# To the attention of professionals in building industry...

quarterly review of HIPRO Group

№**9** Auaust 2010

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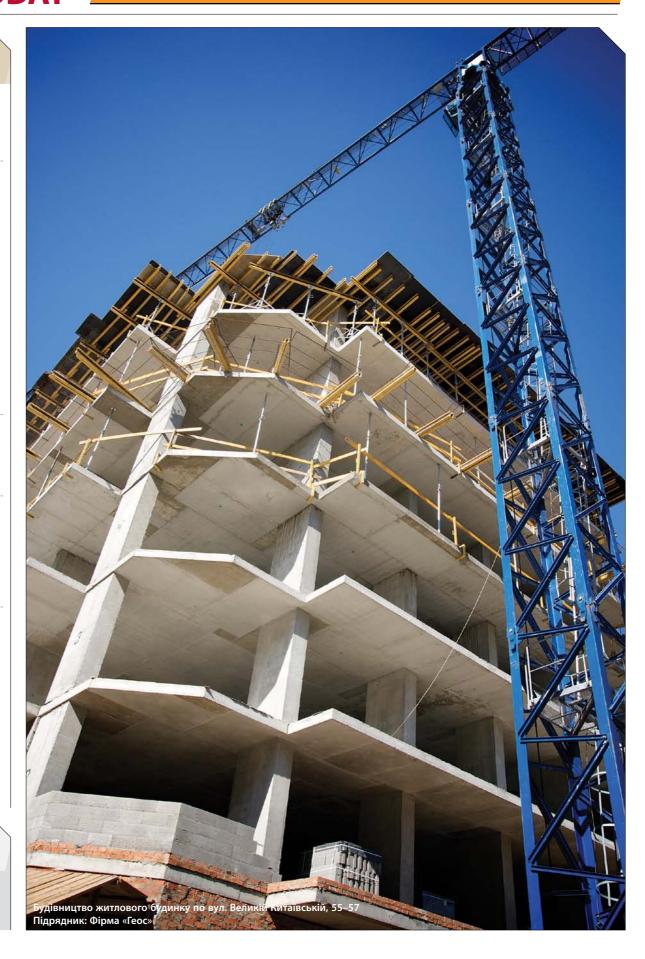
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General directo

What are the losses and gains of our company during the

Hard times for us were the summer 2009 when the amount of sales has fall significantly. We reduced staff, minimized costs and profitability of our business. And we have survived.

The crisis has forced us to pay attention to the issue of relations with customers in the realities of the crisis, foreign markets, product quality and management organization.

In the «before-crisis period» share of the direct sales of formwork reached 95% of income. In 2008-2009, a significant portion of our working capital was aimed to increase the store of rental formwork. Combined with the market demands in this period, revenues from the lease sometimes reaching 90-100% of income of the company. Now we really considered significant leasing and deferred payments for delivered products.

Dramatic efforts we have sent to the search of new markets abroad and new customers. The peak of this was our participation of the world's largest exhibition of equipment for construction «Bauma-2010» in Munich (Germany). We were one of two companies from Ukraine and one of five from CIS representing its products at the exhibition. Experience gained on it worth a lot. Our modest exposition has gained big interest as builders and commercial structures in construction as our competitors around the world. We have enriched our understanding of the requirements for such equipment in Western Europe, have established contacts with suppliers and manufacturers of cutting-edge components and materials for shuttering and, undoubtedly, collected information on the latest advances in equipment for concrete.

Unfortunately, a number of events we've encountered in the exhibition and during the preparations for it proved that our country and the government in particular, didn't need domestic producers, in past and in present.

All we have done and reached was not «due», and «in contrary». Dear Colleagues,

After some break, we renew our newspaper' issue.

As you know, nearly two years of crisis have passed. The recession the world economy, unfortunately, not expired Ukraine with its construction industry. During this time, a number of companies went completely or significantly reduced the volume of sales from the market of construction equipment of Ukraine. Our company felt a dramatic reduction in orders too.



Експозиція групи компаній «ГІПРО» на виставці «Ваита-2010», м. Мюнхен. Зліва направо: Генеральний директор В. Стасюк, заступник директора С. Яворський, менеджер з маркетингута реклами Г. Вікторук

Work in this direction gave a result - today about half of our production is exported.

Currently, in comparison with the crisis period, we increased our production machine park. It was

developed, manufactured and introduced a number of specialized technological equipment which has greatly enhanced productivity and production quality. It was also developed and implemented new design solutions in formwork elements, which in its turn increased the operating performance of the In previous times there was not

enough time and people for this. The crisis helped us in this.

