

Development of joint activities in Uzbekistan



M Beier

Tashkent June 06th, 2014

CLAAS



CLAAS во всем мире
Германия



Харзевинкель.

Главный завод CLAAS является самым современным и самым большим местом производства уборочных машин во всем мире. На четырех монтажных конвейерах собираются зерноуборочные комбайны LEXION, TUCANO, AVERO и DOMINATOR, силосоуборочные комбайны JAGUAR и тракторы XERION 4x4 .



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Заульгау.

Производство кормозаготовительной техники CORTO, DISCO, VOLTO, LINER, QUANTUM и CARGOS, а также отдельных компонентов для сборки силосоуборочного комбайна JAGUAR.



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Германия



Хамм-Уэнтроп.
Центр логистики запасных частей
CLAAS Parts Logistics Center.

Площадь участка (м²):

70.000

Количество позиций запасных частей:

140.000

Уровень сервиса (%):

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Франция



Ле-Ман.
Производство тракторов серии AXOS, ARION и AXION.

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Франция



Мец-Буаппи.
Производство пресс-подборщиков серийного ряда: VARIANT, ROLLANT, ROLLANT UNIWRAP и QUADRANT.



Success story CLAAS in Uzbekistan – History

since 1996

First supply of “MEGA-204” within tender with financing of “Japanese International Cooperation Agency”

1999

Supply of 60 rice combines with Hermes coverage

since 2006

Supply of 870 “Dominator 130” to Uzbekistan (until 2010)

June 2009

First invitation of Government concerning local production of combines and balers

**February
2010**

Signing of Joint Venture Agreement

UCA and UCS growth

**February
2014**

3-wheel AXOS prototype realized. Significant growth opportunity.



CLAAS Success Story Uzbekistan 2010-2013 and forecast 2014

		before 2010	2010	2011	2012	2013	Total
Machines delivered by UCA							
Combines	[units]	1.110	169	179	135	206	1.799
Tractors	[units]	25	100	214	39	661	1.039
Balers	[units]		144	40	100	300	584
SFH	[units]				4	11	15
Xerion	[units]				0	3	3
Total		1.135	413	433	278	1.181	3.440
Employees UCA			65	97	109	113	
Employees UCS			10	17	64	91	
People related to CLAAS activities in Uzbekistan						100	
Total						304	

UCS locations and regional staff



Office, warehouse



Office, warehouse, shop

	Regions	Branch manager	Mechanic	Parts manager
0	Headquater Tashkent	1	10	15
1	Karakalpakistan(Nukus+Turtkul)	2	2	
2	Andijan	1	3	1
3	Buxara	1	2	1
4	Djizak	1	4	1
5	Kashkadarya	1	5	1
6	Navoi	1	3	1
7	Namangan	1	3	1
8	Samarkand	1	3	1
9	Surxondarya	1	3	1
10	Sirdarya	1	3	1
11	Tashkent	1	5	1
12	Fergana	1	3	1
13	Khorezm	1	1	
	Total	15	50	26

Actions Taken for Localisation in 2013



In 2013 within the scope of actions for localization, there were designed and manufactured:

