

# A LOOK AT THE LOCAL MANUFACTURING SECTOR

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# KEY FACTS ABOUT GABROVO'S MANUFACTURING

- **8 500**  
PAY-ROLL EMPLOYEES (50% of all jobs)
- **mEUR 100**  
GROSS VALUE ADDED (50% of GVA)
- **44%**  
OF CAPITAL INVESTMENTS

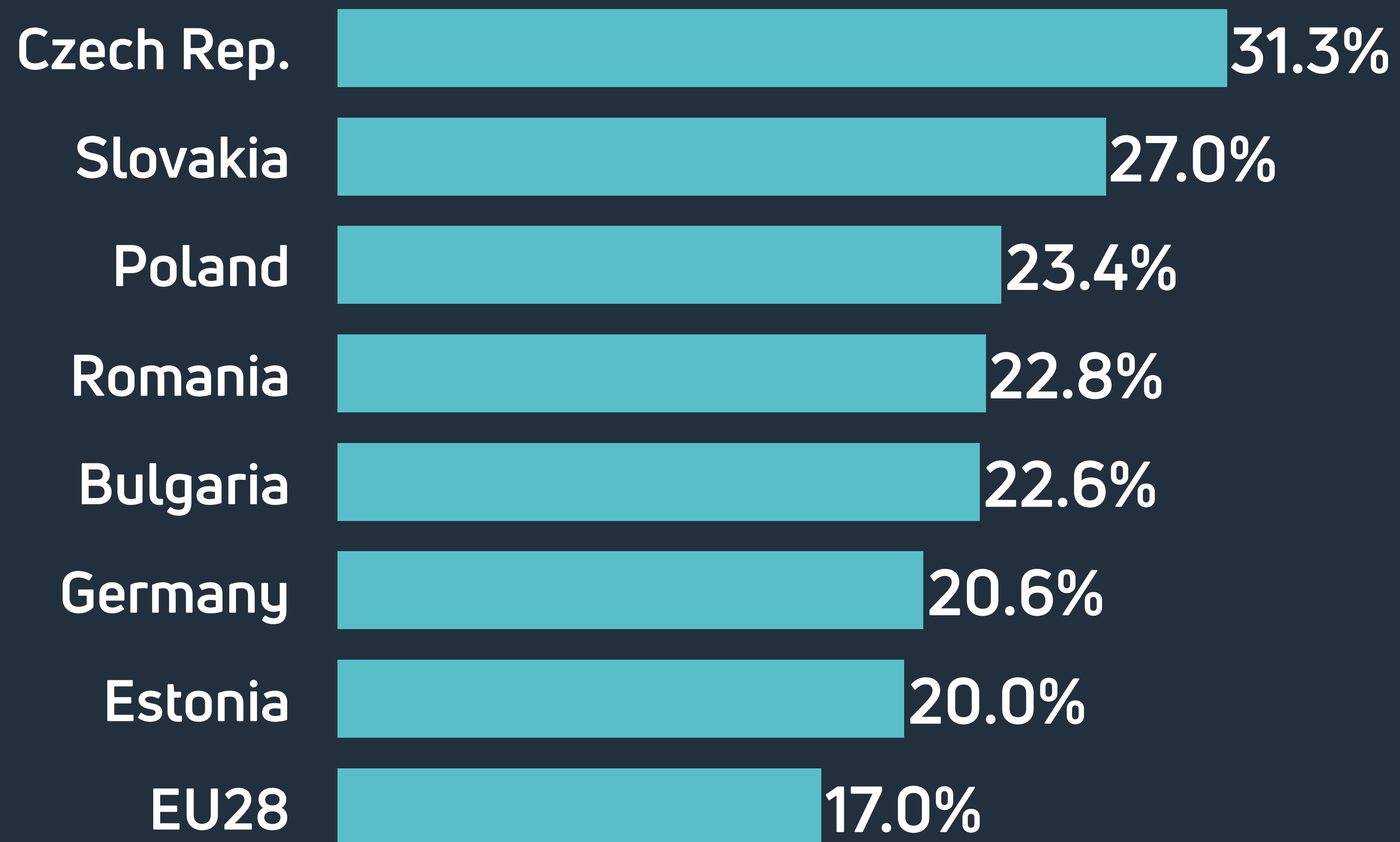
(Source: NSI 2016 for the Municipality of Gabrovo)

# SHARE OF MANUFACTURING IN TOTAL EMPLOYMENT

- **50.3%** GABROVO
- **33.5%** PLOVDIV
- **33.1%** STARA ZAGORA
- **13.3%** VARNNA

Source: NSI 2016 DISTRICT LEVEL

# SHARE OF MANUFACTURING IN TOTAL EMPLOYMENT (CONT.)



Source: Eurostat 2016

# STRUCTURE BY EMPLOYMENT

<b>ALL MANUFACTURING</b>	<b>100</b>
<b>Machine building and tools production</b>	<b>36</b>
<b>Apparel</b>	<b>29</b>
<b>Foods &amp; beverages</b>	<b>10</b>
<b>Rubber &amp; plastics</b>	<b>9</b>
<b>Furniture</b>	<b>8</b>
<b>Other</b>	<b>8</b>

Source: NSI 2016 for the Municipality of Gabrovo

# WAGES IN MANUFACTURING

<b>GABROVO</b>	<b>102.3</b>
<b>BG</b>	<b>100.0</b>
<b>LOVECH</b>	<b>96.0</b>
<b>VELIKO TARNOVO</b>	<b>93.2</b>
<b>RUSE</b>	<b>91.6</b>
<b>PLEVEN</b>	<b>89.5</b>

Source: Trakia Tech forecast 2019

# DISCRETE MANUFACTURING VS. PROCESS MANUFACTURING

## DISCRETE MANUFACTURING

machine building, automotive, home appliances, etc.

CUSTOM PRODUCTS; "AGILE" MANUFACTURING

NON-STOP OPTIMIZATION

MANY COMPONENTS, MANY SUPPLIERS

OFTEN OWN BRAND, ESPECIALLY IN MACHINE BUILDING

# DISCRETE MANUFACTURING VS. PROCESS MANUFACTURING (CONT.)

## PROCESSING MANUFACTURING

foods, chemicals, cosmetics, metals, etc.

RECIPES, FORMULAS

ONE-SHOT OPTIMIZATIONS, SUBSTANTIAL SUNK COSTS

FEW RESOURCES, FEW SUPPLIERS

USUALLY WHITE-LABEL

# TYOLOGY OF COMPANIES IN MANUFACTURING

## (and the change of industrial landscape)

TYPES	PROCESS INNOVATIONS	PRODUCT INNOVATIONS	OWN TECHNOLOGY	OWN BRAND
PRODUCERS WITH OWN BRAND	YES	YES	YES	YES
PRIVATE-LABEL PRODUCERS	YES	YES	YES	NO
UNITS OF MULTINATIONALS	YES	YES	NO	NO
CUT-TRIM-MAKE PRODUCERS	YES	NO	NO	NO

**THANK YOU!**

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