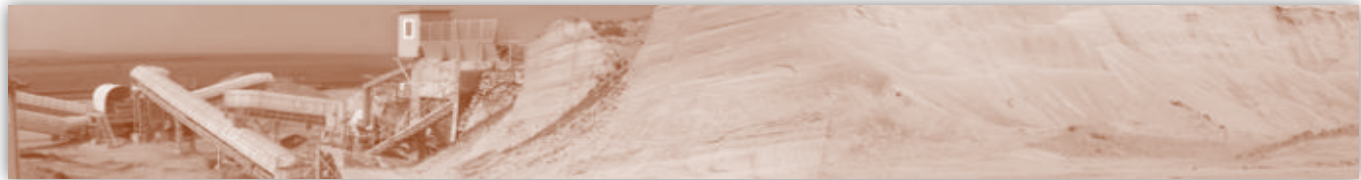


# ESKANA AD

## About us

- ❑ "Nonmetallic minerals are typical stuff for the industrial revolution and the resources of the third millennium"



Company Eskana AD is a major producer of crushed stone fractions and natural sands, inert materials for railway construction, road construction, for concrete and construction mortars. It was founded in the 1930s, as a crushed stone extraction plant, incorporating all sand and gravel deposits in the region of Varna.

With the new working conditions on the market, company Eskana AD, has expanded its work by beginning to produce explosive materials for industrial applications. It launched three concrete plants with a laboratory for quality testing and a reinforcement depot through its daughter company Stimex Ltd. It created a department for PVC and aluminum frames, and formed teams of workers for renovation and repair works.



# ESKANA AD

## The main activities

- ☐ Production
- ☐ Planning
- ☐ Explosion works
- ☐ Mine surveying
- ☐ PVC and AI frames
- ☐ Hotel management
- ☐ Security services
- ☐ Construction works
- ☐ Geological research activities
- ☐ Drilling and blasting
- ☐ Transportation services
- ☐ PVC and AI systems
- ☐ Hotel management



# ESKANA AD

## Production

The production of **Eskana AD** includes the following materials:

**Crushed stone** – fractions: 5/10, 4/11, 5/20, 4/20, 4/22, 20/40, 22/45, 40/125 and 0/63 for concrete mixtures according to BDS 169-81, as well as **milled limestone**;

**Sand** for regular types of concrete according to BDS 171-77 and for construction mortars according to BDS 2271-77 and ON;

**Single-size bricks**;

**Industrial explosive materials, roughly dispersed ammonites and ammonium nitrate fuel oil explosive materials** – they constitute an additional production activity;

Non-standard sand and crushed stone fractions.

We organize the production of ready-mix concrete and concrete products for delivery.



## The Quarries

### **Sini Vir Department**

In the area of the village of Tsonevo, municipality of Dalgopol, region of Varna. The quarry is being exploited since 1981. The extraction fields are drilled with drills and BMK 4 at a 75° angle. The average height of the step is 20 m.



All gravel fractions needed for the production of concrete and rock-asphalt pavements are extracted there. The deposit at this quarry is with high strength indices, meeting the requirements for the production of high-strength types of concrete. The types of fractions extracted there are as follows (in mm): 4/11, 4/20, 22/45, 0/4, 4/12, 0/1

BDS 2282-83(BDS EN 13043)

BDS 169-81(BDS EN 12620)

BDS 171-88 (BDS EN 12620)



## The Quarries

### **Martciana Department**

In the area of the town of Devnya. The exploited quarry field has been exploited since 1984. The exploitation of the quarry is done at a height of 22 m. Fractions extracted (in mm): 4/22, 22/45, 40/125, 0/63, DRM - detonated rock mass. The extracted fractions are used mainly for road pavements, for strengthening coastal lines and landslides, also as a raw material for unslaked lime and the production of lower-grade concrete and concrete products. Micronized products – fineness of grinding from 0  $\mu\text{m}$  to 1000  $\mu\text{m}$ . They find an application in the construction industry as a substitute of wienerweiss, for production in the chemical industry as fillers in paint, varnish; in the fodder industry as a carbonate addition.



