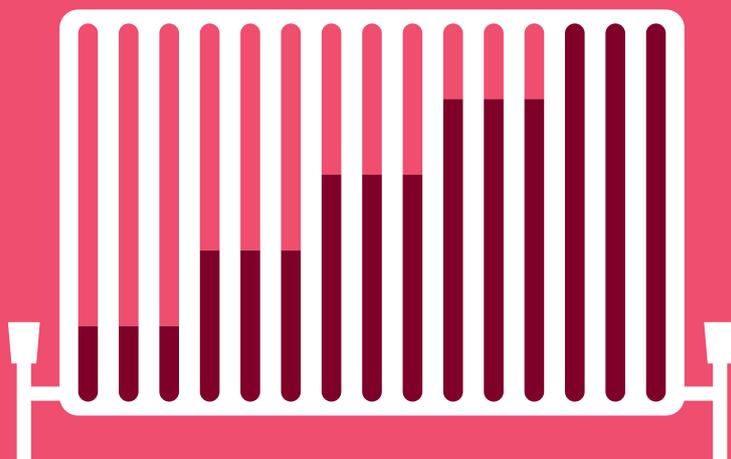

Energy-saving expansion? *Know how.*

With funding from the European Union, we helped Senko, a cooking stove manufacturer from Croatia, develop a set of new, energy efficient products.



Stove manufacturer, Croatia

We helped Senko, a Croatian company manufacturing cooking stoves and heaters, develop a new, more daring set of products: stoves that run on biomass and a residential heater that runs on wood pellets. With these new products, the company entered new markets for energy efficient products and increased exports by 69%.

Senko was established as a family business in 1978 and when we started working with them in 2008, they had 30 employees and produced 15 different kinds of products. Senko wanted to expand their range and distinguish themselves in the growing market for energy efficient stoves and heaters. They decided to first look at developing biomass stoves. Biomass is gaining increasing popularity in the EU market, so Senko wanted to make sure the new biomass stoves matched the specifications and requirements.

We connected them with a local engineering consultancy firm to help them develop prototypes for a new energy-efficient range of stoves. The consultant, Kuki Inženjering:



Senko's energy efficient stoves and heaters all have European CE certification.

- Designed the prototypes
- Recommended and helped Senko implement the appropriate ISO and EU standards
- Introduced effective test procedures, controlling and monitoring
- Selected the equipment needed for in-house testing
- Trained Senko's employees in how to perform the tests
- Analysed the test data and amended the design.

Five new products were developed as a result of the project, one of which was certified for the EU market, well before Croatia joined the EU in 2013. Senko then successfully sought a German partner and are now exporting the stoves.

After the success of the first project, Senko wanted to expand their energy efficient range in another new direction – residential heaters fuelled using wood pellets. Wood pellets are made from compressed sawdust; because they are so dense, they provide a fuel with high energy density with much less pollution.

The same consulting firm helped Senko again. They reviewed the EU directives and standards for residential heaters then developed designs for various concepts for the new products. The consultant then developed the chosen design further, testing and then finalising the prototype for Senko to take forward. The company is now seeking CE certification for the product and will export it to other countries in the EU.

www.ebrd.com/knowhow

Turnover
49%

Exports
69%

New products
5

Client contribution
€11,225

Total value of projects
€22,450

