeva 32,  
Serbia and Montenegro

Current Account No. 325-4364-26 A.D.

Kulska Banka Novi Sad

Company's Identification No. 08705828

Activities Code: 15330

Registration No. 22308705828

Tax Identification No. 100238645

OLIMP – FOOD offers a wide assortment of food products, processed in accordance with the requirements of our customers.

We have two basic groups of products: vegetables and fruits – pasteurized, sterilized and deep-frozen.

Export of frozen products: peas, French-beans, sweet corn, mixed vegetables, sour cherries, raspberries, blackberries, plums.

Export of products processed by thermal treatment: cucumbers, paprika, peas, French beans, sweet corn, stewed fruits, marmalades made of different fruits, bio-fermented products..

products that reach their customers in European countries.



# PETROHEMIJA

[www.hip-petrohemija.com](http://www.hip-petrohemija.com)

Pančevo, Spoljnostarčevačka 82, 26000 Pančevo

+ 381 13 310- 200, + 381 13 343 - 761



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**HIP Petrohemija , a.d. is located in Pančevo, Elemir, near Zrenjanin, and in Crepaja. It produces about 1 million tons of petrochemical products per year, with maximum use of capacities.**

**The factory was built in the period 1976-1979 and expanded in 1982 when all parts of the complex were put into operation. It works with maximum capacity until imposing of the sanctions to our country in 1992. In 1996 it started with its production program and sale of products again. Two of its factories were destroyed by NATO bombing in 1999, but it has proceeded to operate with the remaining capacities, successfully producing for local and European markets.**

**HIP Petrohemija is exporting mostly to EU countries. Its export in terms of volume is almost 400,000 t of petrochemicals, and amounts about 135 million Euros per year. By volume of exports, HIP Petrohemija ranks as second company in the country and it is, no doubt, the best company in Vojvodina.**

**Being the leading company in this field both in Serbia and Montenegro and in this part of Europe, we are prepared for export challenges together with achieving the world standards and**

**maintaining and improving the high quality of our products.**

**By supplying the petrochemicals to producers of plastic and rubber products, we substitute for the import of this products to Serbia in the value of about 50 million Euros.**

**Today, Petrohemija is a joint stock company, with 95% of stocks owned by the state.**

**Our future is in new development programs that will change the current picture of our production complex.**



## Products

- Ethylene
- Propylene
- C4 fraction
- Pyrolytic oil
- Pyrolytic gasoline
- Polyethylene pipes and fittings
- MTBE
- 1,3 Butadiene
- Refines II
- Low density Polyethylene HIPTEN
- High density Polyethylene HIPLEX
- Styrene Butadiene Rubber HIPREN

## Ethylene Plant

Petrohemija's Ethylene Plant was designed by Stone&Webster, USA, for the production of ethylene by thermal decomposition of crude petrol. Plant for pyrolytic gasoline hydrogenation was designed by the INSTITUT FRANCAIS DU PETROLE (IPF), France.

Installed annual capacities in tons are:

Ethylene	200,000
Propylene	85,000
C4-fraction above 60% of butadiene	45,000
Pyrolytic oil	38,000
Pyrolytic gasoline	138,000
<b>Total</b>	<b>506,000</b>

Usage of products produced in Ethylene Plant:

Ethylene – Production of polyethylene, ethylene dichloride, ethylene oxide, ethylene glycol, ethyl alcohol, etc.

Propylene – Production of polypropylene, propylene dichloride, propylene oxide, propylene glycol, propyl alcohol, propyl acetate, acryl nitrile, isopropyl benzyl, detergent alkylate, etc.

C4 fraction – Production of synthetic rubber, latex, synthetic resins, styrene-butadiene resins, poly-butadiene rubber, ABS-powder, etc.

Pyrolytic oil – Production of carbon black

Pyrolytic gasoline – Production of aromates and motor gasoline

## Synthetic Rubber Plant

This plant is constructed in 1983 in Elemir, near Zrenjanin, and has become a part of HIP Petrohemija in 1991. Construction engineering of the plant was carried out by LURGI, Germany, and it consists of three parts:

I – Unit for production of emulsion styrene butadiene rubber (SBR) 1500 to 1700 serial is licensed by BUNAWERKE, Germany, with designed capacity of 40,000 t per year. Trade mark of styrene butadiene rubber is HIPREN.

II. Unit for butadiene 1,3 extraction licensed by NIPPON ZEON, Japan, with designed capacity of 45,000 t per year.

III. Unit for production of methyl tertiary buthyl ether (MTBE) licensed by SNAMPROGETTI, Italy, with designed capacity of 35,000 t per year.

## LDPE Plant

Technology licensed by NATIONAL DISTILERIES Co. USA, and engineering design by Foster Wheeler Co., USA, for production of LDPE in continuous autoclave reactor under high pressure of 2000 bars. Continuous production of granular product on one line ensures high product flexibility, suitable for various purposes and processing techniques. Designed capacity is 45,000 t per year. Trade mark of low density polyethylene is HIPTEN. HIPTEN is processed by extrusion, extrusion coating and injection molding for production of multipurpose films, injection molded and blown products, and pipes.

## HDPE Plant

Plant was designed by CRAWFORD & RUSSEL, USA, on the basis of processing technology provided by PHILLIPS PETROLEUM Co. USA. It produces HDPE in continual process in loop reactors at medium pressures. Two identical lines enable flexibility in production and a variety of products in powder or pallet form. Plant's capacity is 60,000 t per year. The trade mark of high density polyethylene is HIPLEX. HIPLEX is processed by blown molding, injection molding, extruding, pressing, etc. into various products, such as bottles for packaging, industrial parts, tanks, containers, films and multi-layer films and gas and water pipes.