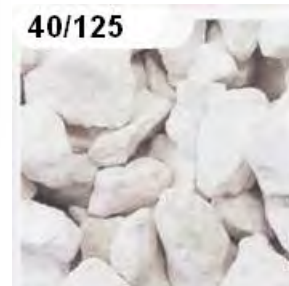
4/22



МАЯН Варовук



40/125



BDS 2282-83(BDS EN 13043)  
BDS 169-81(BDS EN 12620)  
BDS 171-88 (BDS EN 12620)



## The Quarries

### **Vetrino Department**

Located in the area of the village of Vetrino, region of Varna, for extraction of crushed stone for concrete and road pavements. The limestones from the deposit are highly carbonated. The content of calcium oxide – 51,4% and of silicon dioxide – 3,5%, defines them as lightly arenaceous. According to BDS 7718-74 for construction materials, limestones are classified as rocks from group III, 3-rd class of carbonated rocks. Crushed stone for concrete and road pavements is also extracted there. They have good quality indices. Fractions extracted (in mm): 0/80, 20/40, 4/11, 0/16, 22/45, 4/20, 0/4, 45/125



# ESKANA AD

## The Quarries

### **Staro Oryahovo Department**

For the extraction of sand, with a very low percentage of washable particles, good grain size, used in the production of concrete and suitable for pargets and plasters. The biggest quarry on the Balkan Peninsula. The deposit is located approximately 30 km south from Varna. It is connected with the main road between Varna and Bourgas by means of a tarmac road. Administratively, it falls under the authority of Dolni Chiflik Municipality.



# ESKANA AD

## The Quarries

### **Sadovo Department**

It is located in the area of the village of Sadovo, municipality of Avren, region of Varna. The deposit is located to the south west of Sadovo, about 40 km from Varna in south-western direction. The road connections in the region are good and this facilitates the transportation of the extracted raw material. The raw material from both layers satisfies the requirements of BDS 171-83 and BDS 2271-83 regarding the harmful admixtures. The sands meet the standard for production of construction mortars, grade up to 10, including from 10 to 75. After the technological testing it was established that the sands from the upper layer satisfy BDS 171-83 for the production of regular concretes groups III and IV and for all other groups. Sand for mortars, plasters and road pavements.



# ESKANA AD

## The Quarries

### **Ezeroto Department**

It is located in the area of the island zone of the city of Varna. Sea sand for backfilling is extracted and offered there, there are also depots with extracted materials from all quarries of Eskana AD, for the comfort of our clients. There is a reinforcement depot with a large storage facility for reinforcement steel and reinforcement steel fittings. There is a functioning concrete plant on the territory of the quarry. In all departments there are laboratories for quality tracking of the production and one central laboratory.

