

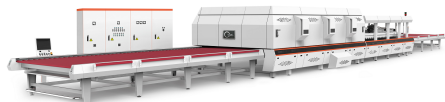
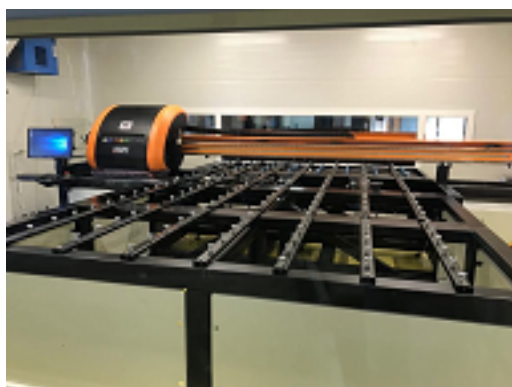


European Bank
for Reconstruction and Development

SUCCESS STORY
MAY 2020

KOSOVO SME
Competitiveness Support Programme

NEW PANE AND TEMPERED GLASS PRODUCTS FOR KOSOVO



Gezim Zhdrella - Termopan N.P.SH is sole proprietorship that designs, produces and sells decorative panels, PVC doors, windows and all kinds of glass.

The company was established in 1992 as a family business and has been growing continuously to a business with 31 employees today. Thanks to investments in machinery, marketing and investments in sales the company has become a well-known brand in the field of production of decorative panels, doors and windows and also flat glass cutting and processing.

A market review of additional product opportunities highlighted a lack of locally produced tempered and colour the glass. Therefore the company decided to invest in a production line for tempered and coloured glass to supply the local market as well as to expand into the regional markets. Apart from the competitive advantages and increased sales, this investment also improves the company's occupational health and safety standards ad product quality and safety.

With the help of the Kosovo SME Competitiveness Support Programme, the company invested in a new tempering furnace and a glass colouring machine.

Termopan received free technical assistance to optimize its investment project and a 15% cash-back grant after the successful project verification, funded by the European Union.

With the investment, the company now meets a wide variety of European standards, including:

- Regulation (EU) No 305/2011 laying down harmonised conditions for the marketing of construction products and repealing Council Directive 89/106/EEC
- Directive 2008/98/EC on waste and repealing certain Directives
- Directive 2006/42/EC on machinery, and amending Directive 95/16/EC (recast)
- Directive 2014/30/EU on the harmonization of the laws of the Member States relating to electromagnetic compatibility (recast)
- Directive 2014/35/EU on the Harmonization of the Laws of Member States relating to Electrical Equipment Designed for Use within Certain Voltage Limits

Loan Amount	€ 450,000
Grant amount	€ 67,500
EU Directives met	Regulations on construction products, waste, machinery and electrical equipment.
Invested in	Sor Glass CAM Tempering Furnace DIP Tech machine for glass colouring
Energy Savings and GHG reduction	686 MWh/y 238 tCO2/y

Implementation Consultants



For more information visit the Programme website: www.web-sme-csp.com or contact us on: +383 49 562 660 info.kosovo@web-sme-csp.com