

## "OAO Marij-Pribor" Ltd.

Yoshkar-Ola

Owners:	Natural persons, 100%, 2 individuals
Staff:	101 persons - staff workers, 70 persons - temporary workers
Previous financing:	\$ 300,000, including own funds \$ 300,000, raised funds - none
Current financing:	\$ 120,000, including own funds \$ 120,000, raised funds - none
Volume of investment required:	\$ 1,000,000

Intended use of the investments required:	<ol style="list-style-type: none"><li>1. Organization of an assembly line for production of sets of interlayer thermal radiators and automatic control systems for vacuum chambers - 60%</li><li>2. Comprehensive researches in optimum performance of drying of wood, foodstuffs, medications and biologicals - 20%</li><li>3. Marketing researches - 10%</li><li>4. Advertising and PR - 5%</li><li>5. Management, training of the staff - 5%</li></ol>
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### Company profile

In April 1997 a team of talented designers engaged in researches of sublimation and control systems in OKB "Priborov kontrolja i avtomatiki" (GU "Biopreparat") founded the firm.

The purpose of the creation was production of vacuum dryers on the basis of advanced researches in the field of drying process by organization of production, supply and sales activity in the spheres bringing income.

1999 - the prototype model of a vacuum dryer with the interlayer thermal radiators was created.

2000 - the application for the invention was submitted.

2002 - the patent of the Russian Federation №2185579 for the drying method and design of interlayer thermal radiators was received.

- Drying of birch gun-stock for gun makers was successfully carried out;
- The first test of the vacuum dryer for foodstuffs drying was carried out.

### Area and directions of activity

Engineering. Production of vacuum drying installations with interlayer thermal radiators for woodworking and food industries, pharmaceutical and chemical industries. R&D in the field of drying process of materials.

The company's basic product is equipment with interlayer thermal radiators with automatic control systems for both the new vacuum dryers and for already existing one in woodworking and food industries.

Restoration of electrographic cylinders for photocopiers of the Soviet Union and Russian production ER, ERA and REM types. Supply of component parts and consumables for copying machines.

Production of panel framed door.

Agency commercial activities in field of chemical products, radio-electronic components and tools.

### Products/Services/Technologies

Production. Sets of interlayer thermal radiators (ITR) with automatic control systems.

Services. Equipment with interlayer thermal radiators with automatic control systems for operating vacuum dryers (from the project to starting-up and adjustment).

### Achievements

Three years of successful accident-free operation of the vacuum chamber with interlayer thermal radiators and automatic control system.

The patent of the Russian Federation №2185579 for a drying method and design of the interlayer thermal radiators was obtained. The vacuum drier with the interlayer thermal radiators for foodstuffs drying was designed, created and put in operation.

Participation in the international exhibition "New technologies from Russia 2002" in Shenyang, Chinese People's Republic. The protocol of intent for creation of joint venture was signed with the Shihua company (Chinese People's Republic) for production of vacuum dryers in the city of Liaoyang.

The protocol was signed and mutually beneficial cooperation was begun with Starki plant, the city of Izhevsk, for production of the vacuum drying chambers equipped with interlayer thermal radiators and automatic control systems. Volume of transactions - \$ 100,000.

#### Prospects of Development

Absence of dryers with high operating characteristics such as the vacuum dryer with ITR gives an opportunity to start re-equipment of operating vacuum drying chambers used in a woodworking and a food industry in Russia and abroad. Under favorable conditions it is possible to equip 30% of the market of manufactured vacuum dryers with interlayer thermal radiators and re-equip 50% of existing units (for Russia - 70%).

Sales volume (over the last 12 months): \$ 950,000

year	Without investments requested	With the investments requested
2002	\$ 1,640,000	\$ 1,640,000
2003	\$ 2,065,000	\$ 2,470,000
2004	\$ 2,335,000	\$ 3,085,000
2005	\$ 2,600,000	\$ 3,735,000