

LETNO POROČILO ANNUAL REPORT 2002



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POMEMBNI DOGODKI V LETU 2002

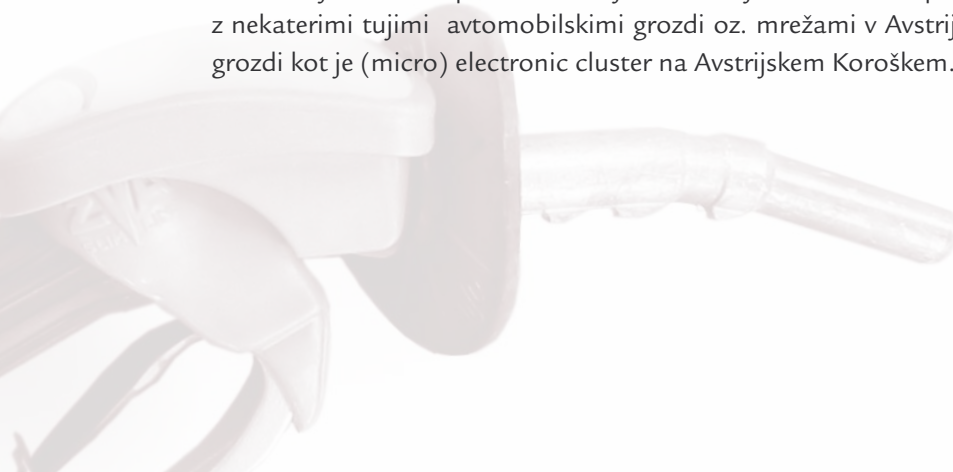
Po podpisu ustanovitvene pogodbe in izpolnitvi vseh formalnih in tehničnih pogojev ter minimalne kadrovske zasedbe za novo ustanovljeno gospodarsko interesno združenje, je bilo potrebno najprej pristopiti k izvajanju infrastrukturnih projektov. Šlo je za področja informatike ter organizacije, usposabljanja in izobraževanja za specifične potrebe avtomobilske dobaviteljske industrije, pripraviti je bilo potrebno osnovna gradiva za promocijo grozda ACS, zlasti za nastope v tujini. Pričela se je tudi identifikacija skupnih raziskovalnih in razvojni projektov za nove proizvode in deficitarne oz. napredne tehnologije.

Popisana je bila tudi vsa pomembna oprema za potrebe razvoja in kontrole kakovosti pri članih ter na tak način vzpodbujeno izvajanje medsebojnih storitev na področju razvoja in zagotavljanja kakovosti. Določena sinergija je bila ustvarjena tudi na področju usklajevanja nabav tovrstne, drage opreme in nekaterih materialov. S skupnim projektom kakovost in poslovna odličnost je bila poleg intenzivne izmenjave medsebojnih izkušenj, predvsem posvečena dvigu kakovosti dobaviteljem naših članov z ustreznim priročnikom oz. navodili. Sicer pa je v skupnih aktivnostih na področju kakovosti in poslovne odličnosti, kot tudi v izobraževanju na tem področju, največ aktivnosti bilo usmerjeno uvajanje globalnega certifikata ISO TS 16 949 (vodilni izvozniki so ga že osvojili). Velika pozornost je bila posvečena tudi človeškemu virom, zato je grozd ACS organiziral prvo strokovno konferenco o standardu »Vlagatelji v ljudi« v novembru v Radovljici.

Sicer pa je Slovenski avtomobilski grozd izpolnjeval vedno bolj osnovne interese članov, ki so usmerjeni v rast obsega prodaje avtomobilskih komponent in rast dodane vrednosti.

Prvi izdelki, med nosilci in partnerji v grozdu so bili razviti v letu 2002 in so že v fazi testiranja, drugi so bili začeti in se bo njihov razvoj nadaljeval v letu 2003. Doslej je v program za leto 2003 prijavljenih 17 novih projektov na katere nosilci vabijo industrijske in razvojno raziskovalne partnerje za sodelovanje med člani grozda. Pričakujejo pa, da se jim bodo pridružili tudi novi partnerji, ki so sedaj še zunaj grozda. Vsaj na dveh od omenjenih projektov pričakujejo sodelovanje tudi s partnerji v tujini. Razumljivo, da pričakujejo pri tem tudi določeno sofinanciranje iz razvojnih spodbud EU in iz drugih virov.

Na področju skupnega trženja grozda ACS predvsem spodbuja srečanja s kupci in tudi konkurenco na poslovnih konferencah (tudi tistih, ki jih organizira GZS). Zelo odmeven je bil skupni nastop na Forumu dobaviteljev avtomobilske industrije, ki je bil v septembru 2002 v St. Galenu. Razgovore smo opravili s preko 30 zainteresiranimi kupci in potencialnimi tržnimi in razvojnimi partnerji. Kar nekaj novih povpraševanj po izdelkih njihovih članov še prihaja po teh srečanjih. Na podporo pri promocijskih aktivnostih pri proizvajalcih vozil smo v ACS naleteli tudi pri ekonomskih svetnikih naših veleposlaništev, zlasti še v Skandinaviji in Nemčiji. V ACS pa utirajo tudi nekaj novih poti, ki jih sicer izvozno zelo intenzivni člani ACS še niso osvojili. Tako za potrebe razvoja kot iskanja novih tržnih priložnosti za člane, ACS vzdržuje stike tudi z nekaterimi tujimi avtomobilskimi grozdi oz. mrežami v Avstriji in Nemčiji, pa tudi komplementarnimi grozdi kot je (micro) electronic cluster na Avstrijskem Koroškem.