<https://goo.gl/maps/zMJ9kXvhLYv>

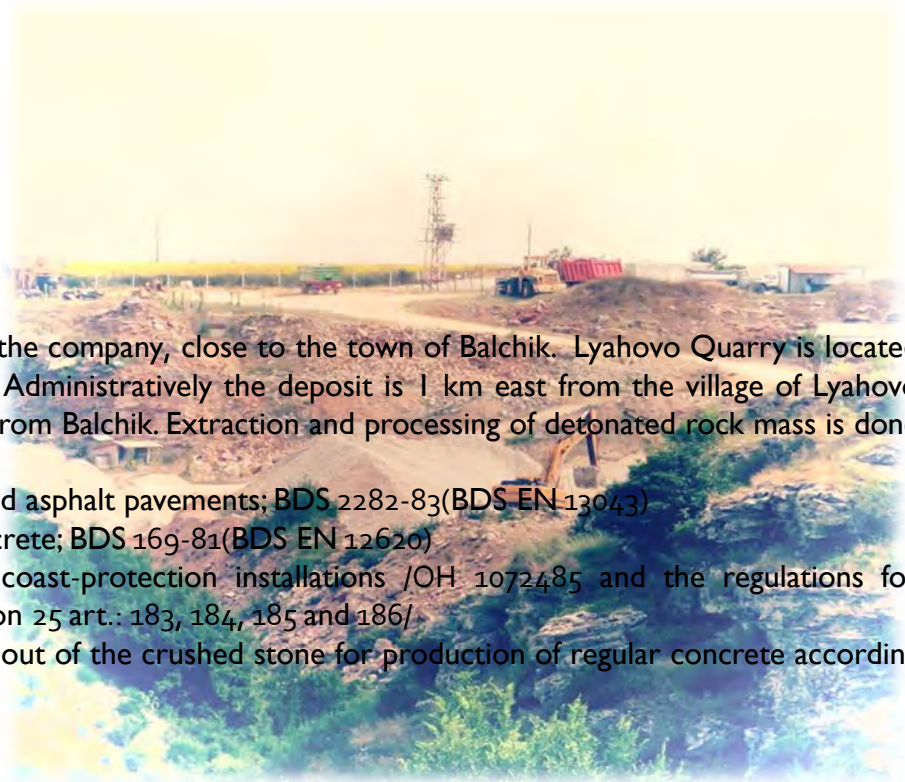


## The Quarries

### Lyahovo Department

A newly opened quarry of the company, close to the town of Balchik. Lyahovo Quarry is located in the region of southeastern Dobrudzha. Administratively the deposit is 1 km east from the village of Lyahovo and about 7 km in a north-west direction from Balchik. Extraction and processing of detonated rock mass is done there.

- crushed fractions for road foundations and asphalt pavements; BDS 2282-83(BDS EN 13043)
- supplementary materials for regular concrete; BDS 169-81(BDS EN 12620)
- detonated rock mass and blocks for coast-protection installations /OH 1072485 and the regulations for construction-erection works (CEW), section 25 art.: 183, 184, 185 and 186/
- an additional evaluation has been carried out of the crushed stone for production of regular concrete according to BDS 171-88 (BDS EN 12620)



## Information about extracted fractions

All rock and sand fractions have a certificate for production control 1950-CPD-021-17/12.05.2008 in accordance with Directive 89/106/EEC of the Council of the European Community from 21.12.1988 for harmonizing of the laws, rules and administrative regulations of the member states regarding construction (Construction Products Directive-CPD), changed by Directive 93/68/EEC of the Council of the European Community from 22.07.1993, implemented via part two of the regulations for the existing requirements to the building projects and evaluation of the conformity of construction products.



## System for control

The incoming control of the raw materials is carried out through laboratory analyses for these parameters, which are outside the norm. The system for production control envelopes the whole technological line from the incoming material to the end product. The efficacy of every technological mode is being carefully watched.

The company is certified according to ISO:9001:2000 from 04.12.2007 and is a member of the BULGARIAN CHAMBER OF MINING from 2004 and holds all rights and responsibilities in accordance with the statute of the association.





# ESKANA AD

## Projects carried out by Eskana AD

Terminal 2A of the sea port in Bourgas –  
main suppliers  
Emergency reinforcement of the eastern gully of  
Balchik  
Reconstruction and modernizing of the regional depot  
for solid household waste in the village of Vyglen



## Current building projects

Currently our association  
participates as a subcontractor in the  
construction of *Varna stadium*, *Tsonevo purging  
station*, highway water mains *Cherveniat Most*.



