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Russian Business Guide

The Tomsk Region:

INTERNATIONAL
DEVELOPMENT
VECTOR

MADE in
the Eurasian
Economic
Union

The BL GROUP Holding
Time-proved

BL GROUP is gaining altitude

People from across the world came to congratulate the employees and the founder of the BOOS LIGHTING GROUP Holding Georgy Boos with the 25th anniversary of the holding's foundation. Letters and telegrams of congratulation continue to come up to now.

Yury Luzhkov, who was the Mayor of Moscow from 1992 to 2010 noted in his welcome telegram:

«For me BL GROUP symbolizes an entire era in the life of Moscow and Moscovites. It is a time to recall endlessly long. Many years ago my team and I have entrusted the solution of the most important questions concerning the lighting of Moscow to a young company Svetoservis. Up to now I am sure that it was a right decision. I have never had to regret about it.

The role of BL GROUP is not limited to the numerous regalia and enumeration of the merits of the past. The influence of the holding on the lighting engineering industry is enormous. One cannot help but remember the Department of Lighting Engineering of MPEI, which Georgy Boos has taken over several years ago, active cooperation with scientific organizations, numerous plants, regional companies, your lamps, lighting poles which stand all over Russia and finally the conquest of the international market».

Indeed, a unique lighting engineering company – “system integrator” has been built over 25 years. It puts together production, kitting and turn-key delivery, engineering, installation and maintenance – this all on the objects of any level of complexity. There are no analogues of such a service in Russia yet.

In the 90's a young company Svetoservis which laid a foundation of the BL GROUP Holding set the standard on the market of street lighting in Moscow. It took the first real steps in the formation of a balanced light environment, all types of lighting, which was a colossal breakthrough in the development and first of all in the realization of the necessity of a complex approach to lighting.

And already in the 2000's the holding's trademarks GALAD and OPORA ENGINEERING became the most popular and recognizable products in the market of street lighting.

The BL GROUP holding is the only company which supports consistently such scientific institutions as «Light & Engineering» journal, Lighting Research Institute VNISI, the Department of the Lighting Engineering of Moscow Power Engineering Institute (National Research University) by providing them with orders.

The portfolio of the holding includes the first tunnel with LED lighting in Sochi, the creation of the line of world-class lamps

(Urban, Cordoba, Granada) for the markets of Russia, Europe and Asia. The first technical audit of the whole territory of Moscow and the first maintenance regulations, the development of the flowsheets and the single electronic database of the exterior lighting systems, which previously has not existed at all, full-scale modernization of the depreciate and obsolescent equipment in Moscow, the usage of the European standards in engineering of long-distance tunnels with account of the modern speed rate and traffic intensity, which amount to more than 30 as of today.

The specialists of the holding were the first who have created and launched the automated exterior and architectural lighting control system (ASUNAO) which allows to react to problems promptly, see a significant energy saving effect and create the most unexpected scenarios of dynamic lighting. And the developed programs which control the lighting give the opportunity to create dynamic lighting patterns with various special effects.

For the first time in the history of the Russian lighting the creative team of BL GROUP has developed the concept of a unified light and color environment of the entire cities such as Saint Petersburg, Sochi, Lipetsk, Perm and others. The program for the automated engineering Light-in-Night, which has the lamp database linked to it, is also the holding's know-how. All engineers



use it free of charge since 2003. There are foreign analogues in the domestic market, however Light-in-Night remains in demand since it totally complies with the Russian lighting standards and types of road pavement.

I'm lucky: my parents are lighting engineers who worked in VNISI named after S.I. Vavilov. My involvement into lighting engineering is due to them. I graduated from the Faculty of the Electronics of MPEI majoring in lighting engineering. After the military service I have worked in VNISI for several years where I started reflecting on the imperfection of the existing system of creation and reconstruction of lighting facilities. The system was based on the usage of the results of work of different independent companies. Some of them designed and manufactured lighting devices, others engineered lighting facilities, the third installed them, while the fourth used them. At best the leading companies, such as Philips, Osram, General Electric combined the development and production of the lighting devices with the engineering of the lighting installations on the basis of their equipment. The rest of the stages were carried out by other companies, as a rule. This used to result in permanent problems both at the stage of installation and during the operating period of the lighting devices. Among them are the reduction of reliability and durability of the installation, low quality of the lighting, growth of labor expenditures during the operating period and as a consequence the increase in operating costs. And the absence of system analysis of drawbacks of the existing devices did not allow to develop new ones which would match the consumers' demands.

The latter convinced me of the need to create a system with a complete closed cycle. This cycle would start from science then shift to products' development and manufacturing, and then to designing based on these products, the installation and maintenance of lighting installations and the subsequent analysis, the result of which would be a new scientific research and development. In other words, we needed a comprehensive approach to the lighting", Mr. Boos says.

TODAY HOLDING
SUPPLIES PRODUCTS
AND IMPLEMENTS
ITS PROJECTS IN
CENTRAL, WESTERN
AND EASTERN
EUROPE, AFRICA,
ASIA, INDIA AND THE
FORMER SOVIET
UNION.