IMPORTANT EVENTS IN 2002

Having signed the founding act, fulfilled all formal and technical terms, and assured a minimum working team for the newly established Business Interest Association, the first step was to launch projects for infrastructure. The projects covered information technology organisation, training and education for specific needs of suppliers in automotive industry. Some basic materials for the promotion of Automotive Cluster of Slovenia (ACS) had to be prepared, especially for presentations abroad. We started with the identification of mutual research and development projects on new products and deficient or advanced technologies.

We registered all the equipment that was necessary for the development and quality control at association members and thus stimulated the implementation of interacting services in the area of development and quality assurance. We created a certain synergy between the members as for the co-ordination of purchases of the expensive automotive equipment and some materials. Beside an intensive exchange of experience, our mutual project “Quality and Business Excellence” aimed at a rise in supplier quality with our members providing a corresponding manual or instructions. Otherwise most mutual activities in the area of quality and business excellence were devoted to the acquirement of global ISO TS 16 949 certificate (our leading exporters have already won it). We paid a great deal of attention to human resources as well, so in November ACS cluster organised the first professional conference on “Investors in people” in Radovljica.

On the other hand, Automotive Cluster of Slovenia furthered the fulfilment of basic interests of association members, which are oriented towards a growth in sales of car components and towards a growth in added value.

The first products, which project leaders and partners developed in 2002, are already in the test phase, while development works on those that have been started is to continue in 2003. The work programme for 2003 contains 17 registered projects so far, through which their owners stimulate the co-operation of industrial, research and development partners with the cluster members and therefore expect an affiliation of new partners to the cluster. At least two of those projects are to be carried out in co-operation with foreign partners. A certain level of co-investment from the EU Development Incentives and other sources are anticipated.

In the field of common marketing ACS cluster steers towards meetings with customers and competition at business conferences (including those organised by Chamber of Commerce of Slovenia). ACS cluster made a very prominent mutual appearance at the Forum of Suppliers in Automotive Industry in September 2002 in St. Galen. We talked to over 30 interested buyers and potential marketing and development partners. As a positive reaction to such meetings, we are still receiving demand for products of ACS members. We also got support for ACS promotion activities at automobile manufacturers from economic councillors at our embassies, especially in Scandinavia and Germany. In addition, ACS is paving some ways that have not yet been discovered by otherwise strongly export-oriented ACS members. Namely, we are getting in touch with some foreign automotive clusters or networks in Austria and Germany and also with some complementary clusters like (micro) electronic cluster in Kaernten.

V letu 2002 je bilo za potrebe razvoja samega sistema grozda ACS in izvedbo infrastrukturnih projektov ter nekaterih razvojno raziskovalnih projektov, izdelkov in tehnologij je skupno vloženih okrog 225 mio Sit, tako v finančnih sredstvih, kot v ovrednotenem obsežnem strokovnem delu zaposlenih pri članih. Pridobljene razvojne spodbude so znašale približno 89 - mio Sit.

Poleg prizadevanj za priprave in izvajanje razvojnih projektov za nove proizvode in napredne tehnologije potekajo v ACS številni stiki in prizadevanja za izrabo poslovnih priložnosti:

- 1/ Skandinavski avtomobilski industriji (SAAB, VOLVO, SCANIA) seli večji obseg dobaviteljske industrije in oskrbe od domačih dobaviteljev na območja z nižjimi stroški.
- 2/ Na Kitajskem, zlasti na vzhodnem delu, bo v naslednjih petih letih imela avtomobilski industrija največjo rast. Priložnosti vidimo zlasti na območju trikotnika Hong Kong, Macao, Guangzhou.
- 3/ Ministrstvo za avtomobilsko industrijo Ruske federacije želi pospešiti nabavo avtomobilskih komponent iz območja JV Evrope in Slovenije. V ta namen so navezani stiki ACS z Ministrstvom za industrijo, znanost in tehnologijo Ruske federacije.
- 4/ Vzpostavljeni stiki z ZAB ZukunftsAgentur Brandenburg so pripeljali do predlogov v skupnem sodelovanju pri razvoju terenskega vozila z različnimi platformami za namene kmetijstva, turizma in drugo uporabo. Vzpostavljen je bil stik z mrežo avtomobilski industrije nemške zvezne dežele Saške. Vzpostavljeno je sodelovanje z (micro) elektronskim clustrom v Beljaku. Tečejo priprave za sodelovanje med zainteresiranimi člani obeh grozdov v okviru programa STRAPAMO – tehnološki most med Avstrijo in državami Srednje in Vzhodne Evrope.
- 5/ Posebej pomembno razvojno priložnost za programsko in količinsko rast avtomobilski dobaviteljske industrije v ACS oz v Sloveniji vidimo v načrtovani veliki naložbi v Renault-Revozu d.d. za novi Clio. Nabor projektov novih proizvodov je za razvojne sistemske dobavitelje znotraj ACS in zunaj njega v Sloveniji trenutno najaktualnejša razvojna in poslovna priložnost.

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Ustanovitelji GIZ ACS so se začetku poslovanja srečali s težavo kako zagotoviti sredstva za poslovanje in razvojne projekte ter zagotoviti likvidnost združenja. Sami so zagotovili sredstva za zagon in za kritje stroškov pisarne grozda ter za pripravljala dela za infrastrukturne projekte. Z uspešnim kandidiranjem in pridobivanjem razvojnih spodbud od Ministrstva za gospodarstvo ter s pridobivanjem novih članov, ki so plačali pristopnine in prispevke za poslovanje so bili zagotovljeni osnovni viri financiranja GIZ ACS.

