



**Prva  
DETULETKA**



**armature**

# **PPT ARMATURE JSC ALEKSANDROVAC**



ORVA  
BEŽETKA



armature

# General Information

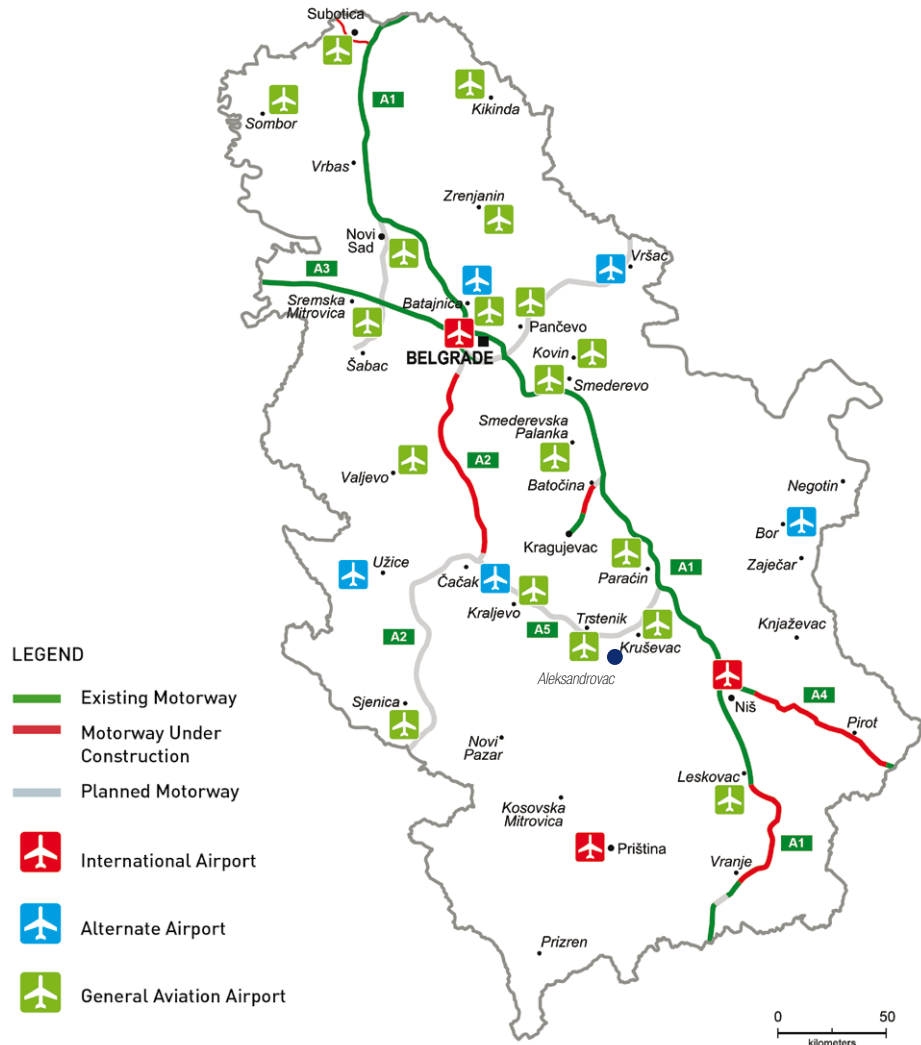
Full legal name	PPT ARMATURE JSC ALEKSANDROVAC
Address	Krusevacka 30, 37230 Aleksandrovac
Identification Number	07624000
Core activity	Manufacture of other parts and accessories for motor vehicles
Foundation Year	1965
Number of Employees	435