# ESKANA AD

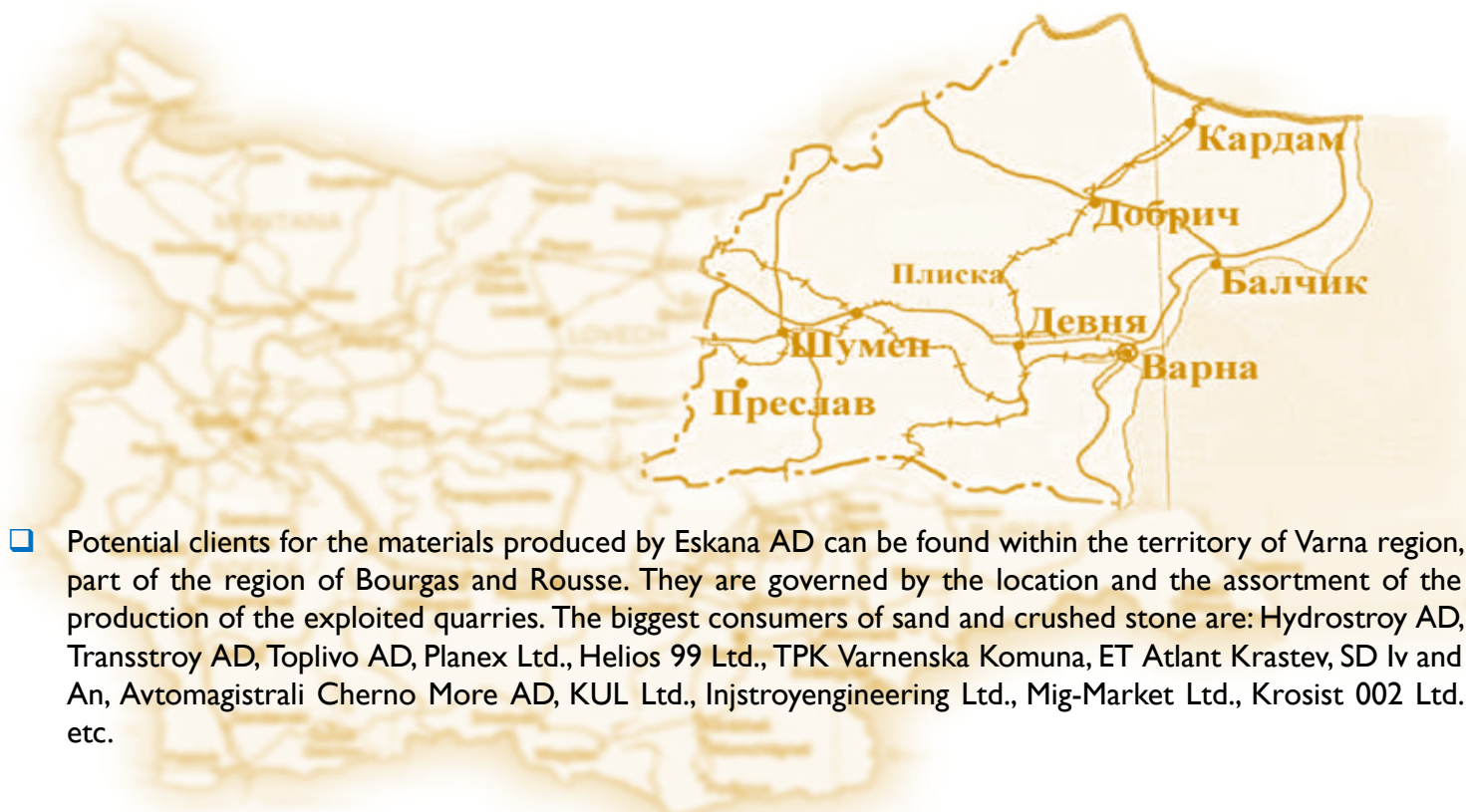
## AVAILABLE EQUIPMENT

Front loader L34	5
Front loader "DRESSTA"	6
Wheel loader LG958	10
Front loader "KOMATSU"	4
Front loader "HYUNDAI"	1
Bulldozer	3
Bulldozer "KOMATSU"	1
Bulldozer DresstaTD15M	1
Bulldozer S100	1
Bulldozers T100	3
Bulldozer D155	3
Bulldozers T170	1
Digger E303	2
Digger EKG 5A	2
Digger Э 2503	6
Chain digger "HYUNDAI"	3
Wheel digger CatM320	2
Self-propelled drill "LB 406"	2
Drill "Boeler"	1
Drill BMK-4	2
Chain drill "ATLAS COPCO"	1
Hydraulic chain digger "KOMATSU"	1
Lorries "Belaz" 548 A	6
Lorries "Belaz" 540 A	4
Loading vehicles	20
Auto crane	3



# ESKANA AD

## Clients



- Potential clients for the materials produced by Eskana AD can be found within the territory of Varna region, part of the region of Bourgas and Rousse. They are governed by the location and the assortment of the production of the exploited quarries. The biggest consumers of sand and crushed stone are: Hydrostroy AD, Transstroy AD, Toplivo AD, Planex Ltd., Helios 99 Ltd., TPK Varnenska Komuna, ET Atlant Krastev, SD Iv and An, Avtomagistrali Chernomore AD, KUL Ltd., Injstroyengineering Ltd., Mig-Market Ltd., Krosist 002 Ltd. etc.