Razvojne spodbude Ministrstva za gospodarstvo so bile pridobljene, ker je:

- država podprla ACS kot prioritetni pilotni projekt razvoja grozdov v Sloveniji – kot del strategije pospeševanja konkurenčnosti slovenskega gospodarstva;
- strategija razvoja industrije vozil oz. dobaviteljev industrije vozil rezultat intenzivnega dialoga z državo.

GIZ ACS je Ministrstvo za gospodarstvo podprlo v višini 40% upravičenih stroškov.

V drugi polovici leta 2002 je poslovna politika Slovenskega avtomobilskega grozda bila usmerjena v identificiranje in oblikovanje skupnih RR projektov, novih proizvodov in tehnologij (virtualnih podjetij) in v mednarodne povezave s podjetji ter institucijami s področja avtomobilski industrije.

In 2002, the investment into the development of the ACS system and the implementation of infrastructure projects and some research and development projects, products and technologies totalled about SIT 225 million EUR represented partly by funds and partly by expert work carried out by the employees of the association members. The Development Incentives received amounted to about SIT 89 million EUR.

Apart from endeavour to prepare and conduct development projects for new products and advanced technologies, numerous contacts and attempts are undertaken to seize business opportunities:

1. Scandinavian automotive industry (SAAB, VOLVO, SCANIA) is making a switch from local suppliers and sourcing to foreign sources of a lower cost.
2. In China, especially in its eastern part, the greatest growth in automotive industry is expected in the following five years. Our best opportunity would be the Hong Kong – Macao – Guangzhou triangle.
3. The tendency of Russian automotive industry is to strengthen the purchase of car components in South-eastern Europe and Slovenia. For this purpose ACS communicated with the Ministry of Industry, Science and Technology of the Russian Federation.
4. Contacts with ZukunftsAgentur Brandenburg (ZAB) have led to propositions on the co-operation in the development of an off-road vehicle with various platforms providing the use of the vehicle in agriculture, tourism and other. We are in contact with the automotive industry network in the German federal country of Saxony and with the (micro) electronic cluster in Villach. We are also in the process of founding a co-operation between different cluster members within STRAPAMO programme – a technological bridge connecting Austria, Middle European and East European countries.
5. A development opportunity of special importance is a planned big investment into the Renault's company Revoz for the production of Clio. This would contribute to a growth in platform and volume of suppliers in automotive industry of ACS. At the moment, the selection of projects for new products represents the greatest development and business opportunity for development system suppliers in Slovenia.

At the beginning of operations the founders of Business Interest Association, ACS, encountered a problem of assuring means for running a business and carrying out development projects, as well as the problem of assuring liquidity of the association. The founders themselves assured the means to start the operations and cover the expenses of the cluster's Office, as well as the means for the preparations of infrastructure projects. Through a successful application for Development Incentives from the Ministry of Economic Affairs and through a fruitful search of new members that paid dues and contribution for the operations, Business Interest Association, ACS, furnished its operations with basic funding sources.

The Development Incentives from the Ministry of Economic Affairs were obtained on the grounds of:

- the state having supported ACS as a priority pilot project on the development of clusters in Slovenia, which is a part of the strategic sharpening of competition in Slovenian economy;
- development strategy in automotive industry or for its suppliers resulting from an intensive dialogue with the state.

The support of the Ministry of Economic Affairs to Business Interest Association, ACS, amounted to the value of 40 % of justified costs.

In the second half of 2002, ACS business policy concentrated on the identification and creation of mutual research and development projects, new products and technologies (virtual businesses), and cross-border relations with automotive companies and institutions.

NAGOVOR LASTNIKOV

Skupščina je na svojem 4. zasedanju, 10. decembra 2002 obravnavala in sprejela poročilo o projektu Razvoj Slovenskega avtomobilskega grozda za leto 2002 in poročilo o izpolnitvi programa dela GIZ ACS za leto 2002.

V razpravi je bilo poudarjeno, da so za nadaljnji razvoj grozda ključni RR projekti in skupno trženje in promocija. Pisarna bo omogočila zagon RR projektov s finančnega vidika s sredstvi za razvoj in organizacijo ACS. Pomagala pa bo članom, nosilcem projektov tudi pri pridobivanju sredstev iz razpisa za tehnološke projekte Ministrstva za Gospodarstvo. Potrebno bi bilo oblikovati borzo pobud in problemov, ki bi se izvajala na informacijskem sistemu GIZ ACS.

Povzetek sklepa: Sklep (10): Skupščina je soglasno (50 glasov) potrdila tretje delno poročilo o razvoju slovenskega avtomobilskega grozda.

S sprejetim sklepom (3. poročilo je zadnje delno poročilo za leto 2002) je Skupščina potrdila stališče lastnikov do izvedbe projekta Razvoja slovenskega avtomobilskega grozda za leto 2002. Iz razprave pa so razvidni poudarki v programu dela za leto 2003.

POSLOVNO POROČILO

SLOVENSKI AVTOMOBILSKI GROZD DANES

6

Gospodarsko interesno združenje ACS, Slovenski avtomobilski grozd smo ustanovili z namenom, da se med seboj povežemo v grozd za krepitev konkurenčne sposobnosti vseh članic in s tem pripomoremo k povečanju dodane vrednosti ter krepitev konkurenčne sposobnosti celotnega slovenskega gospodarstva. Namen Gospodarsko interesnega združenja ACS, Slovenski avtomobilski grozd je, da podpira člane pri vključevanju v svetovno industrijo vozil z izdelki višje dodane vrednosti, in, da zlasti pospešuje razvoj dejavnosti članov. Namen je tudi podpora pri učinkovitosti članov z ustreznimi raziskavami in povezovanjem s strokovnimi, podpornimi in znanstvenimi institucijami doma in v tujini.