## Capital structure (in%)

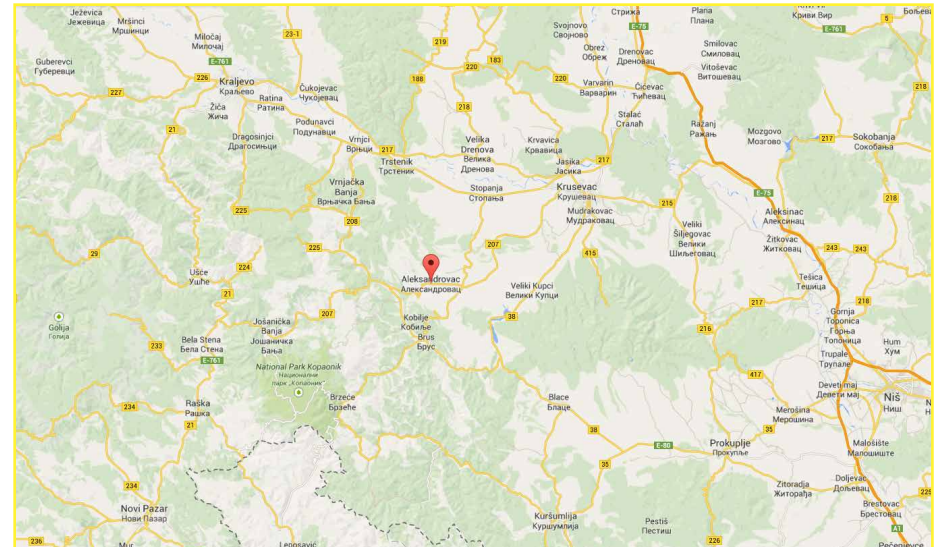
Socially-owned	98.05
Others	1.95

# General Information

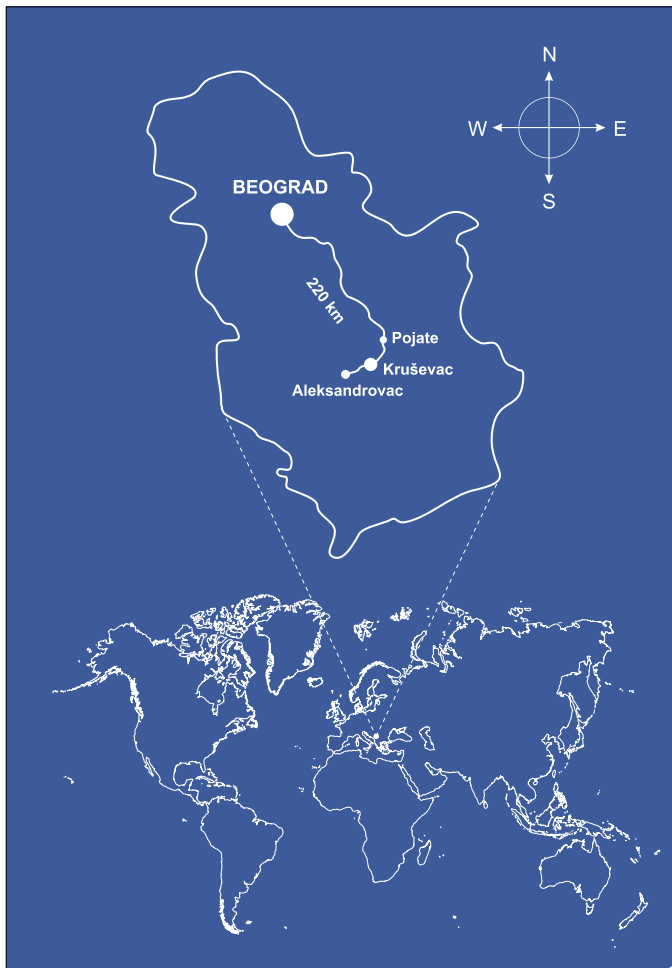


## Distance form the Company to:

Belgrade	230 km
Regional Center	120 km
Main road	50 km
Port	230 km
Railway	30 km



# Location



Pan-European Transport Corridors

Geographical location of PPT ARMATURE JSC ALEKSANDROVAC is of strategic importance in the market area of soughteaste Europe and provides oportunity for intensive bussines cooperation.





# About Company



PPT-ARMATURE A.D. researches, designs constructs, products and sells tube connectors for hydraulic, pneumatics, pneumo-hydraulic and electro-hydraulic equipment and systems, which have appalid to and proved in a number of fields of applications.

Special purpose and special design tube connectors are available upon a Customer's request.