## Compound Production Plant

The factory was built in 1976 in Crepaja, near Pančevo, and from 1997 it is a part of HIP Petrohemija. Its capacity was designed at 16,000 t of PVC compounds and 10,000 t of PE black and colored pellets. PE pellets are processed for production of pipes and fittings, parts for automobile and building industry.

## PE Pipes and Fittings Plant

The factory for production of pipes and fittings uses as raw material polyethylene of high and medium density produced in Petrohemija. It has the followed capacities:

Polyethylene pipes for water, gas and sewage	5,000 t/year
Electric-fusion fittings	200,000 pieces/year
Electric insulation pipes	250 t/year



# PIK-BEČEJ

## POLJOPRIVREDA A.D.

**PIK BEČEJ – AGRICULTURE A.D.** is the largest agricultural and industrial estate in Vojvodina and among the biggest in Serbia. It has been producing health and natural food and high quality products for 45 years in accordance with the requirements of domestic and foreign markets.

The company is attaining good results in crops and vegetables production by cultivating 13,757 ha of land, out of which 4,500 ha are irrigated by modern and standard irrigation techniques. PIK BEČEJ produces 200,000 t of crops per year, including 20,000 t of seeds that could be use for planting of 300,000 ha of arable land.

Animal husbandry is based on excellent genetic potential of breeding herd resulting from many years of successful stockbreeding. In terms of volume and quality, we are the leading company in pigs breeding in the country. Annual production of fatten pigs is about 90,000 heads of 97 kg at average, with over 56 % of dressing percentage of meat.

In cattle breeding we have cattle for milk production, breeding stock and meat – calves fattening. PIK BEČEJ has about 1,700 milking cows of Holstein Frisian race with average annual production of 7,000 l of milk per head.

In our vegetables processing plant “Flora” we apply modern techniques and technologies to pro-

cess vegetables (about 15,000 t per year) and offer a wide range of well known high quality products satisfying the requirements of the world market.

The most important expiring products are peas and sweet corn. In last year our exports amounted over 4 million EUR. The biggest trade in volume was realized for satirized peas and sweet corn exports to Russia last year and it amounted 2,700,000 EUR.

Export of quick frozen vegetables in the value of 750,000 EUR was carried out in EU countries (Hungary, Germany and Greece). Exports of seed maize, wheat, canned and quick frozen vegetables to former Yugoslav Republics amounted 600,000 EUR.

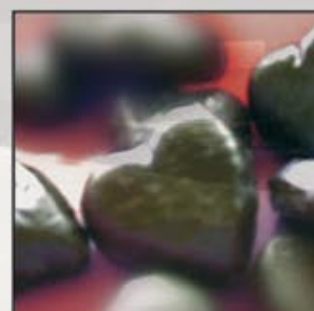
The fact that our company has been present in Russian market for three years with a tendency to enhance its cooperation with existing and new partners is especially encouraging.

Sterilized peas produced in our processing Capacities won the bronze price for quality at the 12th International Food Fair PRODEXPO, and thus our Company is given another important recognition.

**BUSINESS EFFICIENCY • TRADITION • QUALITY**



[www.pikbecej.co.yu](http://www.pikbecej.co.yu) • e/mail: [office@pikbecej.co.yu](mailto:office@pikbecej.co.yu)



Pionir.d.o.o Beograd, Fabrika Subotica, Senčanski put 83, 24 000 Subotica Srbija i Crna Gora

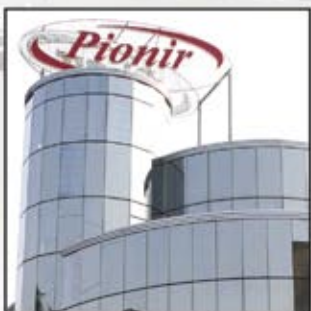


# We make sweets

Pionir d.o.o. – company for production of chocolates, candies and rolls - is one of the leading producer of confectionary products in South Europe. Established in 1917 as a small candies production workshop, Pionir developed into a modern, well equipped industrial giant, with possibility to produce 20,000 tons of confectionary products per year for local and foreign markets. About 40% of production is exported recording permanent growth.

A wide range of Pionir's products includes about 200 different products: chocolates and chocolate products, desserts, hard and soft center candies, gum drops, rolls and honey cookies. In 1997, Pionir obtained certificate for quality system JUS ISO 9001. It is planned to introduce by the end of this year the HACCP standard that guarantees the food safety.

Today, seven years after privatization, Pionir operates in accordance with the standards and models of the biggest producers of confectionary products, and this could be proved by numerous medals it has been awarded with. Another evidence of the place and role of Pionir in the country and the world is the fact that the famous magazine for confectionary products Candy has ranked PIONIR as 100 on the world list of most important companies engaged in confectionary industry.



Tel: +381 24 660 325 , fax.: +381 24 551 872, [www.pionir.co.yu](http://www.pionir.co.yu); e-mail: [pionir@pionir.co.yu](mailto:pionir@pionir.co.yu)



Shareholders company for production of building materials POTISJE KANJIŽA has been ranking among the leading companies in the region for years and today represents, in terms of business results, the most successful company in this industrial sector. The factory was founded in 1903 by landowner from Kanjiža, Mr. Herman Grünfeld. It became renowned and attained accelerated growth only after the World War II. Some more important points in the 100 years history of the factory could prove this:



- In 1962 construction of a plant for production of hollow elements;
- In 1968 first automated line for roofing tiles production was put into operation,
- In 1973 second plant for production of roofing tiles with most up-to-date technology was put in operation.

