

JSC "TOMSKVODPROEKT"

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Management: S. Ayd- General director,
V. Burchenko - The ass.the general director,
S. Frontova - Main technologist,
L. Saprikin - engineer - designer,
O. Blaschuk - Chief accountant

Employees: **constantly 64 people, involved (attracted) 12 people**

Previous financing (total): **\$220 000**

Current financing: **\$ 150 000**

Requested investment: **\$ 500 000 - 1 000 000**

Use of the requested investment: **Development of professional baths, purchase of the equipment, capital investment, expansion of the market of selling.**

Company Description:

Effecting of domestic production, changing import, maintenance of sanatorium entities by professional medical boshes. The employees of firm, together with the specialists of the Siberian state medical university permanently work on by advancing of production, troubleshoot of domestic raw, that will allow considerably to make cheaper issued production.

Field and Directions of Activity:

Effecting and sale the acrylic sanitary technicians (bosh, per head trays and cabins, conchas special boshes for sanatorium entities, water and aeromassage systems). A scientific area of activity: a physiotherapy and aftertreatment.

Products/Services/Technologies:

Production: acrylic rectangular boshes, acrylic angular boshes, acrylic trays per head, acrylic conchas. Services: service and warranty service of production, charge-free delivery, installation, service database. Technologies: design mining and creation of the forms(shapes) for effecting boshes, conchas, per head trays from sanitary acrylic.

Management Team:

The holders(owners): 50 shareholders - natural persons.

The general director: **AYD Stanislav** (shareholder);

the assistant of the general director: **BURCHENKO Valeriy** (shareholder),

Engineer - designer **SAPRIKIN Leon**,

main technologist **FRONTOVA Svetlana** ,

chief accountant **BLASCHUK Olesya**.

Markets/Competition:

In the Russian market there are three Russian plants - sires the acrylic sanitary technicians.

- 1) plant "TOMSKVODPROEKT" JSC with the brand " Acrylic bathrooms AKVA " arranged in Tomsk area,. Tomsk;
- 2) plant "SANTEHSTROY" JSC arranged in Kirovo Moscow area;
- 3) plant "STROYKOMPLEKTACIYA" LSC with the brand " RADOMIR G.G.C. " USA, arranged in Zlatoust, Chelyabinsk area and second plant arranged in the Moscow area.

The Russian market is the most non-saturated market of acrylic sanitary production and most perspective. In connection with decay(disintegration) USSR in 1991 and discovering of the market, sanitary production of the largest world(global) sires of a beginning to deliver on the vast market former USSR, in general(common), and Russian market, in particular(personally). It

was by the cause of a saturation of the markets of some republics and areas: republic Estonia (corporation Germanium, Virginiums, Sweden of Finland), Republic Latvia (corporation Germanium, Virginiums, Sweden of Finland), Republic Lithuania (corporation Germanium, Virginiums, Sweden of Finland), Primorye Territory (corporation of China), Pskov area (corporation of Sweden of Finland), Leningrad area (corporation of Sweden, Finland), Krasnodar territory (Turkey), Kaliningrad area (corporation Germanium, Virginiums, Sweden, Finland). After formation in terrain of Russian Federation and terrain former USSR of high-tech plants on effecting the acrylic sanitary technicians because of the several causes:

- 1) relative cheapness of a manpower,
- 2) relative cheapness of the electric power,
- 3) relative cheapness of the transport,
- 4) relative cheapness of some sorts of raw and components,
- 5) experience with high-tech effecting in separate regions of Russian Federation, Russian sires the acrylic sanitary technicians under the price, on a steel quality to surpass the majority of foreign firms of the sires the acrylic sanitary technicians.

Having derivated in such order: " RADOMIR G.G.C. " USA - 1996, " Balteco Co " - 1996, "SANTEHSTROY" JSC - 1997, "TOMSKVODPROEKT" JSC with the trade-mark " Acrylic bosh of a room AKVA " - 1998, have begun fast to advance production on the Russian market. At present "TOMSKVODPROEKT" JSC takes on a break-even sales level (from a general(common) break-even sales level of all corporations) to:

- The Sakhalin area 10 % - 4 places;
- The Khabarovsk area 10 % - 3 places;
- By Krasnoyarsk an edge(boundarouse) 10 % - 3 places;
- The Kemerovo area 10 % - 2 places;
- Tomsk area 40 % - 1 place;
- Novosibirsk area 20 % - 2 places;
- Altay territory 20 % - 2 places;
- Omsk area 1 % - 7-9 places;
- The Hunts - Mansiysk of joint-stock company - presence;
- The Moscow area 1,2 % (7-12 places);

Achievements:

- 1) Diploma of the Exhibition within the framework of 2 International Siberian forum under the investments for the contribution to development to the investments in business in a technological orb -. Tomsk, December 8, 1999;
- 2) diploma of review - competition " the Siberian Athenes " Federating - 99 for creation of high-performance production (hydromassage boshes) -. Tomsk, 1999;
- 3) diploma of exhibition - fair "Intersib" for development and extension(issue) of new production, instead of import (acrylic boshes) -. Omsk, June 2, 2000;
- 4) diploma of 2 degree of exhibition - fair " of the Kuzbass fair " for sanitary items from acrylic,. Novokuznetsk, November 26, 1999;
- 5) diploma of a forum " Russia unified " for sanitary items from acrylic-. H. Novgorod, August 27, 2000;
- 6) diploma of the exhibition " Embeddings around of us ",. Moscow, August 30 - September 3, 2000;
- 7) diploma of the exhibition " the All-Russia exhibition center " -. Moscow, August 30 - September 3, 2000.

Outlook: Extension(issue) of shower booths, output(exit) of production of a plant on effecting acrylic boshes "TOMSKVODPROEKT" JSC for the extension(issue) of shower booths, output(exit) of production of a plant on effecting acrylic boshes JSC.