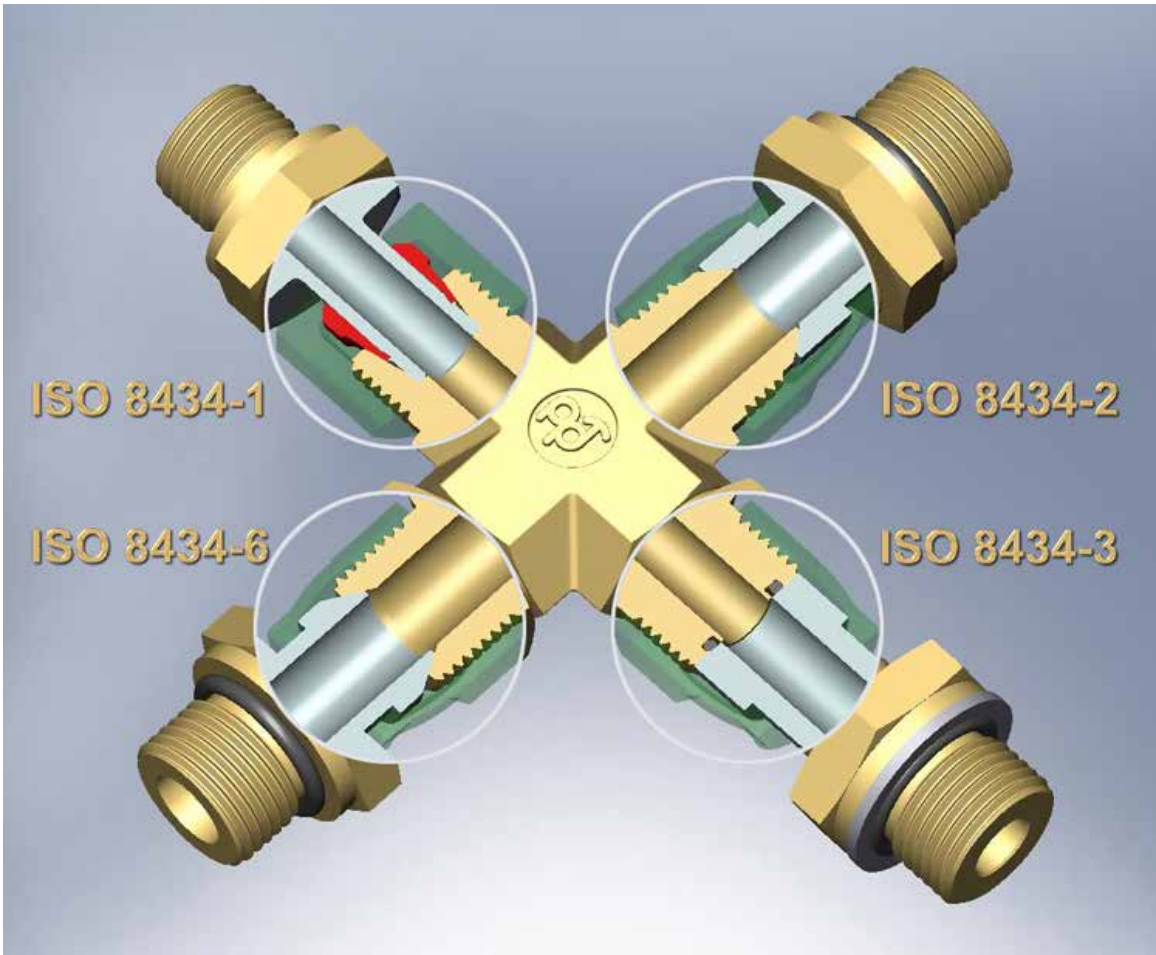
A high quality of tube connectors is acheived thanks to modern machines and in-house forging workshop. In that way all needs of our country market are met, and tube connectors are exported to many countries of Europa, Asia and Africa.

## FIELDS OF APPLICATION

- Road and railway vehicles
- Means of transportation within facilities
- Lifts and conveyors
- Building industry machines
- Agricultural machinery
- Mining equipment
- Marine equipment
- Metal machining equipment
- Processing industry
- Power supply industry
- Special purposes
- General machine building industry

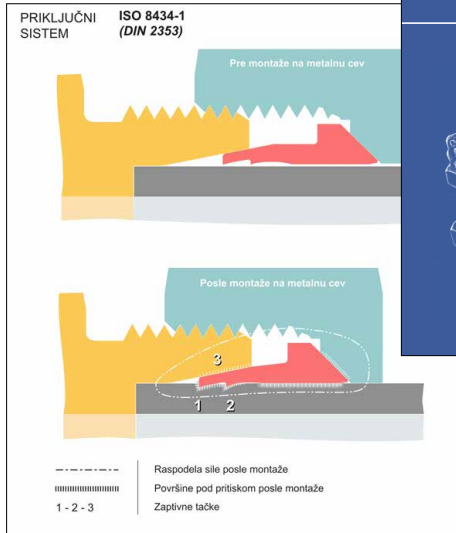
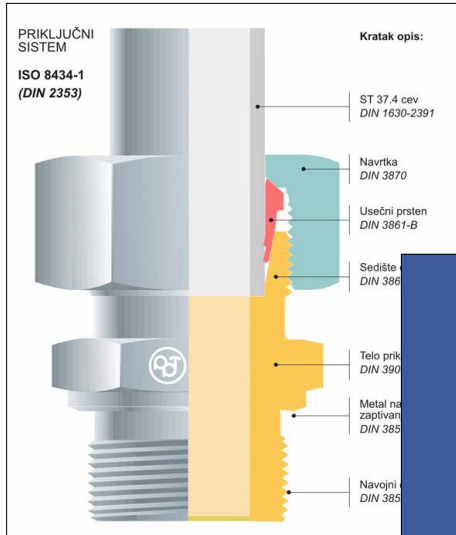