• In 1983 a plant for production of decorative and applied ceramics MAJOLIKA started its production. Kanjiža clay fans and the best craftsmen in the field were employed in this plant.



• In the same year, roofing tile Continental was presented to the market for the first time. Today, it is a trademark of the factory.

• In 1988 a third plant for roofing tiles production was put into operation.

• In 1994, the production of so-called PAPER roofing tiles began and POTISJE KANJIŽA became and still is the only producer of this article in the area.



• In 1996 the exploitation of the third open pit mine for clay started and it would provide the raw material for processing in the next decades.

• In 1997 the production of MERI-dial big round roofing tiles started.

• In 1998 the production of biberfalc roofing tiles of extruded type with falc started.

• In 2000 an automated system for clay transportation from open mine to field disposal point (in the length of 3,5 km) was put in operation.

• In the same year the factory started the production of new roofing tiles family NEW VARIATIONS.



• From 2003 the unique and the biggest plant in Europe for preparation of dry raw material has been in operation.



In October 2003, Company TONDACH has taken over the Potisje Kanjiža Company.



- |                              |                              |
|------------------------------|------------------------------|
| 1 Fabrika Gleinstätten       | 15 Fabrika Šlapanice         |
| 2 Fabrika Unterpremstätten   | 16 Fabrika Jirčany           |
| 3 Fabrika Pinkafeld          | 17 Fabrika Stod              |
| 4 Fabrika Leobersdorf        | 18 Fabrika Bližejov          |
| 5 Skladište Breitenschützing | 19 Fabrika Nitrianske Pravno |
| 6 Skladište Amstetten        | 20 Kancelarija Bratislava    |
| 7 Fabrika Jamina Csabai      | 21 Fabrika Bedekovčina       |
| 8 Fabrika Jamina Békéscsaba  | 22 Fabrika Đakovo            |
| 9 Fabrika Csorna             | 23 Fabrika Križevci          |
| 10 Fabrika Beled             | 24 Фабрика Винова            |
| 11 Kancelarija Budapest      | 25 Fabrika Sibiu             |
| 12 Skladište Mohács          | 26 Kancelarija Sarajevo      |
| 13 Fabrika Tata              | 27 Fabrika Potisje Kanjiža   |
| 14 Fabrika Hranice           |                              |

TONDACH Concern is the biggest producer of roofing tiles in the South-East Europe. In its subsidiary that TONDACH has in 10 countries it produces 450 million pieces of roofing material and 300 million NF pieces of building elements and waffle floor constructions per year.

The fact that this Concern invested almost 350 million EUR in the modernization of its factories in the period 1992-2004 proves that POTISJE KANJIŽA has found a strategic partner. The objective of these investments is to enhance the production technology level, which is said to be at the European and world level.

In addition to permanent investments, the strategy of the Concern is to entrust the local management of the concerned countries with the management system, thus providing for the transfer of know-how and contributing to synergy of administrative and technical aspects, since information and communication create confidence both at internal and external level. This is supported by modern communication means, which ensure the harmonization of the entire process by tempo of communication.

This form of harmonization was implemented in POTISJE KANJIŽA in such a short period that has never before been recorded by TONDACH. It proves that leading position of this company is due to strict working and technology discipline.

This position will be even strengthened after the newest investment of 10 million EUR in technology for firing gypsum roofing tiles at higher temperatures and a new page in the history of POTISJE KANJIŽA will be opened. Namely, high quality TONDACH engobated and glazed roofing tiles, which satisfy the demanding requirements of Western Europe will be placed on the market soon.

In addition to advanced techniques and technology for roofing tiles and bricks production, the investment project includes automation, thus making this sector of economy a part of those privileged industry branches that do not require hard physical work.

In this way, a 100 years dream of generations of workers employed in POTISJE KANJIŽA will come through.





SHAREHOLDERS COMPANY FOR PRODUCTION  
OF RADIATORS, BOILERS AND SERVICE CASTINGS



# A.D. RADIJATOR



BEOGRADSKA BB 23000 ZRENJANIN SERBIA AND MONTENEGRO  
GENERAL MANAGER: TEL. (+381) 23 544 025  
EXPORT-IMPORT: TEL. (+381) 23 542 018  
FAX. (+381) 23 542 014 (+381) 23 542 017  
E-MAIL: RADIJATORZR@PTT.YU WWW.LIVNICARADIJATORA.CO.YU

A.D. RADIJATOR WAS FOUNDED IN 1932 AS THE FIRST FACTORY OF BOILERS AND RADIATORS IN SERBIA AND MONTE NEGRO. BY TIME, THE PRODUCTION PROGRAM WAS EXTENDED TO OTHER PRODUCTS AND CASTINGS OF GRAY CAST FOR GENERAL USE.