The State Academic Bolshoi Theatre, the high-rise building of the Moscow State University, Ostankino Tower, a unique monument of Russian avant-garde of the XX century the famous Shukhov tower, the Donskoy Monastery, The Resurrection Church in Kadashi Sloboda, The Great Moscow State Circus at the Vernadsky Prospekt, The "Mosfilm" Studio, the overpass on Prospekt Mira avenue, all the foot-bridges, the first dynamic lighting on Krymsky Bridge are among the first projects.

"We have illuminated more than 150 landmark constructions in total, including the Cathedral of Christ the Saviour, the Novodevichy and Novospassky Convents in Moscow, the Holy Trinity-Saint Seraphim-Diveyevo Monastery in Diveyevo, Saint Sophia Cathedral in Vologda, the Saints Peter and Paul Cathedral in Kazan, mosques in Moscow and Kogalym, the Cathedral of the Immaculate Conception of the Holy Virgin Mary in Moscow and etc. We were awarded the silver medal of the Patriarchate for our work", Mr. Boos remembers.

As of today the number of holding's completed projects accounts for more than 8000.

"The most of our solutions and innovations appeared as the result of continuous backward communication from the operating divisions. This became possible due to the organizational structure of the business. In other words, a closed circuit of all the operations was implemented. This is a qualitative tool which stimulates all the units of the holding to arrange their work first of all basing on the requirements of a customer. That is why the design solutions, production and

lighting control systems are working together towards the goals, which are the improvement of the lighting equipment quality and facilitation of maintenance of lighting installations. This is the main factor of our success", Mr. Boos notes.

The industrial base of the holding consists of the three largest Russian plants: Moscow Experimental Lighting Plant (MOZS), which specializes in the production of control systems, Lihoslavlsky lighting equipment plant Svetotekhnika (LZSI) and Kadoshkinskiy Electrotechnical Plant (KETZ). The construction of the plant OPORA ENGINEERING which produces bearings and metal constructions was finished in 2007. Later, the branch plant of OPORA ENGINEERING was launched in Samara, WunschLeuchten plants in Germany and Boos technical lighting S.L. in Spain were acquired (in the early 2016). The last two completed the process of creation of a powerful corporation.

As of today in Russia two out of three outdoor illuminating lamps are GALAD products manufactured at the holding's plants. The share of OPORA ENGINEERING's products is about 30% of the total amount of lighting poles manufactured in the country. In the last ten years the volume of investments in the holding's own production has amounted to more than 8 billion rubles in comparable prices.

Almost all the main roads of the country use holding's equipment. These are the Moscow Automobile Ring Road (MKAD), the ring road around St. Petersburg (KAD),

the Yaroslavl highway, the overpass over the Novorizhskoe highway, the Borovsky highway, roads P-21, M-10, M-20, A-180, A-114, A-128, P-21, P-23 and modern toll roads. The equipment of both holding's brands are installed on the streets of almost all Russian cities. Even the equipment for the lighting of the cable-stayed bridge over the Eastern Bosphorus strait was supplied by the plants of the holding.

Holding enterprises produce and sell more than 2 million lamps annually for any customer for both indoor and outdoor lighting – more than 4,5 thousand titles in total. Only starting controllers are produced in the amount of more than 1500 million units per year, supplying the need for electromagnetic devices of all who manufacture and operate discharge lamps in Russia. We can speak about the actual displacement of the importers of these products.


The holding companies has been successfully substituting imported components by domestic ones throughout the entire period, giving preference to their own production. At present 90% of components used in production of the equipment are manufactured at the holding's production sites.

Among the recent achievements of the holding are the development and production of secondary optics for LED lamps. Previously, this product was not manufactured in Russia and was purchased abroad.

Among the latest developments the most widely known LED lights are «Omega», «Cordoba», «Granada», «Urban», «Wave» and others, and among models for industry it is «Cassiopeia LED».

The company is well-known in the CIS countries, its branches operate in Kazakhstan, Kyrgyzstan, Armenia, Tajikistan. The operating companies of the holding work in Moscow, the Moscow Region, Krasnodar, Sochi, St. Petersburg, the Leningrad region, Yessentuki, Stavropol Krai and other regions. This work is carried out by such companies of the holding as Svetoservis-Moscow region, Svetoservis-Sochi, Svetoservis-Saint-Petersburg and others.

The media facades on New Arbat in Moscow, the architectural lighting of 22 bridges in Moscow, the Pashkov House, the Moscow Planetarium, the State Academic Bolshoi Theatre were the landmark objects of the past years. The new modern concepts of the previously installed architectural lighting of Moscow's Seven Sisters, the historical center of the capital and other major landmarks of a number of Russian cities, for example, "Dancing in the Dark" Towers in Sochi, Tsaritsynovskiy museum and reserve, the city master-plan of Lukhovitsy in the Moscow region, and many others have already been developed. Today the holding supplies its products and implements its projects in Central, Western and Eastern Europe, Africa, Asia, India and the former Soviet Union. This is a new stage in its development.



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