

"GORNY INSTRUMENT" Ltd.

St.-Petersburg

Owners:	Natural person, 100%
Staff:	28 persons - in staff, up to 30 - enlisted
Previous financing:	\$ 0
Current financing:	\$ 150,000, 100% - own
Volume of investment required:	\$ 2,000,000

Intended use of the investments required: Purchasing of own production premises and equipment - 40%, research and design project work - 8%, forming of a warehouse for finished products and circulating assets - 44%, development and raising of marketing efficiency - 8%

Company profile

The enterprise was established in 1999 with the purpose of introducing and putting into production hydraulic equipment developed by the experts of the firm since 1986. For today there are more than 500 sq.m. of production premises on lease, 20 units of machinery equipment in property and on lease. The structure of production includes a purchasing sector, a milling sector, a turning sector, an assembly sector. The key personnel of the firm have been engaged in this area more than 15 years.

Area and directions of activity

Research and design project work in the sphere of hydraulic dynamic and pulsed-percussion instruments, development of means of small-scale mechanization for different branches of industry. Small-serial production. The basic principal of the enterprise is launching of equipment of own development with the high quality of execution.

Products/Services/Technologies

Hydraulic pickhammers MGZ-40 and MG-1, hydraulic disk saw PDG-300, hydraulic grinding machine MShU-180, hydraulic hand-drill SRG-13, hydraulic dipping pump NP-35, oil-station with internal-combustion engine for the drive of hydro-instrument MS-20, oil-station with electric motor MSE-20, hand pump stations of high pressure NRG-700, lifting jacks of different purposes with capacity up to 500 tons, hydro-cylinders, hydraulic screw cutters, hydraulic cutting pliers, breakdown lighting installations OU-2000 "Zhiraf". Services in metal working. Repair of hydraulic equipment of any complexity.

Achievements

Over the last year the enterprise has increased in staff four times, in turnover - 10 times and continues to grow constantly. There appeared production premises (long-term lease), own and leasehold machinery equipment, assembly is conducted completely on own resources. There are concluded the contracts with a number of the biggest consumers, for example GP VODOKANAL Moscow, GP VODOKANAL St.-Petersburg. The work on formation of the sale network is conducted constantly, there were concluded the contracts with a number of companies in the key regions of the country. New samples of equipment are finished and their production is started.

Prospects of Development

With additional bringing to production of several developments and more active marketing policy the enterprise has every prospect to occupy the leading position at the Russian market, in 3-5 years completely providing the needs of the mining branch, oil and gas complex, municipal services, construction organizations, emergency-restoration departments of large companies, partly, of subdivisions of Ministry for Emergencies, Ministry for Defense, Russian Railways. Because of competitive prices and a high level of development there exists the high probability of successful introduction of the equipment to the markets of the third countries.

Sales volume (over the last 12 months): \$ 400,000

year	Without investments requested	With the investments requested
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2002	\$ 500,000	\$ 500,000
2003	\$ 1,000,000	\$ 1,880,000 - 2,000,000
2004	\$ 2,000,000	\$ 3,500,000 - 4,500,000
2005	up to \$ 3,500,000	more than \$ 10,000,000