

For four years, 35 new products

The basic strategy of the company is investing in the development and new products development. So the fact is that in the last four years in a factory were designed and made over 35 new products. Ingression of BTI Swiss company was a conclusive moment in the history of the factory. Clear vision for further development, investing in new programs, with the full support of existing as well as employing of new management were the main propellant, of today clearly visible results, said Zoran Aleksic, Executive Director of Tara Precision Works AD Mojkovac.

Glasnik: After many years of stumbling the old, "4 November" with division and privatization operations of TARA GROUP companies is going with rise line. Essentially what was changed in relation to the previous period, whereas that you quickly achieve great results?

Z.Aleksic: Ingression of the Swiss company BTI was the conclusive moment in the history of the factory. Clear vision for further development of investments in new programs like as employing of new management and changing of the ahead of the factory which were the main propellant of today clearly visible results.

Glasnik: The position of military industry, following well-known events in the region, to a large degree dependent upon the state of the relationship, both here and in the region. Given that the Montenegrin Government of shareholder, what is your experience in this regard?

Z.Aleksic: Today in administrative bodies (the Parliament and the Board of Directors) are implemented the Government representatives who actively make influence at the work and on results of the company.

Glasnik: You are building a business on Production program which is based on the scoring of the product development, but also on new products. This has resulted on you to become one of the laureates of the Chamber of Commerce for the year 2011, for original solution for the new TM-9 pistol, which has already confirmed a number of benefits compared to the currently known models of these types of weapons. What are its benefits?

Z.Aleksic: Elementary characteristics TM-9 pistols are good modern constructions and dizain, polymer frame is designed and created by hand in three sizes, extremely low recoil, high capacity magazine.

The gun incorporated the highest quality materials. Sliding surfaces in parts of the non-stick sheet metal which achieved exceptional mobility parts with a maximum reduction of friction. All the essential parts (barrel, slide, firing pin, etc..) are surface hardened by nitriding gas which achieved high performance and durability of parts. pistol is designed to operate in the most extreme conditions of high and low temperature. Fundamentally is that works with ammunition caliber 9mm ammunition world manufacturers.

Glasnik: With strategy for further development of the company in which you are headed, it is anticipated the conquest of new products and technologies in their production. This requires a number of investments in human and technological resources. What is the company's willingness to make investment at those two key segments?

Z. Aleksić: The basic strategy of the company is investing in the development of new and developing new products. That this is the best way is the fact that for the last four years in a factory is designed and built over 35 new products. Products are the result of work, expertise and ingenuity of engineering staff and working peoples from the factory. But the company's skill at any time to provide material, moral and other support to these efforts.

Glasnik: Such profiling of clear management can only be achieved if keeps up with current trends of production processes. International appearances and markets have strictly defined rules. It includes daily quality assurance in the best sense. What is the orientation of the owner and management in in regard to policy implementation of quality systems and acceptance of international standards?

Z. Aleksić: The factory is certified by the famous Swiss company "SGS" has a certificate ISO 9001/2008 which I hope speaks about the orientation of the owners and management in terms of policy implementation of quality systems. Our product TM9 for which we received a prestigious award for 2011, the Chamber of Commerce has been done according to all applicable international standards, as confirmed by the Office for stamping in Switzerland, where is now working on certification.

Glasnik: Award of the Chamber of Commerce of Montenegro that you have got for innovation. How is this extremely important area of operations organized and implemented in your company?

Z. Aleksić: Work on innovation is a difficult and laborious task. Without visible results often. I would advise all companies and individuals to be patient, persistent and workable. And the result will come. Through various forms of recognition, but also in economic terms, which is the ultimate goal. The factory has its own development. Teams of young engineers from the region under the watchful eye of the experienced old and proven experts in various fields of activity, in addition to the regular daily tasks related to the achievement of contractual obligations, and work on developing new products. The idea of innovation is grown, improved with the full support of owners and management.

Glasnik: What you have to say about the Chamber Award given to you and how do you see the role of the largest associations of businessmen in economic development?

Z. Aleksić: Award of Chamber of Economy from Montenegro is recognition which is pleasing and obligate . Requires that in the future we can not stop with the development, more aggressive and more efficient. This role I see primarily in linking elements within the economy of Montenegro in the closer relationship, their mutual acquaintance and animation. Of course the same on the international plan many presentations of technological, economic and tourism potentials of Montenegro.