Russia and Europe
Industrial Cooperation Today

Hydraulic manufacture: optimization through international cooperation

Hannover Messe 2013, 8th April
Suppliers Convention, Industrial Supply
What do we know about Russia?

- Severe climate and long distances
- Vast resources of oil, gas and minerals
- Broken supply and sub-contracting links
- High dependence on imported goods
- Significant potential of growth
- Entering WTO right now...
Entering WTO for good or not?

- GDP and Salary Increase
- Low gains from customs fees and taxes
- Higher competition
- Easy access to essential goods
- More opportunities for everyone
- Independent banks and telecom
- International collaboration soars
Stroimashservice milestones

- 1991 foundation in Moscow by Kovrov excavator plant
- 1993 hydraulic equipment sales department, PSM dealership beginning
- 1997 joint-venture with Obukhovskiy Works for hydraulic cylinders
- 1998 areal sales & stock branch network foundation
- 2001 purchase of Yeletsgidroagregat Plc
- 2007 registered trademark
- 2008 member of Fluid Power Association Russia
- 2008 member of Independent Distributors Association
- 2010 Unibar Inc dealer
- 2011 Cromsteel Industries dealer
- 2012 Guarnitec Group dealer
- € 25 000 000 annual turnover
Yeletsgidroagregat: facts

- 1944 year of foundation
- 750 employees and 41 000 m² production area
- 12 000 hydraulic cylinders per month currently
- 30 000 hydraulic cylinders per month capacity
- 2000 types of products
- the biggest manufacturer of hydraulic cylinders in CIS
- high-pressure hoses, valves, pins & bushings
- military armored forces industry supplier
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every 5th hydraulic cylinder in Russia

Hydraulic cylinders manufacture in Russia

Yeletsgidroagregat

Other manufacturers

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growing materials consumption*

- Tubes – 37 000 meters
- Chrome bars – 63 000 meters
- Hoses – 280 000 meters
- Seals and wipers – 950 000 pcs.
- Rod ends – 288 000 pcs.
- Pistons – 144 000 pcs.
- Bushings and plain bearings - 230 000 pcs.

*per year
supply shortage & obstacles

- Pent-up demand for finished products
- No reliable manufacturers of chrome-plated bars or hydraulic seals in Russia
- Struggle to find materials abroad
- Hard to get favorable conditions
- Substantial investments required
- Resistance from existing representatives
linkin’ broken chains

- Enough storage areas
- Means of pre-sale processing – cut, wrap, plug
- No stagnancy – manufacture or commercial use
- Branch network – from Sochi to Siberia
- Solid goodwill and experience
- Clients – OEM’s, end users and service companies
- Favorable regional climate
- Financial independence & flexibility
• among the leading con-cast iron makers in the World
• multiple applications and famous quality
• manifolds as basics of hydraulic valves
• stock availability and fast delivery
€ 45 000 000 \ year & 2500 tones \ month

production area – 30 000 m², total – 100 000 m²

chrome-bars & honed tubes for different needs

lowest tolerances, fine packing, close location

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Italy-made sealing solutions since 1969
Wide range and applications
Qualitative & quantitative control
Devoted managers and experienced personnel
OEM reliable supplier
• Rod ends and bearings of the highest standards
• Wide range – over 10 000 items in stock
• Used for common or severe conditions
• Any sizes and shapes
• 24 hours delivery time for basic goods

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what are we made of

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co products & ecology

- lots of tube and bar cut-offs produced during processes
- excess scrap used for pins and bushings manufacture
- cartridge valves also made from round ingots
Russian Fluid Power Association

- 2006 foundation in Moscow
- 2008 Safety & Quality Diploma
- 2008 member of Russian Machine-Builders Union
- 2009 member of CETOP
- 20 members: R&D companies, hydraulics makers, sales companies, service workshops, fair organizers
- Joint R&D projects, show participation, legal support...

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firm grip, wisdom and honesty

- Mr Victor Sitnikov – leader and inspirer
- Born in Moscow, 1960
- PhD Economics - Moscow State University
- President – Fluid Power Association
- Parliamentary - Lipetsk Area
- Honorary Machine-Builder of Russia
- Head of the Board – Stroimashservice & Yeletsgidroagregat
find us at Messe

- www.sms7.ru – Stroimashservice - – Hall 21, Stand D01
- www.gidroagregat.ru - Yeletsgidroagregat - – Hall 21, Stand D01
- www.apgo2006.ru - Fluid Power Ass – Hall 21, Stand D01
- www.unitedcastbar.com - Unibar - Hall 5, Stand B09
- www.cromsteel.ro – Cromsteel - Hall 21, Stand B36/1
- www.guarnitecgroup.com – Guarnitec - Hall 21, Stand A14
- www.macpower.it – MacPower - Hall 20, Stand B17
Thanks and see You soon!