



Template 9: Sectoral and Cluster Information

METAL PROCESSING INDUSTRY

This type of industry consists of those companies that deal with metal manufacturing and processing which includes production of metal and metal products, production of machinery and tools and production of vehicles. The Bjelovar-Bilogora County does not have big metal industry producers any more, only small and medium-sized companies. Such companies emerged from the previously existing ones. They restructured and developed their own production range with the existing technologies and sell with in the country and abroad.

The County has 70 companies registered in this industry branch with a total of 1159 workers.

Most of the products of the county's metal industry are:

-equipment, castgoods and finished products.

The production equipment produced is most for the equipment of the brickfactory, the pasta, fruits and vegetable factory, and the beerbrewery.

The casting factory mostly makes parts for agricultural equipment and transport vehicles, mechanical machine elements, as well as sewage pipes and mechanical tools.

Of the finished products produced in the county, the most significant are special forestry tractors, automobile and tractor-trailers, valves, and metal hardware.

FINANCIAL INDICATORS AND THE FOREIGN TRADE OF METAL INDUSTRY OF BJELOVAR-BILOGORA COUNTY IN YEAR 2009.

Metal industry occupies an important place in any economy because its products are mainly intended to reproductive consumption of other manufacturers. Reproductive products of this industry who fail to produce in the country must be imported, so the development of this industry is very important for each country. The companies in this industry better accept the logic of the market in business. Previous efforts have shown that companies are moving slowly through which to guide the development of the industry: focus on exports, new markets, introduce new technologies, stronger connections with other domestic and foreign producers. Metal industry of Bjelovar-Bilogora county has a significant place in the manufacturing industry as shown by the shares of certain economic categories. In the total number of manufacturing industry, metal industry companies participate with 25.7%; 20.5% refers to the number of employees; in total revenue in manufacturing industry metal industry participates with 20.8%.

As with other activities, the crisis is strongly reflected in the metal industry. The main financial indicators for the metal industry in the nine months of 2009 show significantly lower values compared to the same period in year 2008. Total income was 416.7 million kuna, and is lower by 25.5% from a year earlier, while total expenditures were 405 million kuna, and decreased by 33.8%.

BASIC FINANCIAL RESULTS OF ENTREPRENEURS in metal industry in the period January-September 2009

In thousands of HRK

Code and description of activities	Number of enterprises	Total income	Total expenditures	Salaries and wages (net)	Number of employees based on working hours	Investments in fixed assets
MANUFACTURING INDUSTRY	280	1.999.505	1.955.786	218.038	7.221	106.345
METAL PRODUCTION	5	85.293	94.619	11.079	296	395
MANUFACTURE OF FABRICATED METAL PRODUCTS	51	267.814	243.930	28.431	819	24.893
MANUFACTURE OF ELECTRICAL AND OPTICAL EQUIPMENT	3	36.480	35.906	4.969	140	665
MANUFACTURE OF MACHINERY AND EQUIPMENT	13	27.102	30.617	6.394	228	1.010
TOTAL METAL INDUSTRY	72	416.691	405.072	50.873	1.483	26.933
% METAL INDUSTRY IN MANUFACTURING INDUSTRY IN BJELOVAR-BILOGORA COUNTY	25,7	21	21	23	21	25
TOTAL BJELOVAR-BILOGORA COUNTY	1.356	5.451.173	5.282.650	528.975	16.637	258.410

Source: FINA Interpretation: ZK Bjelovar

Exchange value 1 EUR = 7,4 KN



FOREIGN TRADE IN METAL INDUSTRY

Export of metal industry was in 2009 \$ 26,600,000, and is less for 39.8%, while imports amounted 17 million U.S. dollars and is less for 45.6% compared to 2008.

In thousands of \$

Name of activity	EXPORT			IMPORT		
	01.-12. 2008	01.-12. 2009	IND.	01.-12- 2008	01.-12. 2009	IND.
TOTAL BJELOVAR- BILOGORA COUNTY	182.819	130.631	71,5	206.666	158.897	76,9
MANUFACTURING INDUSTRY	149.312	108.752	72,8	131.175	98.005	74,7
MANUFACTURE OF BASIC METALS	12.154	10.491	86,3	7.862	3.734	47,5
MANUFACTURE OF FABRICATED METAL PRODUCTS	25.041	10.251	40,9	18.003	8.985	49,9
MANUFACTURE OF ELEKTRICAL EQUIPMENT	6.157	4.660	75,7	6.141	4.055	66
MANUFACTURE OF MACHINERY AND EQUIPMENT	828	1.187	143,3	407	308	75,6
TOTAL METAL INDUSTRY	44.180	26.589	60,2	31.413	17.082	54,4

Source: FINA Interpretation: ŽK Bjelovar

Exchange value 1 EUR = 1.46 U.S. dollars

Export of basic metals of 10.5 million U.S. dollars is less for 13.7%. The value of exports of metal products of 10.3 million U.S. dollars is less by 59.1%, while exports of electrical equipment is less for 24, 3%. Exports of machinery and equipment in the amount of \$ 1,200,000 increased by 43.3% compared to 2008.

