

Tecar-CO JSC

Saratov

Owners:	The private persons - 86% (32 persons), legal persons - 14%
Employees:	15 persons - staff workers, 7 persons - involved (attracted)
Previous financing:	\$ 220,000, including own funds \$ 150,000, attracted \$ 220,000
Current financing:	\$ 37,000, including own funds \$ 37,000
Volume of investment required:	\$ 400,000

Intended use of the investments required: Purchase of a metal-working machinery - \$ 250,000 completion of research and development on the basis of own patents on perspective items, having a marketing potential, certification of products and expansion of manufacture - 15%, marketing research and promotion of product on market - 10%, creation of modern office - 5%, updating of current assets - 7,5%

Company profile

The company was founded in 1992 for batch production of stands for cleaning of industrial oils. In 1997-1999 2 patents for inventions of Russian Federation on R&D conducted by own staff were obtained. On results of R&D were developed and produced dosage pumps that have a huge market potential. The firm has the property rights to a number of inventions, metal cutting equipment, measuring tool, office equipment, vehicle. The industrial buildings are rented. The produced products are certificated. The personnel of firm consists of the highly skilled workers having scientific degrees, experience of managing work at the large enterprises.

Area and directions of activity

Realization of R&D, bringing developments from "KNOW-HOW" to serial manufacture, serial manufacture of stands for cleaning of industrial oils, dosage pumps, and other industrial products. Realization of marketing researches and organization of works on system sales of products of the firm to such companies as Gazprom, enterprises of power, ministry of railway roads, metallurgy, petrochemistru.

Products/Services/Technologies

1. Stands for cleaning of industrial oils from liquid (by the size up to 4-5 microns) and water. The technology of clearing is based on the principle of the separator (centrifuge) without usage of changeable filters. Quality of clearing allow to use cleared oils to 4-5 times. The equipment - adsorptive pillars - is also produced. The similar equipment, but larger dimensions is let out by corporation "Alfa-Laval" all the other manufactures use changeable elements.
2. Dosage-pumps: are made with the use of patented linear electromagnetic drive with an electronic control system (2 patents). The new drive with an electronic management system allows to adjust work of pumps and organically to build the automated control system of technological processes without using additional electronic devices (converters of frequency). The main advantage - reliability and low price - (in 1,8-2 times) as compared to serially manufactured by Russian firms - pumps. All units and details are made by own efforts of the firm. The analogues of such pumps in Russia and world are not present. The pumps produced by firms of Germany, Italy, and France with the same functions (electronic management) cost in 3 times more.
3. Other production of metalworking. Windlass, boiler, ventilator, wheels are made for technical orders of Customers.

Achievements

Manufacture of stands of clearing of industrial oils is organized, there is a 9-year's experience of work on sales. In 1995

year 48 units on a total sum \$ 120 0000 were sold in USA. Carried out by own efforts and 2 paten of Russian Federation for the inventions are received. Dosage-pumps developed and their manufacture is organized on the basis of the received patents, there is a 2 years experience of their industrial operation, the certification received in 2001.

Prospects of Development

Realization of R&D on creation and serial manufacture of qualitatively new electro tools, press-automatic devices, a number of dosage-pumps with the qualitatively improved consumer properties. Forming the stable portfolio of orders on firm's production, creation of a net on technical service, system marketing and pushing out the competitors by increase of quality and reduction of the price of a product on 30-40%.

Sales volume (over the last 12 months): \$ 200, 000

year	Without investments requested	With the investments requested
2002	\$ 300,000	\$ 300,000
2003	\$ 500,000	\$ 600,000
2004	\$ 800,000	\$ 1,500,000
2005	\$ 1,000,000	\$ 3,000,000