# Product portfolio



## PRODUCTS RANGE

- Non-adjustable tube fittings
- Adjustable tube fittings
- Flanges
- Valves
- Ball shut-off valve
- Weld nipples
- Pressure gauge connectors
- Fittings with circlip
- Industrial pneumatics fittings
- Brake pneumatics fittings
- Test points
- Forged pieces up to 5 kilos
- Gas lines fittings
- Fittings for inch dimensions tubes
- Webeo connectors for railway applications
- JIC 37° and Adaptors
- ORFS



## ISO 8434-1

PPT-ARMATURE tube fittings and components (accessories) are manufactured, on the basis of decades of experience, in three series: very light (VL), light (L) and heavy (T) in accordance with ISO 8434-1 and DIN 2353 standards. In addition to these, also are available-on request, special designs for higher working pressures or special purposes, not included in this Catalogue. In the case of special designs, we are always at your disposal. Absolute reliability of tube fittings can only be guaranteed if PPT-ARMATURE original parts are used and assembly is carried out according to fitting instructions. We reserve the right to modify designs and dimensions bringing about technical improvement.

Series VL (max 100 bar):

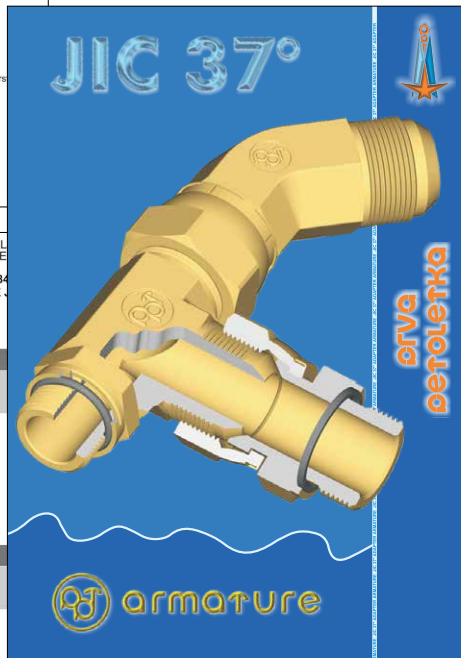
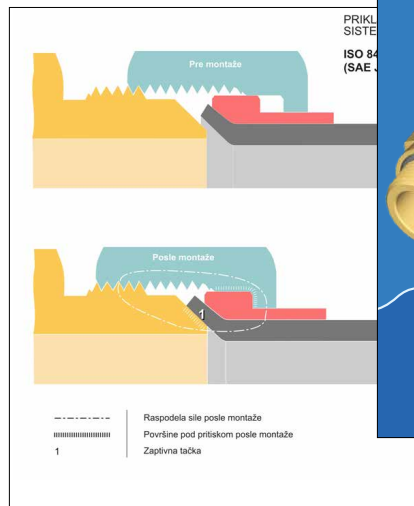
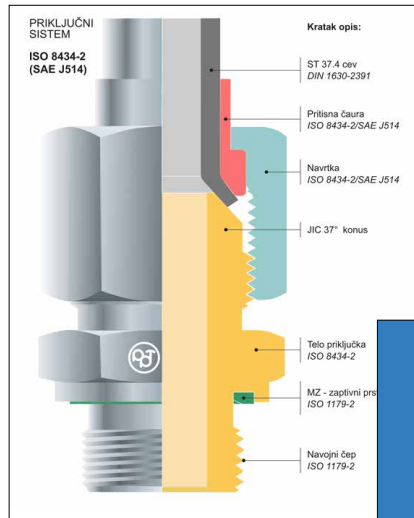
Compressed air pipe-lines, hydraulic systems on machine tools, return lines, road vehicles, propane gas lines, oil heaters, small refrigerating plants, plastic hose and pipe lines, etc.

Series L (max 315 bar):

Applications of series VL, but for larger mechanical tensions, pressure lines of machines, road vehicles, etc.

Series T (max 630 bar):

Heavy machine-building industry, shipbuilding, mining industry, chemical industry, large refrigerating plants, pressure lines, etc.



## ISO 8438-2

With its simplicity, compact design, ease of assembly and with world-wide availability and acceptance, ISO 8438-2 (JIC 37°) is used in virtually every application that uses fluid power for motion control.

Available in steel, stainless steel and brass, JIC 37° is ideally suited for low and medium pressure applications up to 350 bar nominal pressure (PN).

With its wide range of sizes and configurations and its ability to accept metric and imperial tubing just by changing the sleeve, JIC 37° has become accepted world-wide.

