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MANEKS GROUP®

Dobro došli u Srbiju!

PARTNERSTVO MVM-A I JUŽNE BAČKE

DRAGOLJUB ZBILJIĆ:

POSTAJEMO NAJVEĆA KOMPANIJA U BRANŠI NA BALKANU.

Širenje poslovnih aktivnosti Južne Bačke doprinelo je većem interesovanju kupaca i investitora, što je i bila namera mendžmenta najuspešnije srpske kompanije u energetskom sektoru. Osetan trend porasta ugovorenih poslova beleži se godinama unazad, a da bi se sve organizaciono ispratilo, bilo je potrebno mnogo energije i ulaganja u kadrovske i tehničke kapacitete.

U novembru je zaključen ugovor sa mađarskom firmom "Prolan", čime je je Energotehnika Južna Bačka postala zvanični proizvođač punjača za električne automobile i plasirajući ga kao srpski proizvod.

"Punjači predstavljaju prirodni razvojni pravac EJB u oblasti obnovljivih izvora i "zelene" energije. U narednih nekoliko meseci upotpunićemo gamu proizvoda, oformiti ekipe za servis i potpisati ugovore sa provajderima čime planiramo da postanemo jedan od lidera na tržištu u oblasti proizvodnje i prodaje punjača za električne automobile.", kaže Petar Radišić, izvršni direktor za komercijalne poslove.

Pregovori sa Prolanom su trajali šest meseci zbog situacije na tržištu, odnosno poskupljenja gotovo svih materijala za izradu punjača. Ipak, uspeli smo na

The expansion of business activities in South Backa contributed to greater interest from buyers and investors, which was the intention of the management of the most successful Serbian company in the energy sector. A significant trend of growth of contracted jobs has been recorded for years, and in order to follow everything organizationally, a lot of energy and investments in human and technical capacities were needed.

The organisational part took a lot of energy and investments into human and technical resources to manage, while large logistical and storage management changes were the natural consequence of such large growth.

In November, a contract was concluded with the Hungarian company "Prolan" thus making Energotehnika Južna Bačka the official manufacturer of electric car chargers, marketing it as a Serbian product.

"Chargers are EJB's natural direction of development in the field of renewable sources and "green" energy. In the next few months, we will complete our product range, form maintenance teams and sign contracts with providers, which will allow us to realise our plan to become one of the market leaders

PETAR RADIŠIĆ

kraju da dogovorimo cenu na nivou konkurentnosti, kaže Radišić. Tako je Maneks grupa na tržište izbacila prvi srpski proizvod namenjen elektromobima kao budućnosti transporta.

Kompanija već godinama razvija posebno odeljenje koje realizuje kapitalne investicije u oblasti obnovljivih izvora i zelene energije „EKO Južna Bačka".

Ovo odeljenje prati sve tehnološke inovacije u oblastima prečistača otpadnih voda, savremenih deponija i postrojenja za preradu otpada, solarne i vetroenergije. Već posedujemo reference, čak i za najkomplikovanije projekte u pomenutim oblastima, a potpisali smo ugovore o razumevanju sa najvećim svetskim tehnološkim kompanijama.

U Srbiji se trenutno prerađuje manje od 10 odsto otpadnih voda, više od 40 postojećih postrojenja su izrađena pre pola veka. Od toga broja, po važećim standardima, funkcioniše samo nekoliko. Rok za izgradnju nove infrastrukture je oko 20 godina, što je prema Radišićevim rečima, jedan od uslova za pristupanje članstvu Evropske unije. Procenjena vrednost tih investicija iznosi preko četiri milijarde evra.

"Južna Bačka je ovoj oblasti pristupila veoma ozbiljno. Posedujemo reference u oblasti industrijskih i gradskih postrojenja, od Kostolca, Bačke To-

in the production and sale of electric car chargers", says Petar Radišić, Executive Director of Commercial Affairs.

Due to the situation on the market, that is to say, the rise in the price of almost all raw materials for charger manufacturing, negotiations with "Prolan" lasted six months. Still, we managed to agree on a competitive price finally, says Mr Radišić. This is how "Maneks grupa" launched the first Serbian product intended for electro-mobs as the future of transportation.

The company has been developing a special unit that realises capital investments in the field of renewable resources and green energy "EKO Južna Bačka" for years.

This unit follows all technological innovations in the fields of wastewater treatment plants, modern landfills and waste processing plants, solar and wind energy. We already have references, even for the most complicated projects in the fields mentioned, and we have signed agreements of understanding with the world's largest technological companies.

