



**KOSOVO TRUST AGENCY**  
Agjencia Kosovare e Mirëbesimit ♦ Kosovska Agencija Poverenja

## F.R.S.K. "Jugoterm" Gjilan



**Name:** F.R.S.K "JUGOTERM" Gjilan  
**Address:** RR. "Mulla Idrizi" Nr.26 Gjilan  
**Municipality:** Gjilan/Gnjilane  
**Region:** Gjilan/Gnjilane  
**Managing Director:** Shefqet Aliu  
**Workforce:** 186  
**Annual Revenues:** 2,722,000 € (turnover 2001)  
**Sector:** Metal Processing

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**Website:** www.jugoterm-kosova.com

**Legal Status:** Socially Owned Enterprise  
**FRY Business Registration:** Fi.780/89  
**UNMIK Provisional Registration:** 80342578

### Historical Background

The company was constructed in 1978 and commenced production in the same year producing steel radiators with one production line. It expanded rapidly and in 1982 opened a second production line, followed by a third in 1987. The factory produced, in addition to radiators, components for air conditioning equipment that were supplied to other companies within the sector in Yugoslavia. The company is located in an industrial zone in the town of Gnjilane and the operation possesses licensed technology from MUHR Germany and FAEL Switzerland. There were several locations within the same company, three of which are within Kosovo that is in Zheger, Budriga and Prekovic. The facility in Budriga produces pipe radiators and other components for radiators. Prior to 1989 the company had 453 employees, successful business activity and had been successfully exporting to Germany, France, Spain, Greece etc. and as well as supplying in significant quantities.

### Jugoterm Radiator Factory Highlights

- Good domestic reputation
- Well-trained and experienced workforce
- Buildings and equipment are in good condition and small investments are needed
- Quality of products is quite good
- Strong possibilities to re-establish relations with former customers and market



## Operations

The main factory production unit is set up as 2 semi automated lines each beginning with a press for forming the radiator panel fed by steel coil. Each line is dedicated to a different panel width with adjustable panel length.

**Line 2:** for widths of 600 mm and 900 mm

**Line 3:** for widths of 300 mm and 500 or 600 mm

The single panels are removed and stacked by hand and then fed into each of the automated welding lines where the centre of panels are spot welded and then the sides and ends are seam welded. Finally the welded panels are removed and are hand finished for the insertion of end caps welding of hangers and assembly for double panel radiators. The assembled radiators are then taken to start of the paint line and put on an overhead conveyor for transport through degreasing section, drying, dipping for the base coat, base coat curing at 200° C, then a final electrostatic spray coat followed a second curing stage. Final products are hand stacked and wrapped on pallets for transport to the warehouse before delivery.

There is a separate workshop for the production of newer products that Jugoterm has developed to supplement its range such as standard water and oil filled electric panel units, solar collection units, water heating units for domestic and industrial use and some water-cooling units. Installed capacity of the machines is 40.000 m<sub>2</sub>/shift. For the moment they can produce with only 80% of this capacity.

## Assets

Machine Type	Country of Origin	Year	Quantity
Press Machine no.2	Germany	1980	1
Production Line for 600mm and 900 mm	Switzerland	1981	1
Press Machine no.3	Slovenia	1993	1
Production Line for 300mm, 500mm, 600mm and for producing water-cooling for transformers	Switzerland	1993	1
Painting line for radiators + Oven	Slovenia	1978	1
Packaging Machine	Switzerland	1978	1

Note: This list only describes main lines of production

## Real Estate

Purpose of Building	Year of Construction	Const mat	Area m <sup>2</sup>
Production Hall 690	1975	Steel construction/bricks/bitumen flat roof	12.463
Administrative Building	1975	Concrete pillar/bricks/bitumen flat roof	2.000
Restaurant and Ambulance	1975	Concrete pillar/bricks/bitumen flat roof	325
Garage and fire-fighting	1975	Concrete pillar/bricks/bitumen flat roof	225
Heating Building	1975	Concrete pillar/bricks/bitumen flat roof	36
Raw Material Warehouse	1975	Concrete pillar/bricks/iron sheets roof	525
Lacquer Warehouse	1975	Concrete pillar/bricks/bitumen flat roof	720
Heating Building and heavy oil	1975	Concrete pillar/bricks/bitumen flat roof	300
Workshop Building	1975	Concrete pillar/bricks/bitumen flat roof	84
New Hall	1975	Concrete pillar/bricks/bitumen flat roof	3.000
Radiators reparation hall	1975	Concrete pillar/bricks/bitumen flat roof	240
Workshop in old hall	1975	Concrete pillar/bricks/bitumen flat roof	360
Compressor station	1975	Concrete pillar/bricks/bitumen flat roof	32
<b>Working Unit in Zheger</b>			
Production hall in Zheger	1980	Steel construction/bricks/bitumen flat roof	2.000
Restaurant with admin offices	1980	Concrete pillar/bricks/bitumen flat roof	150
Heating Building	1980	Concrete pillar/bricks/bitumen flat roof	10
Warehouse for raw material	1980	Concrete pillar/bricks/bitumen flat roof	1.000

## TOTAL BUILDINGS

**18.386m<sup>2</sup>**

Note: The above list of buildings is not detailed, small buildings such as guard rooms, small halls etc. are not included so the total surface amount does not correspond with the real sum of the above figures.



### Products and Services

Steel panel radiators - type 10, 11, 22 and 33  
with height H= 300, 500, 600 and 900 mm  
and length L= 400-3.000 mm  
Pipe radiators type standard and LUX  
Electric radiators with oil  
Solar collectors  
Electrical Stove for central heating 18-24 kw  
Stove with fire wood and fuel  
Water-cooling for transformers



### Current Markets

Even though the enterprise had a wide range of markets before 1989 it is now dependent mainly on the Kosovo market, although it has managed to re-start relations with some of the former customers. Annual increases of domestic and foreign sales have been realised. There is substantial customer demand from Macedonia, Slovenia, Bosnia and Serbia; the enterprise is trying to restart exportation to Germany and Greece.

For further information about the Jugoterm Radiator Factory as well as other privatisation opportunities in Kosovo please contact:

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No information about this Company as presented in this Fact Sheet(s) is warranted.

Those wishing to submit a Tender must rely on their own investigation.

Prospective investors are advised to perform their own due diligence prior to submission of any bid or tender proposal.