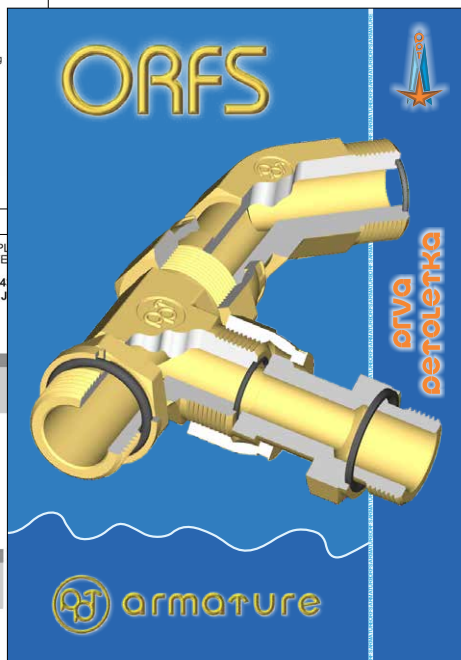
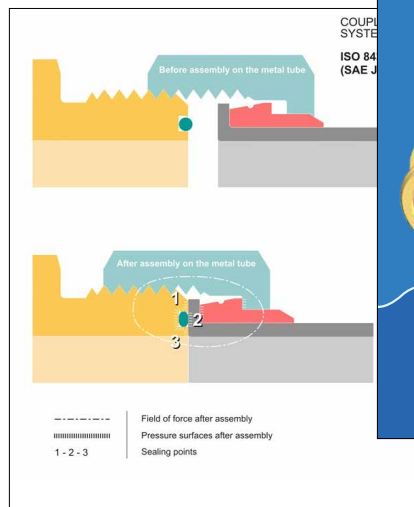
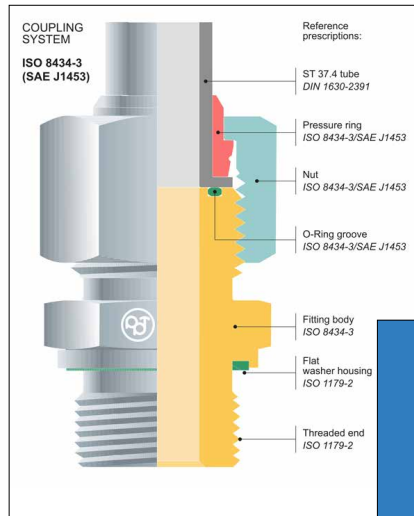
JIC 37° design is very simple. It uses an easily produced flare at the tube end to create a seal and holds fluid under pressure in the system.

The tube end is flared to 37 degrees and clamped between the fitting nose and the sleeve when the nut is tightened. This provides an effective single seal point between the fitting nose and the tube flare.

JIC 37° flared fitting consists of three components:

- Fitting body
- Tube nut
- Sleeve





## ISO 8434-3

The ORFS fittings (ISO 8434-3) are newest program from Armature. Define article has been introduced to eliminate leakage in hydraulic systems and allow higher operating pressures.

ORFS fittings are suitable for a wide range of tube dimensions and wall thicknesses. They are designed for use with metric and inch tubing.

A single ORFS fitting body can accommodate several different tube diameters just by changing the sleeve or braze-on spud.

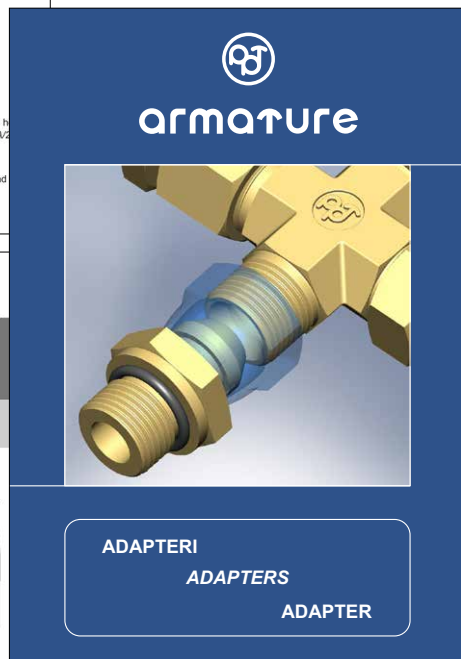
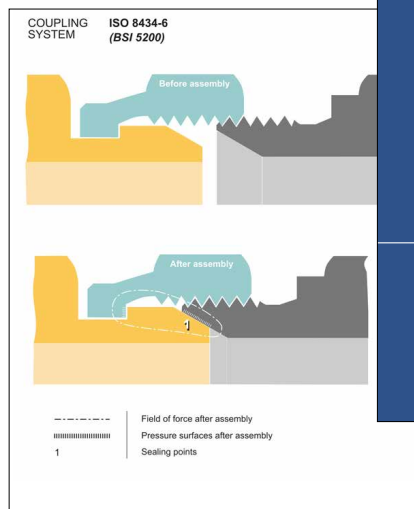
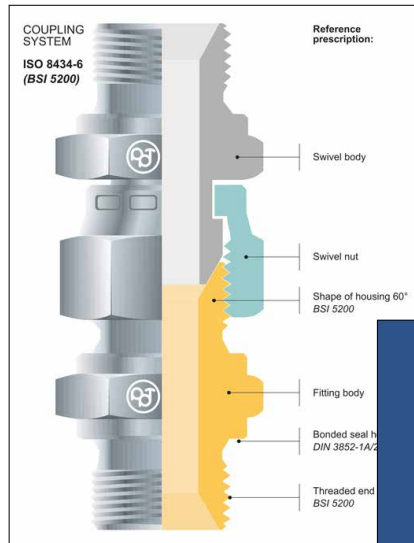
### ORFS Prinzip