FOLLOWING THE TECHNOLOGICAL DEVELOPMENT OF EUROPEAN FOUNDRIES, WITH OUR NEW TECHNOLOGIES, IN 1981 WE HAVE BECOME THE EXPORTER TO WESTERN EUROPEAN MARKETS. NEW PLANTS WERE PUT INTO OPERATION:

- AUTOMATED MOLDING LINE WITH ELECTRONIC CONTROL, CAPACITY OF 240 MOULDS OF 1200X1000X280 PER HOUR. THIS LINE ENABLED QUICK AND EFFICIENT CHANGE OF OUR PRODUCTS ASSORTMENT;
- SMELTING PLANT WITH INDUCTION PAN FURNACES, CAPACITY OF 80,000 T OF LIQUID METAL WHICH ENABLED DIVERSIFICATION OF PRODUCTS AND INCREASED THE SCOPE OF FINAL PRODUCTION;
- RECEPTOR WITH ITS VOLUME OF 60 T IS THE BIGGEST IN SERBIA AND MONTE NEGRO. IT IS INCLUDED IN THE DUPLEX PROCESS WHICH PROVIDES FOR THE EQUALIZED QUALITY OF METAL;
- LABORATORY WHICH PROVIDES FOR THE BEST QUALITY PRODUCTS. IT CARRIES OUT ANALYSES OF INPUT RAW MATERIALS AND PERMANENT INTER-PHASES ANALYSES WITH MECHANIZED PREPARATION OF SECONDARY RAW MATERIALS.

#### BASIC PRODUCTION PROGRAM

- CAST SECTIONAL BOILERS OF 27 TO 60 KW (MR, MRB AND TERMIC 1);
- CAST SECTIONAL BOILERS OF 150 TO 680 KW (VULKAN SUPER AND NEAD VULKAN);
- CAST SECTIONAL RADIATORS OF 67 - 192 W (TERMIC 2 AND JUGOKLIMA);
- COVERS OF MANHOLES AND CHANNELS, 50-600 KN.

IN ADDITION TO THESE PRODUCTS, A.D. RADIJATOR CAN OFFER TO ITS CUSTOMERS LARGE QUANTITIES OF PLATE CASTINGS - SL150 - SL250, STARTING WITH THE MODEL PRODUCTION TO FINAL PRODUCT.

\*\*\*\*\* WWW.LIVNICARADIJATORA.CO.YU \*\*\*\*\*



**\*\*\* PRODUCTION PROGRAMME \*\*\***

**CAST SECTIONAL RADIATORS (TYPE TERMIK 2)**

THEY SATISFY ALL THE HEATING REQUIREMENTS IN MODERN FACILITIES. MODERN ENGINEERING SOLUTION OF THE SECTION ENSURES MAXIMUM HEATING AREA.

GUARANTEE IS GIVEN FOR 30 YEARS, AND THEIR LIFETIME IS ABOVE 50 YEARS.



**RADIATORS TERMIK 2**

**CAST SECTIONAL RADIATORS (TYPE JUGOKLIMA)**

IN ACCORDANCE WITH THE MARKET REQUIREMENTS, WE HAVE PRODUCED A MODERN CAST RADIATOR FOR CENTRAL HEATING WITH PERFECT THERMAL PERFORMANCE AND OUTFIT. IN ADDITION TO THERMAL WATER HEATING, IT IS ALSO SUITABLE FOR STEAM HEATING.

WE GIVE 30 YEARS OF GUARANTEES.



**RADIATOR JUGOKLIMA**

**CAST SECTIONAL BOILERS**

**(NEO VULKAN 3, TERMIC 1, MR AND MRB)**

THEY ARE INTENDED FOR HEATING OF HOUSES, APARTMENT BUILDINGS, OFFICE PREMISES AND PRODUCTION FACILITIES.

THEY CONSIST OF LINKED SECTIONS. PRODUCTION PROCESS FOR BOILERS IS MONITORED AND CONTROLLED IN FACTORY LABORATORIES ON DAILY BASIS.

BOILER SECTIONS AND FITTINGS ARE MADE OF GRAY CAST SL200, RESISTANT TO LOW TEMPERATURE CORROSION AND THEREFORE HAVE A LONG LIFETIME.

BOILERS ARE SUITABLE FOR LIQUID AND HARD FUELS AND GAS, DEPENDING ON THEIR TYPE. MANY YEARS OF EXPERIENCE IN THEIR PRODUCTION, HIGH QUALITY MATERIALS, PROFESSIONAL PERSONNEL AND MODERN APPLIED TECHNIQUES AND TECHNOLOGIES ENSURE THE BOILERS QUALITY.



**BOILER NEO VULKAN 3**



**BOILER MRB**



**BOILER TERMIK 1**

**CAST AND COVERS FOR MANHOLES AND CHANNELS (50 - 600 KN)**  
MANHOLE COVERS ARE MADE OF HIGH QUALITY GRAY CAST SL200, IN ACCORDANCE WITH APPROPRIATE STANDARDS.

THEY ARE USED FOR MANHOLES COVERING IN STREETS FOR TRANSIT AND LOCAL TRANSPORT, AS WELL AS IN ROADS NETWORK IN GENERAL. SEDIMENT DEVICE COULD BE MOUNTED TO EACH COVER. IN ADDITION TO MANHOLE COVERS, WE ARE PRODUCING COVERS FOR CHANNELS AND STAIRS.



**COVERS FOR MANHOLES**

**PLATE CASTINGS**

WE ARE PRODUCING PLATE CASTINGS FOR COOKING STOVES, FIRE-PLACES, OVENS, DECORATIVE FENCES, AS WELL AS PARTS FOR CONSTRUCTION AND AGRICULTURAL MACHINERY.