- 15 dies;**
- 16 welding jigs;**
- 4 moulds for fiber-glass.**

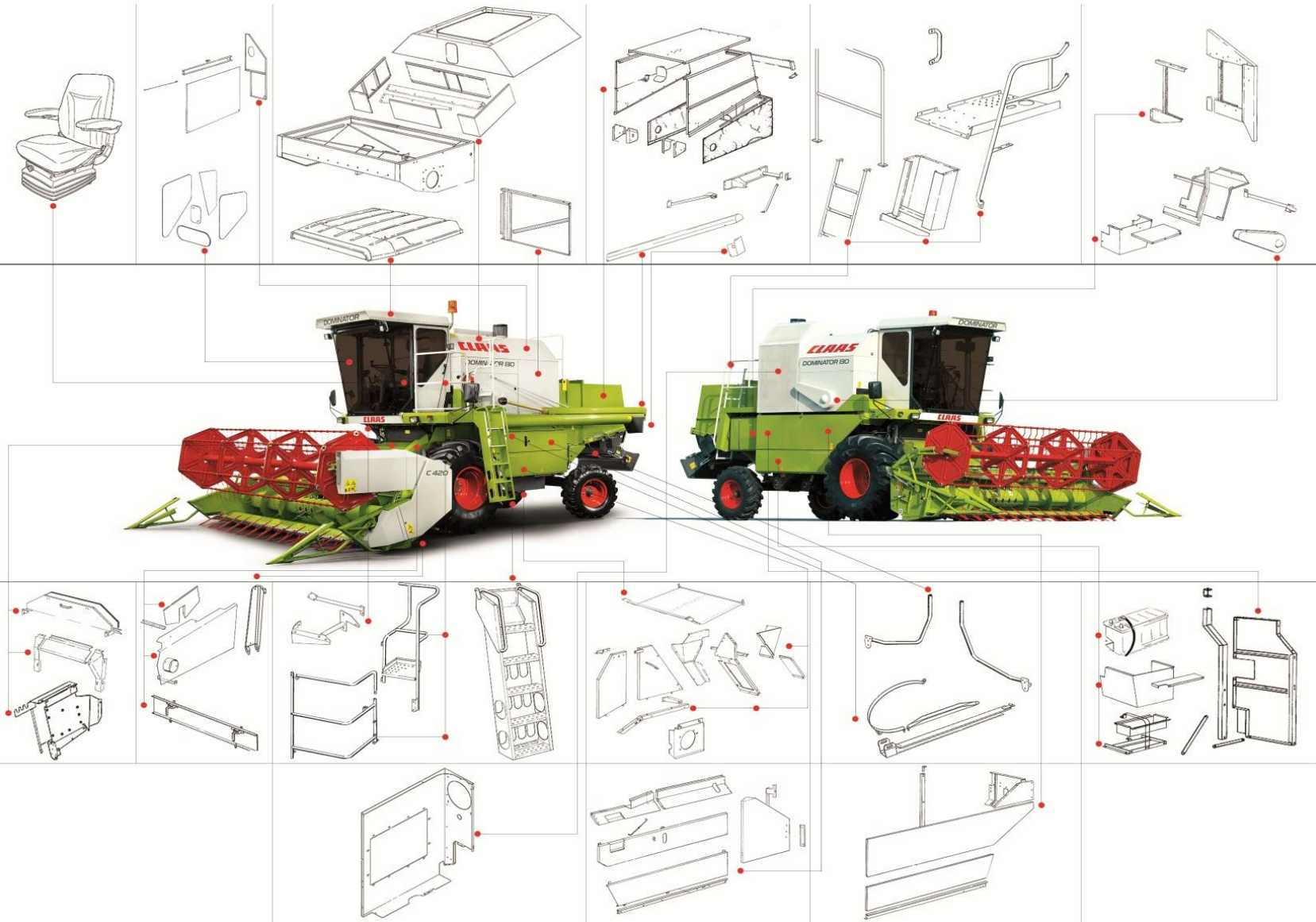
Actions Taken for Localisation in 2013: Result – Imported Components



Actions Taken for Localisation in 2013:
Result – Imported Components/Comparison with CBU Harvester



Actions Taken for Localisation in 2013: Result



Actions for Localisation Being Taken in 2014: Status of Readiness of the Tooling

- Manufactured
- In process
- Localisation not envisaged



Actions for Localisation Being Taken in 2014: Welding Jigs



Creation of Necessary Social Conditions for JV Uz CLAAS Agro Personnel



Product family AXOS 340

- AXOS 340 4 WD + AXOS 340 3-wheel tractor (new)



Fulfilment of Commitments





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