ORFS fittings can be assembled either by orbital 90 degree flanging of the tube or by brazing a spud on the tube end.

Preparing the tube end provides the user with the means of easily achieving a leakfree connection. It is ideal for in-house or on site applications.

ORFS is designed to suit metric and inch tubing simply by changing the sleeve. The same ORFS fitting can be used to connect corresponding sizes of both metric and inch O.D. tubing.

This advantage reduces parts inventory and possible mixing of parts.



## ISO 8434-6

A broad range of pipe fittings and adapters (ISO 8434-6) are available from the Armature as shown in the visual index.

These products include: male and female fittings, male to female adapters, parallel to taper thread adapters, port blanking plugs, and various conversion adapters.

The range shown in this catalogue includes BSPP, BSPT, Metric, NPTF thread adapters.

### Advantages

1. Compact size : Pipe adapters gives compact solutions to piping problem in confined areas.
2. Adaptability: Pipe fittings can be used in systems with rigid tubing or flexible hoses.
3. High Temperature Capability: Metal to metal sealing makes pipe fittings especially suitable for high temperature applications.
4. Widespread General Use: Pipe fittings are used in varied applications ranging from low pressure use such as air, water, gas, oil and chemical processing, to hydraulic systems and high technology instrumentation.
5. Availability: Pipe Fittings and adapters are readily available in a large range of sizes, materials and configurations.

# Certificates



## Quality assurance certificate ISO 9001

Company owns quality assurance certificate ISO 9001.

## Ecology

According to applicable regulations, the requirements for environment protection are fulfilled.

# Production



Product / services	Unit	Quantity			Value in EUR		
		2011	2012	2012	2011	2012	2013
Fitting	t	454	371	332	7.309.140	6.427.910	5.009.416





# Land / Buildings



**Land**      **36.855 m2**

**Buildings**      **10.857 m2**



# Production and Capacity



## Capacity utilization

Machine (Production line)	Unit	Installed capacity	Real capacity	% of utilization		
				2011	2012	2013
Steel processing machines	pieces	4000 t	3000 t	80.00	50.00	60.00