\*\*\*\*\* [WWW.LIVNICARADIJATORA.CO.YU](http://WWW.LIVNICARADIJATORA.CO.YU) \*\*\*\*\*



# **ATB SEVER**

Technology in Motion

**ATB SEVER a.d.**  
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Phone: +381 (24) 548-111, Fax: +381 (24) 546-893  
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[atbsever@sever.co.yu](mailto:atbsever@sever.co.yu)

**ATB SEVER a.d. is the leading producer of electric rotating machinery in the South-East Europe.**

**Long standing experience and tradition in engineering of electric machines, transmissions, pumps and pumping systems guarantee the satisfaction of the most demanding requirements of the market. It is an indispensable partner in the field of mining engineering, metallurgy, chemical industry, electric power industry, and transportation and industrial sector in general (processing and food industry).**

**Business development, application of international standards and quality systems are attributes that make ATB SEVER recognized, reliable and appreciated partner in the market.**

**From the beginning of 2005 the factory operates within ATB Group which has become in last years the leading European producer of electrical motors and drive systems in the field of industry, mining and household appliances.**





# ATB SEVER

Technology in Motion

ATB SEVER a.d.  
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Phone: +381 (24) 548-111, Fax: +381 (24) 546-893  
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*Company's vision is to achieve the position of the absolute leader in local and South East European market in the production and bottling of natural spring water, top quality vines, alcoholic and refreshing beverages and marmalades, and at the same time to make all our products available in every shop and every HoReCa facility in the country, in any place and any moment. In addition, it is our intention to penetrate in the world global market as recognized producer and exporter of its own top quality products.*

Si & Si GROUP is a system engaged in production and distribution of soft, non-alcoholic drinks – Sinalco drinks – alcoholic drinks, marmalades and jams, vines and natural spring water VODA VODA.

SI & SI GROUP products have conquered the market in a very short time, and the consumers become aware of their presence on the market. With their high quality and original design, they have set up high standards for all the products that are to appear on the market soon.

While developing in accordance to its own concept, and following international experiences, SI & SI GROUP decided to take the efficient approach and to offer the top quality products in every field of their business operations. The company has a team of energetic and educated people who are ready to accept challenges and who view each market nisha as their chance to fill it out with SI & SI products.

SI & SI GROUP is exporting its products to all countries that were former Yugoslav republics, as well as to Czech Republic, Sweden, Germany, Dubai, and Singapore. Preparations for export to Belgium are on the way. SI & SI GROUP encompasses 7 companies including Arteska founded to export the products of other GROUP members to foreign markets.

We would like to present our new product, of which we are especially proud, as well as our most successful brands.

*Arteska made one step further in the market saturated with vodka products: a new design offered a new experience to consumers thus raising emotions and establishing new connections.*

In the beginning, our challenge was how to make a bottle without bottleneck. This is how the big journey has started and Vertical Vodka is the result and final destination of it. It is the first bottle without bottleneck in the world.

Excellent design of Vertical Vodka bottle has been internationally recognized and awarded. The design of its lid is also unique and patented. By this product, company Arteska has made revolutionary innovation in vodka production technology, especially in the process of distillation.

Vertical Vodka is produced from the best quality grains cultivated in famous fields of Vojvodina. Its quality is stemming from the fact that crystal pure spring water VODA VODA is used for its production. Thanks to the overall production control, we can give guarantees for the quality of each bottle, bearing in mind that each drop of this beverage passes for 8 hours through ten tons of special active coal. By this process we obtain crystal pure vodka, of neutral aroma and taste, especially appreciated by the lovers of this drink.

It makes a perfect basis for cocktails, and thus besides being attractive for consumers it is also inspiring product for creative bartenders.

VERTIKAL  
premium vodka





Scientist Fridrich Eduard Bilz, a well known advocator for healthy life from XIX century, made in 1902 a recipe for a drink offering healthy refreshment. The brand name is a contracted form of two Latin words sine and alcohol, which means without alcohol, and it has been lasting for 100 years.

Sinalco is a soft drink based on natural aromas. SI&SI Group is producing Sinalco under the license officially obtained on 10th April, 1997. In Serbia and Montenegro, Sinalco is a synonym for our national basketball team and the spirit of sport. Many basketball camps were opened under this logo and many basketballs distributed to elementary and high schools.

One of the wood nymphs' secrets is a well-known refreshing drink BITTER LEAF. A delicate sip of this plants based mixture could reveal the magic of secret world which reminds us of the old nymphs saying: Bitter leaf grows by taking the sun's strength, rocks' hardness and secrecy of woods. Antique refreshing drink is made of it, with its smell that infuses self-confidence, its unique taste that warns and attracts, and its magnificent color that gives a hint for secret nature woven into BITTER LEAF.

Pelinkovac BITTER LEAF is an aromatic liquor of slightly bitter taste and it is an ideal combination of 26 plants' extracts starting from wormwood, which gives it a specific color and bitterness. BITTER LEAF is a perfect prove of traditional values immanent also for modern times. Thanks to its characteristics, it represents a unique product on our market.

Water is the beginning of civilization. Water stands for harmony, beauty and kindness. Water is life, strength, vitality... And from the spring of vitality, the nature gives us what is the best – water VODA VODA.

Natural spring water of top quality – water VODA VODA – comes from ecologically preserved surrounding of Banja Vrujci, a spa well-known for its water from the end of XIX century. It springs from 273 m deep wells and is filtered by passing through limestone strata and is directly bottled to preserve its original purity. VODA VODA is completely natural, clear and biologically safe water and thanks to its organoleptic and refreshing characteristics it is recommendable for every occasion and all ages. Its content of minerals and salts is naturally balanced, thus it is recommended to everybody, without any restrictions. VODA VODA is the greatest gift of nature.



**GORKI LIST**



**VODA VODA**







# SINTELON – Your World of Colors and Comfort!

For more than 120 years Sintelon has been a synonymous term for handsome floor coverings. Manufactured by means of skilled and experienced hands, in versatile combinations of colors and textures, Sintelon floor coverings decorate homes of many generations.