STRENGTHS	WEAKNESS
<ul style="list-style-type: none"> - High quality and accessible infrastructure - A qualified workforce - Industry and Crafts Tradition (Success stories) - Exports to the EU and developed countries - Revenue growth and employment - Close to the EU market and Eastern countries - Transport Links - The availability of land for construction - Educational Institutions 	<ul style="list-style-type: none"> - Out-dated technology in some companies - Higher utility fees - Higher operating costs compared with most transition countries - Labour intensive activity - Incoherence of the educational system and economy - Low mobility workforce
OPPORTUNITY	THREAT
<ul style="list-style-type: none"> - Expanding into new markets: Eastern Europe and the former Yugoslavia - Technical College Bjelovar - direction Mechatronics - Investments in advanced technology - Collaboration with educational institutions - Clustering - The possibility of expanding existing activities to new areas 	<ul style="list-style-type: none"> - The lack and poor quality of skilled labour (technicians and engineers) - Potential pollutants - Black market and underground economy - The competition of countries with lower labor costs - Difficulties and additional costs in adapting to European standards and legislation - Expensive new technology

Some more significant companies include:

DALIT-CORP JSC

43500 Daruvar, Stjepana Radića 46

Tel: 043/331-250

Fax: 043/331-850

E-mail: contact@dalitcorp.com

www.dalitcorp.com



Web



E-mail



"Dalit-corp" JSC Daruvar is a stock company privately owned, registered in the metal processing industry, linked in the corporation with the subsidiary companies (d.o.o./Ltd.), as production business units, while the corporation is the major owner of the linked companies having all together 450 workers.

Dalit-CT d.o.o., Dalit-MPD d.o.o and Dalit-TRADE d.o.o. Daruvar.

The corporation "DALIT-CORP" d.d. Daruvar consists of the following subsidiary companies: Dalit-PAO d.o.o, Dalit-LJEVAONICA ŽELJEZA d.o.o, Dalit-TPU d.o.o.

LJEVAONICA BJELOVAR L.t.d.

43000 Bjelovar, Slavonska 15

Tel: 043 241-522

Fax: 043/242-777

E-mail: uprava@ljevaonicabj.com

www.ljevaonicabj.com



Web



E-mail



"Ljevaonica Bjelovar" L.t.d. Bjelovar is a limited liability company in private ownership, registered for production of iron casts. The company that has 180 employees produces casts of grey (SL), nodular (NL) and alloy iron. The market recognizes its production range as they have the annual capacity of 10.000 tons of casts which puts them among the major producers.

ESCO L.t.d.

43000 Bjelovar, Bilogorska 47

Tel: 043/226-250

Fax: 043/226-270

E-mail: esco@bj.htnet.hr

www.esco.hr



"Esco" L.t.d. Bjelovar is a private company, registered for production of metal springs and other metal products. It has 80 workers and produces springs of all kinds and dimensions.

High qualification structure and application of modern production technology grant the product quality and foreign markets' conquering.

HITTNER L.t.d.

43000 Bjelovar, Slavonska cesta b.b.

Tel: 043 244-111

Fax: 043/244-229

E-mail info@hittner.hr

www.hittner.hr



"Hittner" L.t.d. Bjelovar is a private company registered for production of machinery and equipment and production of metal products. It is a factory of joint-tractors, cog-wheels, automobile parts and agriculture machinery and has 75 workers. The company is very successful in

production and export of the forest joint tractor ECOTRAC 55V and ECOTRAC 120V as its leading product.



SAB L.t.d.

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"SAB" L.t.d. Daruvar is a private company registered for production of metal products like tool holders of high precision by world standards. The young company "SAB" d.o.o. Daruvar meets the clients' requests by their hard work on the modern CNC new technology machinery and their 30 young professional and high qualified employees with permanent application of modern control system of production and final products. They export 95% of their production into EU and Switzerland.

"SAB" is also an authorized representative for sale and service of construction machinery KRAMER and KUBOTA.



Fire proof doors factory METALIND L.t.d. was founded in 1996.

Today they have 80 employees and they are the leading manufacturers of fire proof doors in the Republic of Croatia. The production is conducted in their own production halls which are 4.800 square meters large, and which also encompass plasticization factory, as well as the factory for production of fire proof glass. The firm is equipped with the complete machinery assembly for production of fire proof doors. The installation of doors is performed by our 7 installation teams which are fully equipped with the appropriate tools. They have 10 light cargo trucks, as well as one heavy cargo truck.

Their branch offices in Zagreb and Split facilitate quick and quality market and accommodation to every need of our customers. METALIND'S production program encompasses fireproof, smoke-proof and security doors, as well as fire proof glass. All products are custom made and fully adapted to the needs of customers. All products have been attested by the certified institution in the Republic of Croatia (LTM Ltd - Lučko). METALIND have in total 56 certified types of fireproof doors and elements. In the last few years METALIND have also been present on the market of Bosnia and Herzegovina, for which they also have certificates issued by the Federal Institute for standards, patent and standardization from Sarajevo. The reference list of over 3000 objects.

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Grants for small and medium enterprises, PHARE 2006

Project:

Mali part of the Croatian light in Europe

Height of the contract:

€ 104,683.34

Intra Lighting L.t.d.

Intra Lighting Company is a manufacturer of lighting equipment with an emphasis on lighting and public offices. Bjelovar-Bilogora County achieved 1.12 percent of Croatia's total exports. The company realized Inter Lighting 18, 4 percent of exports of the county. The aim of this project is to increase exports by 10 percent, which will increase the export potential of the county. It is expected that the project will result in increasing the number of export products, the achievement of congruence with international standards, increasing employment, training employees, improving marketing activities, increase export earnings.

Projekt Croatia PHARE 2006 "From Croatian to EU Brand"



Project:

Since Croatian and EU brand

Height of the contract:

€ 118,552.00

ESCO L.t.d.

The project aims to increase the competitiveness of particular springs to west European markets (Germany, Austria, France and Slovenia) and become the largest manufacturer of double torsion springs. The main activities of the project are the implementation of ERP methodology, designing new technology to wire the tractor, and participation in international fairs.

It is expected that the project will improve product quality and reduce production costs, increase export production capacity, and that quality will be of special springs identified among existing customers and new target markets.