# Realization



## Movement in sale volume

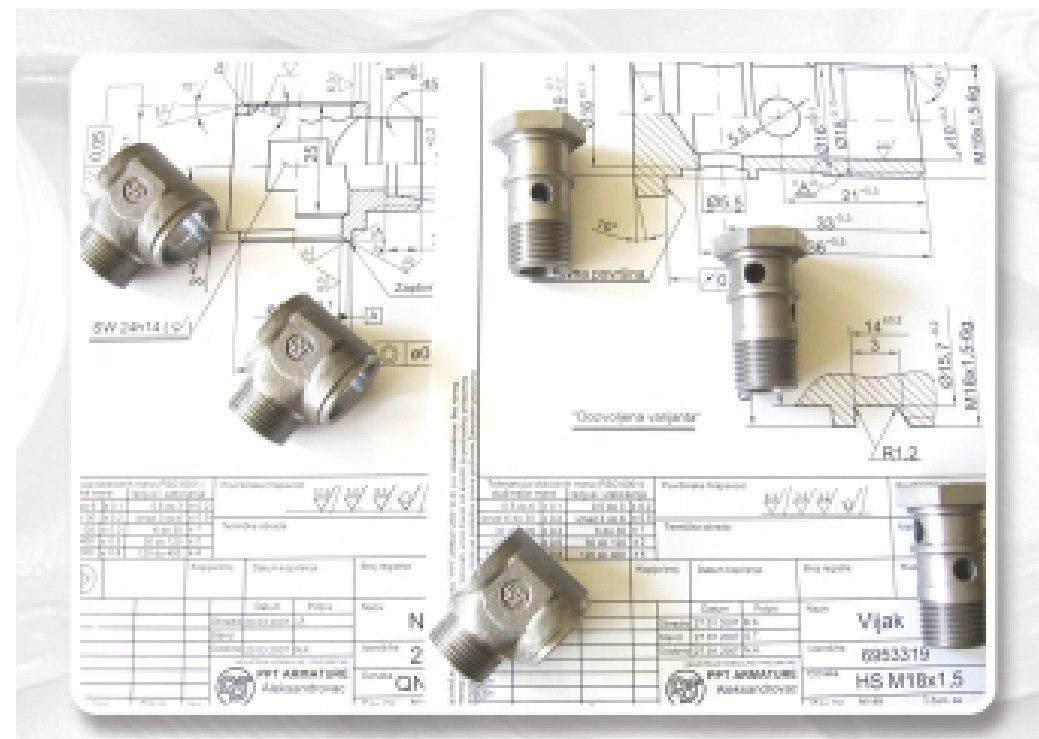
Product/service	Unit	Quantity sold			Value in EUR		
		2011	2012	2013	2011	2012	2013
Fittings	t	454	371	332	7.309.140	6.427.910	5.009.416
<b>TOTAL :</b>					<b>7.309.140</b>	<b>6.427.910</b>	<b>5.009.416</b>

## Sales structure

Sales structure in %	2011	2012	2013
Domestic market	9.00	11.00	10.00
Foreign market	91.00	89.00	90.00
<b>TOTAL :</b>	<b>100.00</b>	<b>100.00</b>	<b>100.00</b>

## Distribution channels

Distribution channels	% of share
Direct sale	100.00
Wholesale	0.00
Retail	0.00
Intermediaries	0.00





# Organization



## EMPLOYEES



### Number of employees

Working	435
Paid leave	0
Unpaid leave	0
Other (sick leave, vacation, etc.)	0
<b>TOTAL NUMBER OF EMPLOYEES</b>	<b>435</b>

### Age structure of employees

Age	-25	25-35	35-40	40-45	45-50	50-55	55+
Number	20	81	57	52	80	93	52

### Average salaries in EUR

(gross and net) in 2011, 2012 and 2013

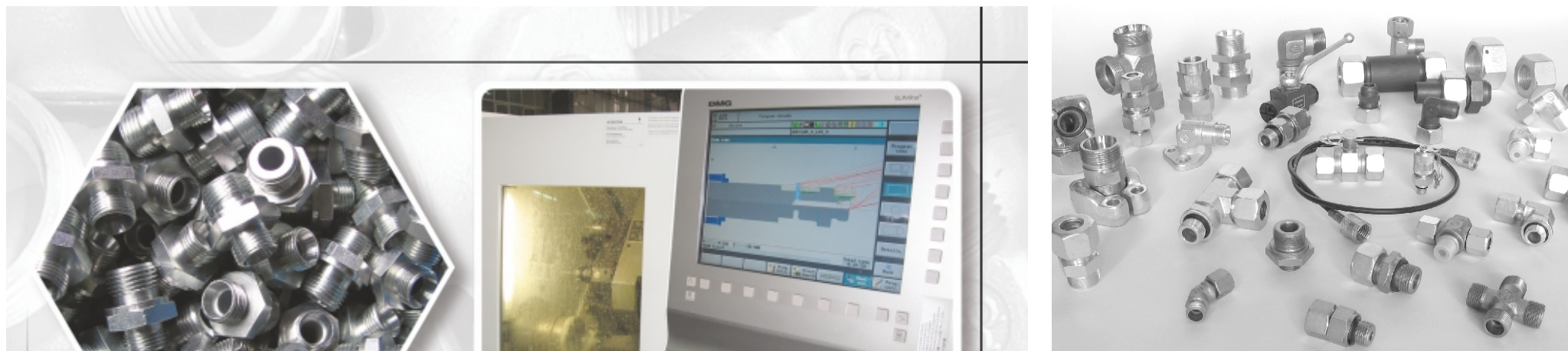
Year	Gross	Net
2011	492	366
2012	475	351
2013	485	359



# Financial Indicators



	Value in EUR		
	31/12/2011	31/12/2012	31/12/2013
CURRENT ASSETS	6.389.000	6.570.000	5.482.000
FIXED ASSETS	2.105.000	2.054.000	4.003.000
EQUITY	1.930.000	1.552.000	1.168.000



A) Information contain in this document is based on the data recieved from the company, and as such has not been verified by the Privatization Agency. Accordingly, the Privatization Agency shall have no liability with respect to the accuracy and validity of the information contained here in.