Today, Sintelon offers a variety of solutions how to arrange flats, houses, restaurants, shops, introducing in its range of products those having special characteristics, meant to be installed in business premises and in special purpose areas.

## Why Sintelon Carpets and Trim-to-Fit Fiber Made Floor Coverings?

Over 100 various colors of fiber floor coverings and over 300 diverse color combinations of carpets, compose Sintelon's gallery of colors and beauty. In combination with different textures and materials Sintelon floor coverings enable creation of one's own style, in any living area. Besides comfort and relaxation, the carpets and fiber floor coverings offer much more. They are excellent sound and heat insulators, easily placed and removed. Their softness offers security for whole family. They are the optimal solutions for the families with small children, but for old-age persons as well, being that the textile floor coverings prevent slide and slipping, and absorb falls.

• Sintelon Trim-to-Fit Fiber Floor Coverings stand for modern collections of up to date design, which support all the interior arrangement styles. Versatility of colors and textures instigates imagination making the space more interesting. Sintelon fiber floor coverings have the capacity of turning the whole room, and entire flat into a big bed, place for excursion and area for play with children. One has only to select his style. Within the wide range assortment are also offered the fiber floor coverings for the high traffic area, UV protected fiber floor coverings for outdoor usage, as well as those meant for fairs and exhibitions.

Thermo backing is a textile backing of fiber floor coverings which spares your money and energy, and turns your home into a pleasant place for living. THERMO has got the natural softness and offers the absolute comfort, absorbs sounds and is a heat insulator.

Universal Rubber Backing (URB) is the rubber backing which enables easy installment of fiber floor coverings on concrete, ceramic tiles, wood and other types of bases. The fiber floor covering fits well the bases, making it unnecessary to be glued along the whole surface, so the removal is very easy as well. They are exceptionally practical and economic. The URB floor coverings are solid colored or with slight color melange effect to fit the business areas. Plain design, mixture of rough and fine fibers make the products exceptionally easy to clean. The color does not rub off, and stains can easily be removed.

### NEW – EMOTION s1!

- 10 years guarantee on mechanical abrasion
- Wide range of modern and fresh colors
- Good heat and sound insulation
- Hardly inflammable materials class

Numerous examinations have proved the effect of colors on one's state of mind and work capability. The wide range of Emotion s1 colors speaks in the spirit of innovation and optimism, enabling unlimited possibilities of

combing and fitting into all the types of interiors. The floor covering in your interior must not make the noise or impede one's everyday activities in any other way. Emotion s1 is a high heat and sound insulator, both from low and high temperatures as well. Its wall to wall installation enhances even more these important characteristics of floor coverings for indoor usage. Emotion s1 reduces noise in three manners: steps become silent, diminishes echo and sound travelling to the lower level story. Great resistance to abrasion and the hardly inflammable material class (Cfl-s1) make the Emotion s1 an ideal solution for the offices, hotel rooms, corridors, and staircases, which are high traffic areas.

Emotion s1 is a floor covering manufactured of top quality raw material, in making of which our team of experts used the most modern tufting technologies and continual dyeing. Its quality is substantiated by the 10 years guarantee period. If you demand better quality in your private and business environment, Emotion s1 is an excellent choice.

### • Sintelon carpets:

Sintelon carpets made of pure New Zealand wool are the genuine worth in every interior area. Due to exceptionally large resistance to mechanical abrasion (10 years guarantee period), they are recommended also for the high traffic areas. In the wide range of modern and classic designs, they are created to last, making the unique sensation of comfort and wealth. Wool is an exceptional natural material. Thanks to the woolen fiber flexibility, carpets made of wool are remarkably beautiful and comfortable, flameproof and easy for clean. Wool is even more a natural regulator of microclimate, namely air humidity in a room. The classic motifs and wool are distinctly visible in the Angora collection. Its sophistication and tradition conquer customers, and the spirit of the East and the miraculous world of Asia is recognized in the pervaded, purple - red Bukhara patterns;

Star is a modern collection of woolen carpets where warm colors, orange, red and beige are specially distinguished in combination with the pale blue and green. In such a manner, the impression of the interior is that of comfort and abundance.

Sintelon carpet collections follow the pace of modern time trends and necessities of the men of today. They are manufactured of up-to-date materials of various appearance and characteristics. They can easily be cleaned, and colors are fast. The collections Mystic and Butterfly highlight the modern and children's designs by the refined color combinations. Their common and simplified approach, along with the harmonious selection of colors are the facts that make the collection of carpets IN very popular. They satisfy the necessities of those consumers who wish to have their space sophisticated, inspiring the sense of warmth.

Fashion has become a social phenomenon, all changes, but what is certain is that attractive interiors and comfort are never out of fashion! In the spirit of that are designed all new Sintelon collections, and refreshed the existing ones.

Select your style!



**Soyaprotein**



SOJAPROTEIN is a shareholders company for soy processing. It is one of the leading factories in the field in South East Europe. It has started with regular production in 1983. The factory has modern technology and equipment supplied by the best-known European and American companies.

In 2002, the factory was privatized and today it is a part of VICTORIA GROUP, which encompasses several companies in the field of agriculture and food-processing industry.



Annual capacity of the factory is about 300.000 t of processed soybeans.

SOJAPROTEIN with its cooperating partners is processing soybeans obtained exclusively from domestic varieties of soy. By processing domestic soybeans, SOJAPROTEIN is producing genetically non-modified soy products. Genetic control is carried out during the seeds selection, soy vegetation, harvesting, storing, processing and dispatch.