Serbia currently processes less than 10 percent of its wastewaters, and more than 40 existing plants have been built over half a century ago. Only a few of those facilities are operational ac-

pole, do novog projekta, odnosno Kanalizacione mreže Novi Sad. Naš visokostručni kadar čine građevinski, mašinski inženjeri i tehnolozi, a zajedno sa stranim partnerima spremni smo i za najveće izazove.", kaže Radišić.

S obzirom da se gradi brza pruga, da li se se Kompanija orijentisala i u tom pravcu?

Svakako! Pratimo trendove i investicije u oblasti železničkog transporta, a radili smo i nekoliko projekata sa ruskom kompanijom "RŽD Internešnl". Trenutno pratimo planove za nove projekte i očekujemo da ćemo uzeti aktivno učešće. Investiramo u osnovna sredstva i infrastrukturu kako bi bili u koraku sa tehnološkim napretkom. Takođe, imamo više ugovora i sporazuma u tom smislu sa vodećim svetskim kompanijama.

S obzirom na sve što je Kovid 19 prouzrokovao, da li ste imali poteškoće u ugovaranju poslova, odnosno uočili trend opadanja investicija?

Energetski sektor je nastavio da radi kao pre pandemije Kovid 19. Bilo je potrebno završiti započete projekte, posebno one od državne važnosti, kao i ispoštovati planove EPS-a. Svakako da smo se susretali sa poteškoćama i promenama na tržištu. Bilo je neophodno ozbiljno prilagođavanje epidemiološkoj situaciji. Putovanja su se odvijala otežano, morali smo da pređemo na format digitalizovanih sastanaka. Problemi sa energentima i globalnom proizvodnjom koja je pretrpela veliki udarac pandemije, mnogo su uticali na koštanje i vreme transporta, odnosno cene materijala, proizvoda i usluga što trenutno čini veliku nepoznanicu i smetnju uspešnom poslovanju. Velike kompanije poput EJB, moraju da predvide više koraka unapred i da se konstantno prilagođavaju promenama na tržištu.

cording to existing standards. The deadline for the construction of new infrastructure is about 20 years, which according to Mr Radišić represents one of the conditions for joining the European Union. The estimated value of these investments is over four billion euros.

"Južna Bačka has taken this field very seriously. We have references for industrial and residential facilities, for Kostolac, Bačka Topola, and the new project, i.e. the Novi Sad Sewerage Network. Our employee team consists of construction and mechanical engineers as well as technologists, and together with our foreign partners, we are ready for the biggest challenges", says Mr Radišić.

Since that, a high-speed railway is being built, has the Company positioned itself in that direction as well?

Certainly! We are following trends and investments in rail transportation, and we have worked on several projects with the Russian company "RŽD International". We are currently following plans for new projects where we expect to actively partake. We are making investments in fixed assets and infrastructure to keep pace with technological advances. Likewise, we have various contracts and agreements with the world's leading companies.

Considering all the negative impact Covid-19 has had, were there any difficulties in concluding contracts, or did you notice a declining investment trend?

The energy sector continued to operate as before the Covid-19 pandemic. It was necessary to complete the projects we already started, especially those important to the State, as well as to conform to plans made by the EPS. We have encountered difficulties and changes in the market. It was necessary to adapt to the epidemiological situation in a serious way. Travelling became difficult, so we switched to digital meetings. Problems with energy sources and global production, which suffered a great deal under the pandemic, have greatly affected the cost and time of transport, and therefore the prices of materials, products and services, which is currently a large obstacle to successfully conducting any business. Large companies such as EJB must anticipate more and constantly adapt to market changes.

Srpski punjač za elektromobile oduševio mnoge na "Electric vehicle days"

Serbian electric car charger delights many at "Electric vehicle days"

Predstavivši punjač za električne automobile, nov proizvodni program u ponudi, Južna Bačka je na protekloj manifestaciji "Electric vehicle days" početkom septembra u Novom Sadu, u najboljem pokazala deo koncepta "zelene energije" kao razvojnog prioriteta kompanije u budućnosti, koja je sudeći po velikom broju značajnih projekata u potrfoliju ENTJUB, uveliko počela.

Elektromobilnost je, kako je rekao dr Boris Dumnić, šef Katedre za energetsku elektroniku i pretvarače na novosadskom Fakultetu tehničkih nauka, oblast koja zaokuplja pažnju ne samo svetske naučne javnosti već i poslovne zajednice. "U vremenu pred nama, smanjivaće se učešće fosilnih goriva, a sve više će razvoj električnih i hibridnih automobila, pratiti usavršavanje infrastrukture za punjenje električnom energijom, izrada softvera, unapređenje bezbednosti i rešavanje niza drugih pratećih pitanja u toj oblasti", rekao je Dumnić.