Z ustanovitvijo dne, 22.11.2001 je postalo Gospodarsko interesno združenje ACS, Slovenski avtomobilski grozd osrednja komunikacijska točka avtomobilskega grozda podprta z infrastrukturo.

Pravno formalno smo začeli delovati 14. marca 2002. Pričel se je proces oblikovanja notranje organizacije Slovenskega avtomobilskega grozda ter uresničevanje zastavljenih ciljev pilotnega projekta iz leta 2001.

Pri nadaljnjem razvoju Slovenskega avtomobilskega grozda zasledujemo zlasti naslednje cilje in usmeritve:

- vzpostavljanje, razvijanje in vzdrževanje splošni infrastrukturnih pogojev delovanja,
- spodbujanje in pomoč pri povezovanju in sodelovanju med člani na vseh področjih,
- razvijanje in izvajanje strategije ACS,

REPORT OF THE OWNERS

At its 4th meeting as of December 10, 2002, the General Assembly discussed and approved a report on the project called »Development of Automotive Cluster of Slovenia in 2002« and a report on the execution of the work programme of Business Interest Association, ACS, for 2002.

During the discussion stress was laid on the importance of research and development projects and common marketing for further development of the cluster. The Office is to assure the launch of research and development projects from the financial point of view, namely through means for the development and organisation of ACS. Likewise, the Office is obliged to help project owners with the acquisition of means from the invitation for tenders for engineering projects granted by the Ministry of Economic Affairs. It would be necessary to establish an exchange of initiatives and problems within the information system of Business Interest Association, ACS.

Summary of resolution: Resolution (10): The General Assembly unanimously approved (50 votes) the third partial report on the development of Automotive Cluster of Slovenia.

With the adopted resolution (the third report is the last partial report for 2002) the General Assembly approved the owners' standpoint on the implementation of the project called »Development of Automotive Cluster of Slovenia in 2002«. The discussion shows the points of emphasis in the work programme for 2003.

BUSINESS REPORT

AUTOMOTIVE CLUSTER OF SLOVENIA TODAY

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Business Interest Association, Automotive Cluster of Slovenia, was established to reinforce the competitiveness of all its members and thus contribute to an increased added value and competitiveness of the entire Slovenian economy.

The aim of Business Interest Association, ACS, is to provide its members with support when integrating in the global motor industry through their products of a higher added value, facilitate the development of the activity of members, and to improve the efficiency of members through researches, connections with professional and scientific local and foreign institutions.

As of its establishment of November 22, 2001, Business Interest Association, ACS, became the central communication point with infrastructure support for the automotive cluster of automotive suppliers.

Legally we started our operations on March 14, 2002. After that we initiated a process of internal organisation of ACS and a process of pursuing set goals in the pilot project of 2001.

Further development of ACS is marked with the following goals and policies:

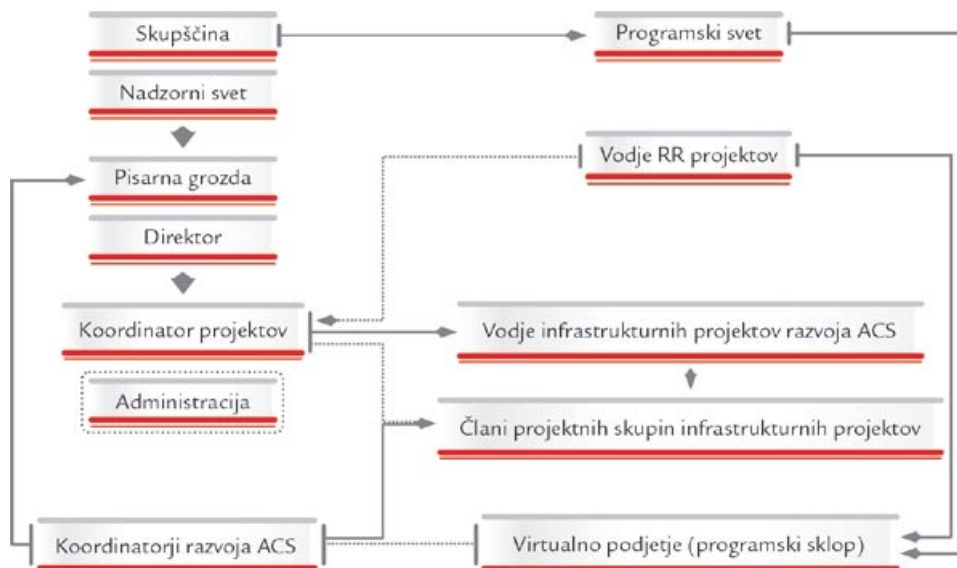
- Set, develop and maintain general infrastructure conditions for operations,
- Encourage co-operative alliances and help members make contact in all areas,
- Develop and implement strategy of ACS,
- Assure access to common information, fundamental and specific knowledge and communicating them to members,

- zagotavljanje dostopa do skupnih informacij, temeljnih in specialnih znanj ter posredovanje le teh članom,
- zastopanje interesov in promocija ACS doma in v tujini,
- spremljanje in uveljavljanje dogovorjenih norm in pravil igre delovanja ACS,
- spremljanje sistemskih, pravnih in ekonomskih vprašanj ter predlaganje ustreznih ukrepov
- skupno delovanje članov za izboljšanje njihovih izdelkov,
- skupno delovanje članov za izboljšanje poslovanja na področjih razvoja, izdelovanja, kakovosti in organizacije.