The crisis has taught us to be very careful with all aspects of company life. The professional management of the company is an important aspect of any work organization as well as quality management, covering all areas of activity, including production, which ensure optimum best cooperation between the customer and supplier. So today we are very hard and responsible in introducing the total quality management according to ISO 9001 in procedures of our company.

Dear Colleagues, To summarize, I can assure you that today the HIPRO Group company became stronger, has improved existed products and developed new equipment, so it is ready to further cooperation and maximum satisfaction of the customers needs.



BAUMA-2010 bird's-eye

## Protective barrier lifting-resettable system

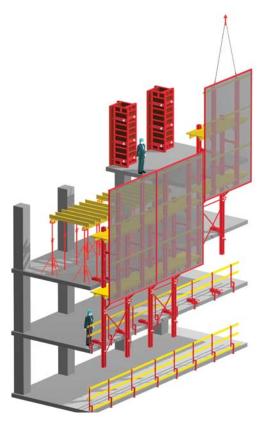
Works with formwork are works of a high risk. The increased risk is as follows:

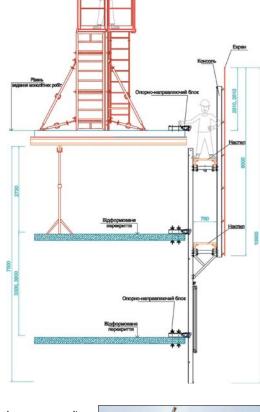
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- > assembly (disassembly) of this equipment, is typically performed using the lifting mechanisms;
- > the formwork during work is under pressure and vibration of
- > 90% of the work performed at a height of 3m to 100 m or more (it may fall from a height of instrument, materials, equipment and, unfortunately, workers). In addition, work at a height means wind load for people and equipment. With increasing height this factor increases by reducing productivity and quality of work which in it's turn is a high risk of injuries.

Formwork manufacturers working on solving these problems, develop the various options for quarding the work areas. Depending on the complexity, technology use, transportation, reliability and protective functions of these systems, there is certainly a different cost. But the experience of those organizations which have had cases where serious injuries or fatalities happened, proved that the prevention of a serious injury or fatal accident while carrying out the monolithic work justifies the purchase and use of systems that fully

Specification	
Destination	Protection of working floor from wind load Protective barrier while monolithic works are carrying out at the height
Wind load, maximun, Па (кг/м.кв.)	520 (≈52)
Height of installation, maximum, м	100 (under wind load up to 520 Па (≈52 кг/м.кв.))
Reducing sizes of formwork in wells	Up to 30 мм (with moun- tling of two angles)
Outline dimensions of the screen, maxi- mum, мм - width - height	4000 6000
Moving upright	With the crane
Section mass (with- out screens), in kg	1200





fenced floors while working with formwork.

Protective barrier lifting-resettable system is a breakout system that serves to protect the working area of wind load, and helps avoid cases associated with falling from height, materials, equipment and maintenance workers during construction work.

Barrier consists of separate sections that are installed around the perimeter of the working floor.

This section is a frame construction consisting of two consoles connected between by two diagonal and two cross-linked connectors.

From outside the protective screens are installed. By customer request they can be of two types net or solid (plywood, particle

board, OSB-shaped plates or metal). The console design enables installation of solid screen up to 4 meters wide and up to 6 meters high, with possible wind loads at heights up to 100 meters in almost all areas of Ukraine. Consoles suppose establishment of a working scaffolds in two levels between the screen and working zone for the workers.

Protective barrier section is attached to a formed floor by support-guide blocks.

Support-guide blocks hold the barrier upright. The design includes clickwork that provides only up movement of console and keeping it.

After finishing work on the floor, barrier section is moved in supportguide blocks with the crane to the



Presentation of the system on «Interbudexpo» exhibition in Kiev

iry		
scription of wind load	values for the Ukrainian	towns at the height

(addition to the State Building Norms and Standards B.1.22:2006, Πα (κг/м.кв.))										
Kyiv	370(≈37)	Zhitomyr	460 (≈46)	Mykolaiv	470(≈47)	Khmelnitskii	500(≈50)			
Simferopol	460 (≈46)	Zaporizhzhya	460 (≈46)	Odesa	460 (≈46)	Chernivtsi	500 (≈50)			
Vinnytsy	470 (≈47)	Ivano-Frankivsk	500(≈50)	Rivne	520(≈52)					
Dnipropetrovsk	470 (≈47)	Lugansk	460(≈46)	Kharkiv	430(≈43)					
Donetsk	500 (≈50)	Lviv	520(≈52)	Kherson	480 (≈48)					

of 100 metres

# **profiform** series' formwork

Taking into account builder's requests, our engineering centre has made some improvements in panels' structure, support brackets as well as service platform brackets.