Prema rečima Dejana Spasića, glavnog inženjera prodaje, punjač električnih automobila koji nudi Energotehnika Južna Bačka je u potpunosti srpski proizvod. "Saradnja ENTJUB i novosadskog predstavništva mađarske firme "Prolan", rezultirala je izuzetno kvalitetnim, takozvanim "sporim" ili "AC" punjačem od 22 kilovata. Sastoji se od robusnog "antivandal" kućišta na kome teško mogu da na-

By presenting a charger for electric cars, a new production program on offer, Južna Bačka, at the past event "Electric vehicle days" in early September in Novi Sad, showed the best part of the concept of "green energy" as a development priority of the company in the future, which, judging by the number of significant projects in the ENTJUB portfolio, has already begun.

According to Dr Boris Dumnić, head of the Department of Power Electronics and Converters at the Faculty of Technical Sciences in Novi Sad, electromobility is an area that captures the attention not only of the world scientific community but also of the business community. "In the times ahead, the share of fossil fuels will decrease, and the development of electric and hybrid cars will increasingly follow the improvement of the infrastructure for charging electricity, software development, safety improvement and solving a number of other supporting issues in that area," Dumnić said.

According to Dejan Spasić, the chief sales engineer, the electric car charger offered by Energotehnika Južna Bačka is a completely Serbian product. "The cooperation between ENTJUB and the Novi Sad representative office of the Hungarian company "Prolan" resulted in an extremely high-quality, so-called "slow" or "AC" charger of 22 kilowatts. It consists of a robust "anti-vandal" housing on which damage

stanu oštećenja, budući da nema pokretnih delova i izloženih tač panela. Pristupa mu se preko električnog kabla, a tu je i čitač za kartice kojim se odobrava punjenje."

Spasić ističe da su na tržištu za sada dostupni modeli od tridesetak do 70 kilovat časa, koji prosečno vozilo pune u intervalu od sat i po do četiri časa.

"Ako zaokružimo zbog lakšeg računanja, cenu kilovat časa na deset dinara; to znači da je za punjenje automobila od 50 kilovata potrebno izdvojiti oko 500 dinara. Sa takvim "tankovanjem" može da pređe između 300 i 430 kilometara", kaže Spasić.

Električnu energiju može da prodaje samo ovlašćeni prodavac, a neophodno je utvrditi mesta priključenja, kako će se meriti utrošak kao i kako će različiti prodavci pristupati punjačima za električna vozila.

Stručnjaci Južne Bačke i Prolana već razvijaju model "brzog" punjača koji bi trebalo da se na tržištu pojavi početkom iduće godine.

is improbable to occur, since there are no moving parts and exposed touch panels. It is accessed via an electric cable, and there is also a card reader that authorizes charging."

Spasić points out that models from thirty to 70 kilowatt hours are currently available on the market, which charge the average vehicle in an interval of an hour and a half to four hours.

"If we round it up for easier calculation, the price per kilowatt hour is ten dinars; this means that for charging a car of 50 kilowatts it is necessary to set aside about 500 dinars. With such "refueling", it can cover between 300 and 430 kilometers", says Spasić.

Electricity can only be sold by an authorized dealer, and it is necessary to determine the connection points, how consumption will be measured and how different sellers will access chargers for electric vehicles.

Experts from Južna Bačka and Prolan are already developing a model of a "fast" charger that should appear on the market at the beginning of next year.

Cena manja od 5.000 evra

"Naš uređaj može da puni istovremeno dva vozila po 22 kilovata. Kompletno je opremljen svim zaštitama, prenaponskom i prekostrujnom. Nisu mu potrebna nikakva dodatna podešavanja. U sebi poseduje kontroler, koji kao i svaka "smart" spravica beleži koliko se vozilo punilo i u kom vremenskom intervalu", kaže Spasić. To je, kako ističe, potrebno kao osnova za izračunavanje naplate, ali i sadržajan ispis podataka koji korisniku može poslužiti za planiranje i kontrolu troškova.

Price less than 5,000 euros

"Our device can charge two vehicles of 22 kilowatts at the same time. It is fully equipped with all protections, overvoltage and overcurrent. It does not need any additional settings. It has a controller in it, which, like any "smart" device, records how much the vehicle was charged and in what time interval ", says Spasić. As he points out, this is necessary as a basis for calculating the billing, but also as a meaningful printout of data that can be used by the user to plan and control costs.