ORGANIZIRANOST

Slika 1 prikazuje organizacijsko strukturo z označenimi relacijami med organi upravljanja in nosilci organizacije delovanja Gospodarskega interesnega združenja ACS, Slovenski avtomobilski grozd.

Slika1



Ustanovni člani:

1. Cimos, d.d., Marežanskega upora 2, 6000 Koper
2. Rotomatika, d.o.o., Spodnja Kanomlja 23, 5281 Spodnja Idrija
3. Iskra Mehanizmi, d.d., Lipnica 8, 4245 Kropa
4. EMO - Orodjarna, d.o.o., Bežigrajska cesta 10, 3000 Celje
5. PS Cimos TAM Ai, d.o.o., Ptujška cesta 184, 2000 Maribor
6. Iskra Avtoelektrika, d.d., Polje 15, 5290 Šempeter pri Gorici
7. Agis Plus, d.o.o., Rajšpova 16, 2250 Ptuj
8. AET Tolmin, d.o.o., Podljubinj 89/a, 5220 Tolmin
9. Iskra ISD, d.d., Savska Loka 4, 4000 Kranj
10. Univerza v Ljubljani, Fakulteta za strojništvo, CRV, Aškrčeva 3, 1000 Ljubljana
11. Primorski inštitut za naravoslovne in tehnične vede, Marežanskega upora 2, 6000 Koper
12. Razvojni center orodjarstva Slovenije, Mariborska cesta 2, 3000 Celje
GIZ ACS je aktivno uresničeval tudi politiko vključevanja novih članov, saj se je število članic ACS povečalo iz 12 na 27 članic ACS.

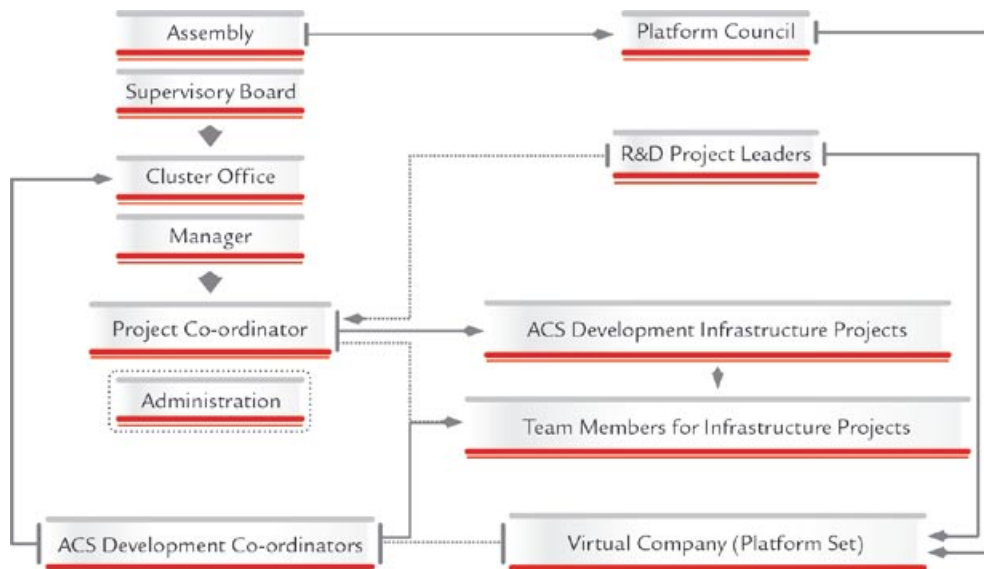


- Represent the interests of ACS and promote the cluster locally and globally,
- Be up-to-date with and apply the norms and rules of ACS,
- Be up-to date with systemic, legal and economic issues and submit purposeful actions,
- Apply teamwork of members to improve their products,
- Apply teamwork of members to enhance operations in the areas of development, fabrication, quality and organisation.

ORGANISATION

Figure 1 shows the organisation structure with arrow-marked relations between management bodies and process owners of Business Interest Association, ACS.

Figure 1



Founding members:

1. Cimos, d.d., Marežanskega upora 2, 6000 Koper
 2. Rotomatika, d.o.o., Spodnja Kanomlja 23, 5281 Spodnja Idrija
 3. Iskra Mehanizmi, d.d., Lipnica 8, 4245 Kropa
 4. EMO - Tool plant, d.o.o., Bežigrajska cesta 10, 3000 Celje
 5. PS Cimos TAM Ai, d.o.o., Ptujška cesta 184, 2000 Maribor
 6. Iskra Avtoelektrika, d.d., Polje 15, 5290 Šempeter pri Gorici
 7. Agis Plus, d.o.o., Rajšpova 16, 2250 Ptuj
 8. AET Tolmin, d.o.o., Podljubinj 89/a, 5220 Tolmin
 9. Iskra ISD, d.d., Savska Loka 4, 4000 Kranj
 10. University of Ljubljana, Faculty of Engineering, CRV, Aškerčeva 3, 1000 Ljubljana
 11. Primorska institute of science and technology, Marežanskega upora 2, 6000 Koper
 12. Slovenian tool and die development centre, Mariborska cesta 2, 3000 Celje
- Business Interest Association, ACS carried out the policy of incorporating new members systematically so that the number of ACS members increased from 12 to 27.