SOJAPROTEIN products are intended for food-processing industry (meat processing, confectionary, bakery, pastry, pharmaceutical industry and vegetable oils and facts production), households use and for animal feed (pigs raising, poultry, cattle breeding, fishery). Production program includes full fat and defatted flours and grits, textured and extruded products, functional mixtures, soy oil and lecithin.





Precondition for soy products be suitable for their use is the adequate processing of soy seed. Thanks to the appropriate technological processing, the SOJAPROTEIN products retain their nutritive and biological values, thus containing the required proportion of albumins, vitamins and minerals useful for metabolism in general. In addition to nutritive properties, organoleptic and functional properties stemming from proteins contents and structure are also very important.

Technological process and appropriate equipment ensure high and stable quality of the product. The product is controlled in our own laboratory throughout all production phases, as well as in other neutral laboratories. SOJAPROTEIN has introduced JUS ISO 17025 standard, as well as HACCP System (Hazard Analysis and Critical Control Point). SOJAPROTEIN's Laboratory, accredited for control of agricultural and food products, is one of the best equipped laboratories in the country.



SOJAPROTEIN is exporting about 15% of its products and it ranks among the most important exporters from Serbia and Montenegro. SOJAPROTEIN products are on the markets of more than 20 countries. Major markets are the European Union (30%), Russia (30%) and South East Europe (40%).

Raw soy oil is the main exporting product of SOJAPROTEIN and it makes about 54% of total exports of the company, and the remaining part are protein products, primarily flour and textured proteins.

Among products for animal feed, fish feed is gaining in its importance for export. Soy cake, as a rule, is not exported, since the entire production of it is sold on domestic market.



SHAREHOLDERS COMPANY FOR SOY PROCESSING

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## Europe in Backa Palanka



Tarkett – Backa Palanka is a leading company in the area of design, manufacture and sale of vinyl floors in the Central and South-Eastern Europe. Established in 2002, as a joint-venture of the company Sintelon, Serbia and Montenegro and the German-French company Tarkett Sommer, Tarkett makes the integral part of the Tarkett Group, the world leader in industry of all types of floors – parquet, laminate floors, vinyl floors, linoleum, floors for indoor areas, etc. By combining the potentials of both companies, and implementing experience in the production of floor paneling arising from more than 100 years tradition, Tarkett has still kept the likewise vision – to convert excellent products into even more perfect ones.

The alliance between Tarkett Sommer – and Sintelon – is considered to be one of the most crucial issues in the floor paneling business transactions in Europe.

The company Tarkett has recorded a remarkably good results since its foundation, which can be supported by the fact that during the last year, with the overall export of 63 million Euros, was achieved the fourth place on the list of the largest exporters from Serbia and Montenegro. If earnings according to the number of employees are observed, Tarkett has occupied the top position in Serbia and Montenegro, far ahead of others.

Tarkett – Backa Palanka exports more than 80% of products to the foreign markets, and gains the annual earnings of 83 million Euros, at the profit rate much larger than the one of their West European competitors. Like every successful company, Tarkett is never satisfied with the achieved results. In the earlier period they invested the amount of a few tenths of millions of Euros in building of a factory for manufacture of several-layer parquet in Backa Palanka. The new factory has started with work in the fall of 2005 and has got 200 workers employed. According to their business plans, it is expected that in the year 2007 the Tarkett overall planned earnings for all floor paneling categories will equal to 150 million Euros, by which Tarkett – Backa Pal-





anka will be placed among the most successful parts of the international company Tarkett.

The Tarkett's operations in Serbia greatly affects other parts of economy, primarily the wood-processing industry – on each employee in the factory will be employed three persons more somewhere in Serbia, who will work on cultivation and felling of trees, in sawmills, in the sale and installation of floors.

Tarkett wishes to attain the following standards: professionalism and craftsmanship, devotion to work and loyalty to the company, care for customers, for environment and for the individual as well, multinational experience, global vision and presence at market, long-term vision, spirit of the winners and flexibility.

During the operations, Tarkett pays a great attention to its care for individuals. All the staff in the company is in a position to work on its own improvement of knowledge, by means of free of charge courses of the English and Russian languages, PC courses, as well as through numerous programs and seminars meant for training and education of the personnel.

In addition to this, the employed in Tarkett has the rare opportunity to exchange their business experience with the colleagues from other organizational departments of the company Tarkett, working on all continents – multinational experience and versatile cultures contribute to the creation of the best business issues.



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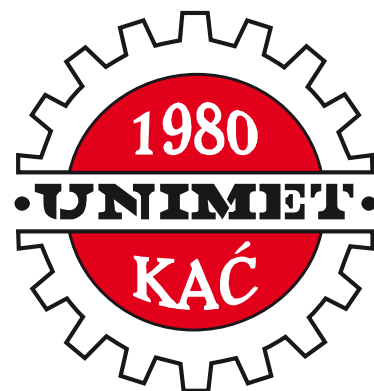
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E-mail: unimet@ptt.yu  
Web: www.unimet.co.yu  
Covered area: 3.200 m<sup>2</sup>  
Owner and Director: Gojko Kunovac



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### **History:**

UNIMET is established in 1980 as Gojko Kunovac's private workshop for machine processing of metals. It had 3 workers, 6 machines of universal type and 100 m<sup>2</sup> of production area. Production program was small and based on local market requirements (bolts, valves...).

In 1984 first CNC machines of high productivity were imported and the production area was extended for 300m<sup>2</sup>. This required more labor and work in two shifts.

Thanks to the achieved results, new orders were received and the workshop was gradually growing into a complex organization.