B) Pursuant to the law, enterprises from the Republic of Serbia were obliged as of 2004 to prepare Financial Statements in accordance with the International Standards of Financial Reports (ISFR).

# SWOT Analysys

**STRENGTHS:**  
Production program and conquered  
European market

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**WEAKNESS:**  
Old and inefficient equipment

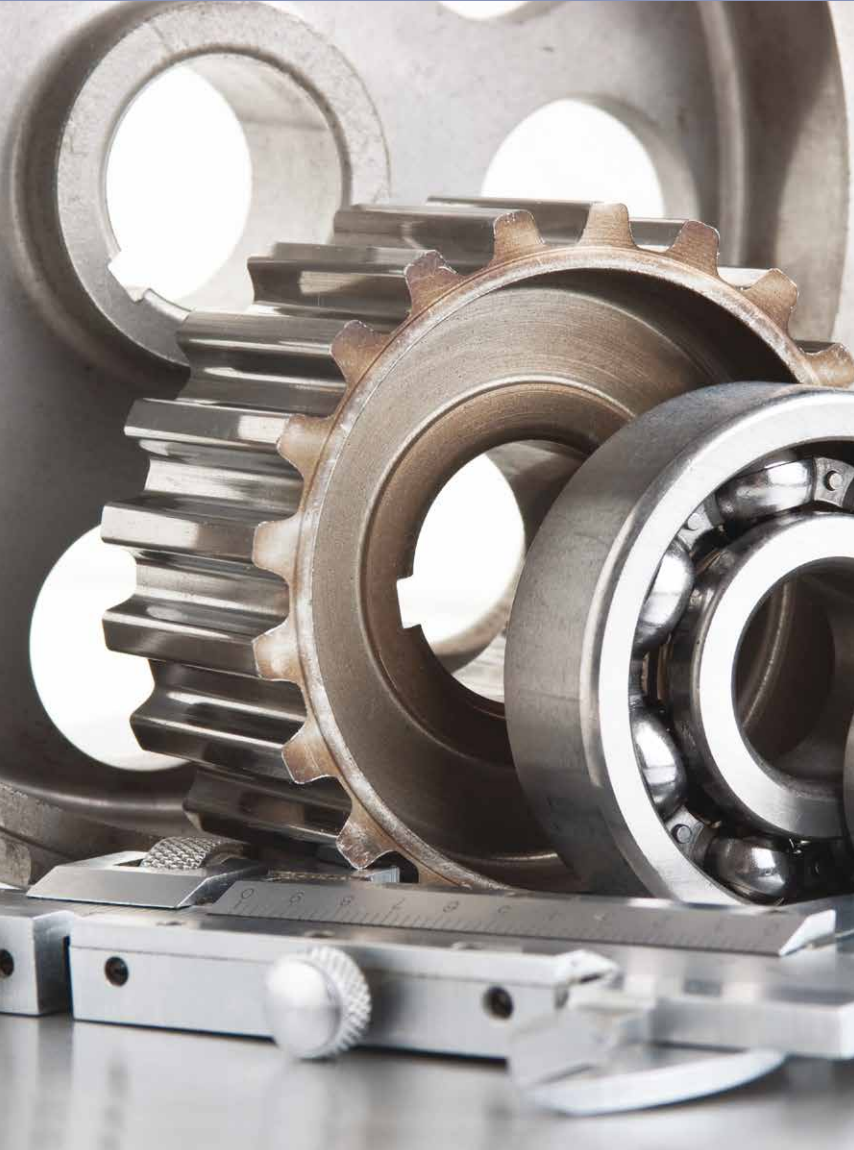
**OPPORTUNITIES:**  
Attracting new customers

O

t

**THREATS:**  
Competition

# Advantages of Investing in Serbia



Favorable geographic position, owing to which any shipment can reach any location in Europe within 24 hours

Highly educated and cheap labor force

Restructured and stable financial system

Simple procedures for a company start-up and registration

Simple procedures for foreign trade transactions and foreign investments

Several free trade agreements have been signed, ensuring supply of goods to nearly 800 million consumers:

- In March 2012 Serbia was granted the candidates status by the EC
- CEFTA
- Agreement with the EFTA members
- Autonomous trade preferences granted by the EU in December 2000, and implementation of the Interim Trade Agreement with the EU started in February 2010
- Agreement with the Russian Federation, Belarus and Kazakhstan
- Agreement with Turkey

# Contact



Republic of Serbia

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## **Ministry of Economy Republic of Serbia**

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[www.privreda.gov.rs](http://www.privreda.gov.rs)

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