Novi člani sprejeti v letu 2002:

1. Semikron, d.o.o., Gabrsko 12, 1420 Trbovlje
2. Domel, d.d., Otoki 21, 4228 Železniki
3. Tovarna vozil Maribor, d.o.o., Ptujška cesta 184, 2000 Maribor
4. DIFA, d.o.o., Kidričeva 91, 4220 Škofja Loka
5. LIV Plastika, d.o.o., Industrijska cesta 2, 6230 Postojna
6. Polycom, d.o.o., Predmost 51, 4223 Poljane nad Škofjo Loko
7. TBP, d.d., Kidričeva 14, 2230 Lenart
8. Inexa Štore, d.o.o., Železarska 3, 3220 Štore
9. RESISTEC, d.o.o., Krška cesta 8, 8311 Kostanjevica na Krki
10. Kovinoplastika LOŽ, d.d., Cesta 19. oktobra 57, 1386 Stari trg pri Ložu
11. ROTO Murska Sobota, d.o.o., Gorič14. ka ulica 150, 9000 Murska Sobota
12. KIK Plastika, d.o.o., Fužine 009, 1241 Kamnik
13. VESNA, D.D., Einspielerjeva 31, 2000 Maribor
14. Univerza v Mariboru, Fakulteta za strojništvo, Smetanova ulica 17, 2000 Maribor
15. Univerza v Mariboru, Fakulteta za elektrotehniko, računalništvo in informatiko, Smetanova ulica 17, 2000 Maribor

UPRAVLJANJE ZDRUŽENJA

Člani Nadzornega sveta GIZ ACS so:

1. prof. dr. Matija Fajdiga, UL – Fakulteta za strojništvo, predsednik
2. Milan Bavec, Iskra Mehanizmi, d.d., podpredsednik
3. Franc Krašovec, Cimos, d.d., član
4. Živko Kavs, AET Tolmin, d.o.o., član
5. Aleš Nemeč, Iskra Avtoelektrika, d.d., član

Direktor GIZ ACS od ustanovitve do 31.12.2002 je bil Janko Puklavec.

Janko Puklavec



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VIZIJA, STRATEŠKE USMERITVE

Slovenski avtomobilski grozd hoče s svojimi člani postati razvojno intenzivna in zanesljiva mreža dobaviteljev za globalne proizvajalce vozil na izbranih segmentih, z izdelki višje stopnje sestavljenosti in dodane vrednosti.

Osnovne strateške usmeritve so:

1. rast prodaje in dodane vrednosti,
2. osvajanje kupcev
3. promocija in skupno trženje
4. inovacijski procesi,
5. razviti/usposobljeni dobavitelji,

New members that joined in 2002:

1. Semikron, d.o.o., Gabrsko 12, 1420 Trbovlje
2. Domel, d.d., Otoki 21, 4228 Železniki
3. Tovarna vozil Maribor, d.o.o., Ptujška cesta 184, 2000 Maribor
4. DIFA, d.o.o., Kidričeva 91, 4220 Škofja Loka
5. LIV Plastika, d.o.o., Industrijska cesta 2, 6230 Postojna
6. Polycom, d.o.o., Predmost 51, 4223 Poljane nad Škofjo Loko
7. TBP, d.d., Kidričeva 14, 2230 Lenart
8. Inexa Štore, d.o.o., Železarska 3, 3220 Štore
9. RESISTEC, d.o.o., Krška cesta 8, 8311 Kostanjevica na Krki
10. Kovinoplastika LOŽ, d.d., Cesta 19. oktobra 57, 1386 Stari trg pri Ložu
11. ROTO Murska Sobota, d.o.o., Gorička ulica 150, 9000 Murska Sobota
12. KIK Plastika, d.o.o., Fužine 009, 1241 Kamnik
13. VESNA, D.D., Einspielerjeva 31, 2000 Maribor
14. University of Maribor, Faculty of Engineering, Smetanova ulica 17, 2000 Maribor
15. University of Maribor, Faculty of electrical engineering, computer science and information technology, Smetanova ulica 17, 2000 Maribor



MANAGEMENT OF THE ASSOCIATION

Members of the Supervisory Board of Business Interest Association, ACS:

1. Dr Matija Fajdiga, UL – Faculty of Engineering, president
2. Milan Bavec, Iskra Mehanizmi, d.d., vice-president
3. Franc Krašovec, Cimos, d.d., member
4. Živko Kavs, AET Tolmin, d.o.o., member
5. Aleš Nemeč, Iskra Avtoelektrika, d.d., member

From the establishment to December 31, 2002, the Manager of Business Interest Association was Mr Janko Puklavec.

VISION, STRATEGIC POLICIES

ACS wishes to develop an intensive and reliable network of suppliers providing products of a higher rank of complexity and added value for global car manufacturers.

Basic strategic policies:

1. Increase sales and added value,
2. Attract customers,
3. Expand promotion and common marketing,
4. Enhance innovation,
5. Become developed and qualified suppliers,

6. razvojna infrastruktura,
7. informacijska infrastruktura,
8. temeljna znanja.

ZAPOSLOVANJE

Ob ustanovitvi GIZ ACS je bilo predvideno, da redno zaposli 1 delavca, in sicer z visoko stopnjo izobrazbe ter 1 delavca pogodbeno za določen čas (direktor) in administratorja za polovičen delovni čas.