In this ten years development, from the moment of foundation until today we have used exclusively our own resources to invest into necessary equipment, for operating capital and payment of all obligations. These resources were partly coming from accumulation and partly from foreign partner investments into equipment.

On the basis of internal interrelations, organized network of suppliers and quick reaction to satisfy the market requirements, favorable prices and delivery terms, UNIMET has established a business policy that enabled it to acquire good reputation in its branch of industry.

### **Main Activity, Production Program, Capacities**

Main activity of UNIMET is production of variety of metalworking industry products that could be grouped in the following way:

Measurement instruments (positioned, laser apparatus, etc.), part for pick and place machines (vibrators, and tape magazines, conveyors, manipulators, switchers, special tools, etc.), anchor lifters, part for hydraulic pumps, parts for pastry machines, and other...

About 90% of total production goes through our main business partner BROVEX, Sweden, to final consumers (processing industries: oil, chemicals, pharmaceuticals, confectionery) in European, USA and other markets. The remaining 10% is directly exported to West European mar-

kets (Italy, France, Switzerland, Germany, England), whereas local market is consuming rather small percentage of our products.

About 30 local suppliers from different fields are supplying us with materials necessary for final product production: rubber, plastics, tinplates, castings, tools, electronics production, etc. Large part of them is cooperating with us in certain phases of product finalization, and some of them are supplying production inputs that satisfy demanding requirements of importers.

### **Equipment**

We are using CNC machines with high productivity and top quality technologies with a complex production process. The equipment is obtained as foreign partner Brovex, Sweden investment in kind. Famous companies from Japan, USA, and Western Europe produce these machines. Today we have 25 such machines (TSUGAMI, TAKISAWA, OKK, HARDINGE, FANUC, QUASER...), and we are planning to import some new to satisfy our needs.

Modern computers are used in monitoring and controlling the production process.

Today, we have 130 employees.

UNIMET is a limited liability company, with its own capital and foreign partner BROVEX from Sweden participation.

### **Development Plans and Programs**

Bearing in mind that industrial countries production is transferred to cheaper markets, we can see our chance to rank among the first in the world in this sector. Our contacts with new buyer FLOWSERVE from USA will result in production extension.

UNIMET obtained ISO 9001 on 15th June 2005.



Herzlich willkommen!

Dobro došli!

Üdvözöljük!

Welcome!

Vitajte!

Vítejte!

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# DDOR NOVI SAD

INSURANCE AND REINSURANCE STOCK COMPANY



Joint-stock company for insurance and reinsurance DDOR Novi Sad is a leading insurance company in this area.

We will mention just a few indicators to prove our good business operation that attract our clients. DDOR Novi Sad has been the best insurance company in Serbia and Montenegro for a number of years. It is a reliable partner that places above one third of invoiced premiums in the local market and has higher percentage of settled and paid claims which amounts almost one half of claims paid in the country. Company ranks as the best insurer by the ration between technical and invoiced premium, and also by the absolute amount of this premium. The Company allocates the biggest amount of resources in order to finance measures to prevent and control risks. It has the volume of safety reserves (they make up almost one half of total amount devoted to this category of insurance in Serbia and Montenegro).

Among numerous insurance services provided by DDR Novi Sad (insurance of property, insurance of crops and fruits, livestock, professional liability insurance, transport insurance, motor vehicles insurance) for our export oriented company the most important are the insurance of goods in transport – cargo, and insurance of carrier’s liability.

## Insurance of Goods in Transport – Cargo

Goods in transit are subject to many risks, both to those related to transport itself (traffic accidents, ships sinking, airplanes crashes, etc.) and to those caused by fires, natural catastrophes, burglary, robbery and characteristics of the goods itself.

All goods (items) transported outside and inside the territory of Serbia and Montenegro, regardless the type of transportation (ship, railways, truck, aircraft, post) can be insured with DDOR Novi Sad, and the insurance covers for loss or damage of insured goods in case of:



- Fire or explosion;
- Traffic or navigation accidents of means of transport;
- Flood;
- Perils;
- Avalanche;
- Thunderstruck, storm;
- Theft or non-delivery of the whole cargo;
- Fall of the insured goods from means of transportation during loading or unloading.

The insurance could cover risks such as damage of various goods (items) caused by handling at loading and unloading or due to damage of packaging material, tearing of bags, breaking (with contents spilling and leaking out), defect.

## Carrier’s liability insurance

Transportation of goods is carried out by various means of transport. If you are engaged in this line of business, in spite of being a hard working and good host, you cause damage to the goods received for transportation.

The fact that the goods (items) are covered by insurance does not mean that the carrier and other persons responsible for the damage are not liable to pay for covering of the loss for damaged goods.

Regulations and international conventions stipulate the cases in which the carrier can not be released from his liability. In such cases, DDOR Novi Sad takes over the payment of indemnity for damages caused during the transportation for which you or the persons who acted upon your orders in transporting the goods are liable.

Depending on the type of transportation means and destinations, as well as the regulations pertaining to the activity of the carrier, there are:

- Insurance of road carrier’s liability in domestic transport;
- Insurance of road carrier’s liability in international transport (CMR);
- Insurance of waterway’s carrier in domestic transport, and
- Insurance of waterway’s carrier in foreign transport.

In its search to find the new ways for development, DDOR Novi Sad has been broadening the range of its services so as to meet the needs of clients. In this way, it confirms its development strategy and business philosophy, which proved to be effective in the past period, and shall be a guarantee for future success and preservation of leading position in the country and South East Europe.







[www.ddor.net](http://www.ddor.net)

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