- 1. One more support arm is installed. Put into operation from the second quarter of 2010.
- **2.** All crosscut edges of the panels are supplied by couple outlets with the insert cylinder. It gives the possibility to install formwork service elements' (brackets, support braces, levelers, etc.) in the necessary place. Put into operation in January 2010.



3. Panel' angles are supplied by angle fixings. It's made panel' installation in horizontal plane more easier and no-vandal. Angle fixings have reinforced the panel in case of possible stroke contact between formwork and concrete. Put into operation in August



**4.** Head 7932-ТК.00.00.И





**5.** The design of the support brace' head was changed. The multipurpose brace' head allows to install support braces up to the panels which are installed either upright or aflat. Put into operation in the forth quarter of 2010.



**6.** The design of the foot was changed and strengthened.



## Sport complex «Olimpiyskiy»' reconstruction under the aegis of coming EURO-2012 in Kiev

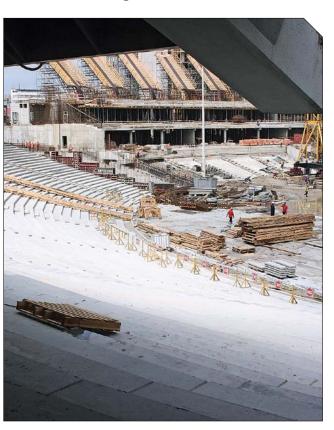
General Contractor: Kyivmiskbud Subcontractors: Osnova-Solstroy, Mzhk-bud **ProfiFORM series for the building** of VIP-stands



Oleksandr Zozulynskii

The foreman on monolithic works The formwork HIPRO is very

comfortable to work with, moreover we can join it with the formwork of other suppliers like DOKA for example. We were surprised of quality and convenience of HIPRO.





## International airport «LVIV» – new terminal' building

General Contractor: Altis-Holding The formwork for the circular columns



Anatolii Semchak

We have no remarks to the equipment under the brand HIPRO. The quality of the finishing surface is quite appropriate, the columns are easy to mount and dismount.







## 22-storey residential building in Lugansk

**Contractor:** Building Company «Novi tekhnologii»



The foreman

The formwork HIPRO is rather rigid, the formed surface was perfect, with no deflection in geometry. This set of formwork Profi-FORM series has been used already on 4 sites. We have built with it 2-storeyed as well as 3-storeyed buildings; we have formed the columns 400x400 in a radius, etc. There were no deformations at all. All panels are good joined and









## Multi-storey residential building in Kiev

Contractor: Mzhk-bud







## 24-storey monolith-frame residential house in the residential district Northern Osokorki in Kiev

Contractor: Kyivmiskbud

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Deputy foreman We have already a great experience in working with the formwork HIPRO, using it on our previous sites. The advanced series are much better and convenient though we still continue to use HIPRO even with the metal forming surface, because the





## Residential house in Odessa

Contractor: Stikon, Monolit Chief engineer:

confidence that HIPRO formwork corresponds to all needs of builders, giving the possibility to carry out monolithic works quickly and in high quality.



## The residential district on the French Boulevard str. in Odessa

Contractor: Bazalt Foreman: Volodymyr Marushchak



Sergii Ryzhenko

We have used the HIPRO formwork while building the residential districts and we like this equipment very much. We carry out mounting and dismounting of the formwork without any delays. It is very convenient formwork for the professionals in building.







## Congratulations on birthday!

The 9<sup>th</sup> of July general director of «Trest of reconstruction and development», Evgenii Urikh

The 9<sup>th</sup> of July chief of the building department №7, Kyivmiskbud, Petro Vasylenko

The 8th of August | chief of the «Ukrrestavratsiya», Mykola Orlenko

The 16<sup>th</sup> of August head of the board «Zaporizhaluminbud», Anatolii Antonenko

The 31<sup>th</sup> of August | general director of «Osnova-Solsif»



In 2010 HIPRO Group took part in the Ukrainian building international forum «Interbudexpo-2010", presenting latest developments in the formwork equipment for construction.

«Interbudexpo», held annually in Kyiv, is the largest exhibition event in Ukraine and covers all sectors of the construction industry.

# Best regards on the holiday!

To celebrate the occasion and on behalf of «HIPRO Group» we sincerely congratulate our colleagues – all construction industry workers, and our partners, suppliers and contractors of our common holiday, Day of the builder!

We sincerely wish fulfillment of hopes and creative plans in this difficult time, success and prosperity to your company teams, health and happiness to your families!

General director Vasyl Stasiuk Commercial director Mykola Lysuchenko Директор Придніпровського регіонального представництва Віталій Ливадний

Директор Одеського регіонального представництва

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Using materials HIPRO today, references are obligatory.

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