Skladno z načelom racionalnosti ter obsegom poslovanja je zaposlovanje potekalo skladno s potrebami. V sredini leta 2002 je bil v GIZ ACS zaposlen 1 delavec za nedoločen čas in 1 delavec pogodbeno za določen čas (direktor). Zaradi povečanega obsega poslovanja in za vodenje skupnih projektov ACS smo zaposlili še 5 delavcev za dopolnilni delovni čas (do 33%), ki so bili sicer zaposleni za polni delovni čas pri matičnih organizacijah (članicah ACS). Za tovrstno zaposlitev so bila pridobljena soglasja matičnih organizacij. Šlo je le za visoke strokovne delavce VII. In VIII. stopnje. Za izvajanje administrativno tehničnih nalog, vnosa in ažuriranja podatkov sta bila za krajše ali daljše obdobje angažirana še dva študenta.

Tekoče izobraževanje zaposlenih je zelo pomembna naloga. Obseg ponudbe izobraževanja s področja razvoja grozdov je nizek, zato je bilo izrabljeno izobraževanje na področjih, ki posredno vplivajo na dejavnost grozdenja. Koordinatorica projektov se je izobraževala na področju projektnega vodenja, sicer pa se je usposabljala tudi na organiziranih delavnicah v okviru ACS.

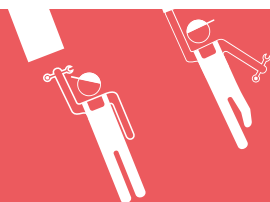
Stroški izobraževanja so se v letu 2002 gibali v mejah finančnega načrta.

12

PROJEKTI

Glavne aktivnosti so poleg razvoja sistema GIZ ACS, kot osrednje komunikacijske točke, bile izvajane na naslednjih skupnih infrastrukturnih razvojnih projektih:

1. Informatika
2. Promocija
3. Identifikacija razvojno raziskovalnih projektov in dobaviteljske verige
4. Skupna razvojno raziskovalna in kakovostna infrastruktura
5. Usposabljanje in izobraževanje
6. Kakovost in poslovna odličnost



6. Create development infrastructure,
7. Create infrastructure for information technology,
8. Proceed from fundamental knowledge.

EMPLOYMENT

When Business Interest Association, ACS was founded, the plan envisaged hiring one person with university education for an indefinite period and full-time employment, one person for a fixed period (the Manager) and an administrator for a part-time employment.

In conformity with the principle of a rational management and the volume of operations, the hiring process answered current manning needs. In the middle of 2002, Business Interest Association, ACS employed one full-time worker and one part-time worker (the Manager). Due to an increased volume of operations and to manage shared projects of ACS, we hired five more people for complementary working hours (up to 33 %), who otherwise had full-time employment at the mother organisations, members of ACS, which agreed to this kind of employment. These were expert professionals with a VIIth or VIIIth level of education. Technical administration tasks, entering and updating of data were carried out by two students, who were employed for a shorter or longer fixed period.

Permanent education of employees has a very important task. As the range of training in the field of cluster development is still rather limited, we went through training in the areas that have an indirect influence on clustering. Accordingly, our Project Co-ordinator got training in project management in addition to participating in workshops organised by ACS.

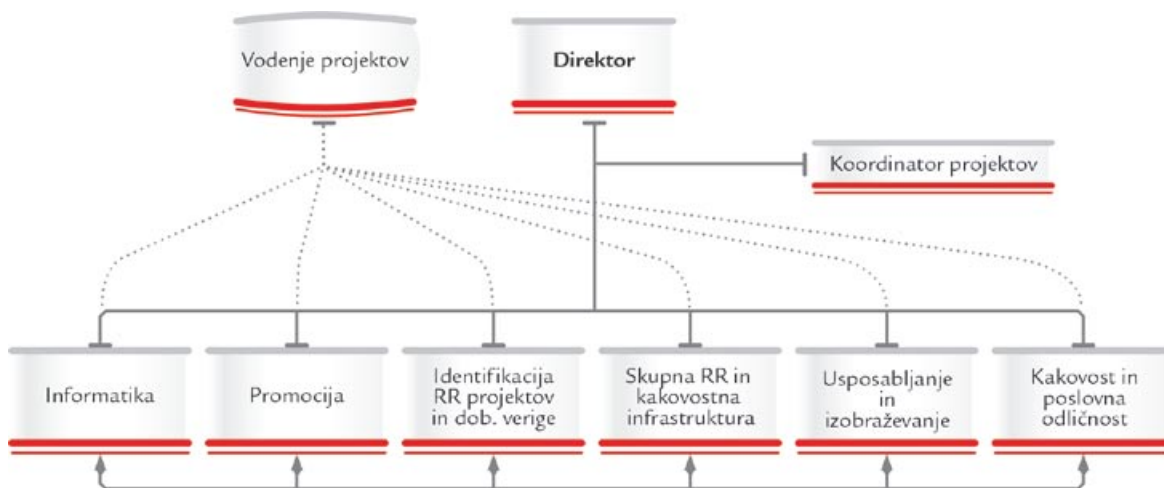
Training expenses in 2002 fluctuated within the financial forecast.

PROJECTS

Apart from the development of Business Interest Association, ACS, as the central communication point, the greatest part of importance was attached to the following mutual infrastructure projects:

1. Information technology
2. Promotion
3. Identification of research and development (R&D) projects and supply chain
4. Common research and development infrastructure of standard quality
5. Training and education
6. Quality and business excellence



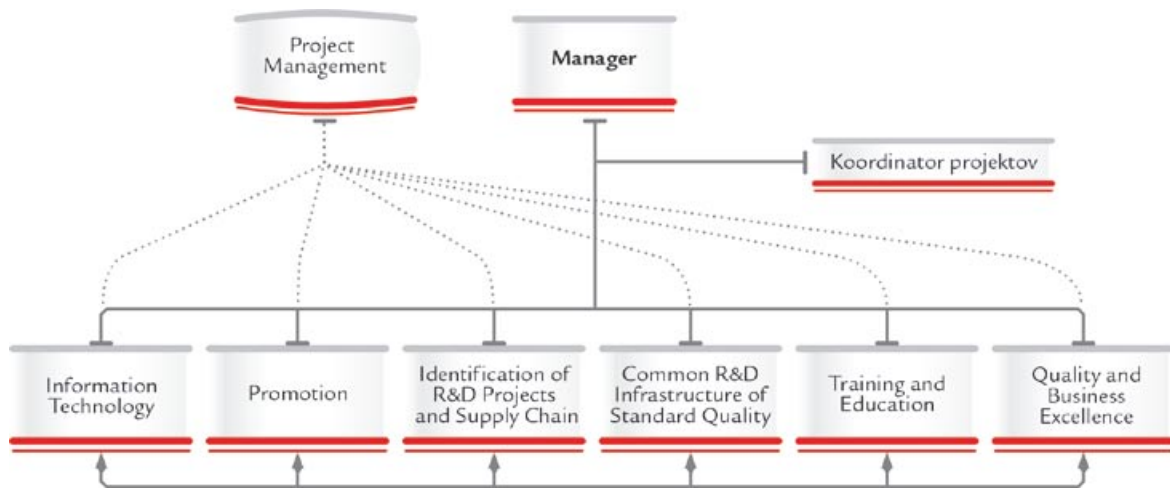


V letu 2002 so se izvajali nekateri RR projekti (ohišje žarilne svečke, start rele,...). V okviru programskega sveta so bile sprejete usmeritve v zvezi s skupnimi RR projekti in organizacijo podskupin (virtualnih podjetij). Predlogi skupnih projektov za razvoj proizvodov in tehnologij za leto 2003, vključno z nekaterimi že začeti v letu 2002, so naslednji:

Pregled aktualnih predlogov RR projektov za razvoj proizvodov in tehnologij.

Predlogi doslej identificiranih skupnih projektov za razvoj proizvodov in tehnologij za leto 2003 in 2004 (vključno z nekaterimi že začeti v letu 2002):

- Galvanska zaščita Zn - Fe in Zn - Ni
- Integriran zaganjalnik/generator 42v, 2/6 kw
- Visokotlačna črpalka 24 v
- Komplet opreme vrat vozila
- Integrirani sesalnik za avto
- Mehatronika-regulacija žarometov
- Traktorski sedež
- Vozniški sedež za gospodarska vozila s popolno elektronsko regulacijo
- Razvoj seta komponent za večnamensko vozilo (rhino - cofa gmbh)
- Nastavljivi pedalni sklop
- Električna pomožna zavora
- Skupna ponudba komponent acs za izbrana osebna vozila
- Raziskave možnosti oskrbe in razvoja skupne ponudbe komponent za avtobus marbus B3 090 in marbus B4 080
- Prenova in raziskava možnosti oskrbe in razvoja s komponentami in storitvami za letališki avtobus
- Izpopolnjevanje, integracija in uvajanje sodobnih metod vrednotenja v razvoj avtomobilskih delov in sklopov
- Snovanje, izdelava in testiranje orodij in priprav za lasersko krojene prireze
- Drugi predlogi v postopku identifikacije in usklajevanja



In 2002 some research and development projects were about the casing for sparking plug, start relay and other. The Programme Council adopted policies regarding shared research and development projects and the organisation of subgroups (virtual businesses). The propositions for shared projects on the development of products and technologies for 2003 have been added to those that have already been launched in 2002.

Review of current propositions for research and development projects for the development of products and technologies

Here are the so far identified propositions for shared projects on the development of products and technologies for 2003 and 2004 (some of them have been started in 2002):

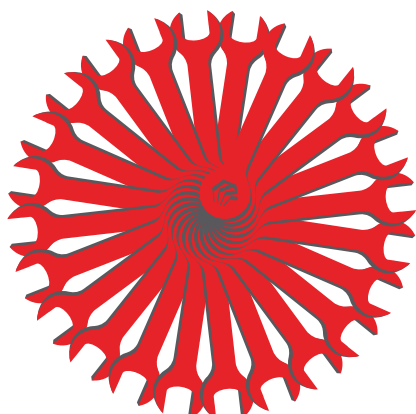
- Galvanic protection Zn – Fe and Zn – Ni
- Integrated starter/generator 42v, 2/6 kw
- High-pressure pump 24 v
- Car door equipment set
- Integrated car vacuum cleaner
- Mechatronics - headlamp adjustment
- Tractor seat
- Electronically adjustable driver seat for commercial vehicles
- Development of a component set for a multipurpose vehicle (rhino – cofa gmbh)
- Adjustable pedal box
- Electric auxiliary brake
- Shared range of ACS components for selected passenger cars
- Feasibility study on the procurement and development of a shared range of components for Marbus B3 090 and Marbus B4 080
- Feasibility study on the procurement and development of components and services for an airport bus
- Advanced study courses on modern technologies, and its integration and inception into the development of car components and assemblies
- Conception, fabrication and testing of tools and jigs for laser cutting
- Other propositions in the process of identification and reconciliation

Poročilo pooblaščenega revizorja

Poslovno poročilo je skladno z revidiranimi računovodskimi izkazi.

Report of the independent auditor

The business report is in accordance with the audited financial statements.



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