# ESKANA AD

## Geologic and investigating

- Consolidation and estimates of new areas and not working fields.
- Completion of documents and demand for permission to looking for and investigating new fields and natural resources
- Investigating fields to look for natural resources
- Preparation of final geologic report and evaluating deposits
- Completion of documents for starting proceedings for receiving concession
- Preparation of social ecological, legal, finance, economic and technical grounds
- Preparation of overall and annual work projects.
- Preparation of engineering and geologic reports and estimates.



# ESKANA AD

## Mine surveying

- Equipment:
- 
- Total station SOKKIA SET 1030 RS (triangulator) with an option for non-prism measuring up to 350 meters.
- Programmes: Auto Cad 2007, ACSTRE 2004
- 
- Level Ni 007 with an invar staff for precise leveling.
- Team: joined together in company Anax Ltd., which holds a license for carrying out all activities regarding the cadastre of the Republic of Bulgaria.
- A leading designer with full qualification and capacity to work on part “Surveying”, enlisted in the cadastre department of the qualified individuals, practicing the profession “Surveyor”.
- Licensed expert – evaluator of agricultural land, forests and plantation of perennial plants.
- Teams in Rousse, Bourgas, Varna and Razgrad, equipped with total stations and having the capacity to carry out:
- Mine surveying for quarries;
- GEP on part “Surveying”;
- Overall projects on part “Surveying”;
- Tracing property, quarry and concession boundaries.



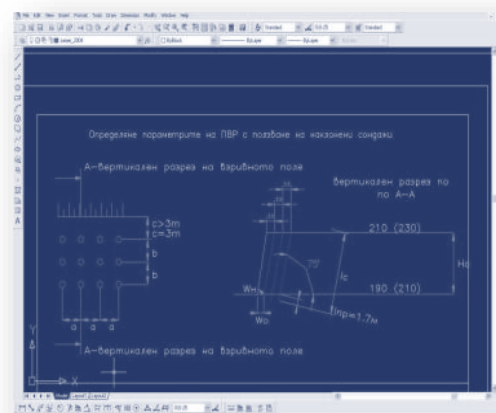
## Blasting works

### Planning of explosive works and manufacturing of explosive materials

Planning and implementation of borehole explosive works at mines and special explosions in urban conditions. Transportation of dangerous goods according to ADR. Manufacturing of roughly-dispersed ammonites and ammonium nitrate fuel oil explosive materials. The association holds a permit for manufacturing, trade and storage of explosive materials. It has two storage facilities and a manufacturing department. The storage facilities have a permit according to article 104 and the explosive materials are evaluated according to Directive 93/15/EEC.

### Security services

The association holds a permit for security services. It offers qualified armed security services when transporting dangerous cargos according to ADR as well as security guards for different sites.



# ESKANA AD

## Transportation services

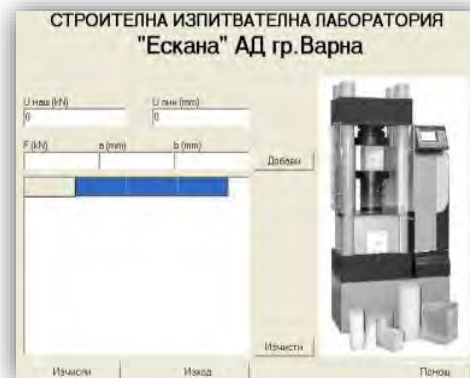
For the comfort of our clients we have organized transportation services to their sites.



# ESKANA AD

## Testing laboratory for construction purposes (TLCP)

TLCP, part of Eskana AD – Varna was created as an entity, directly under the authority of the Executive Director. The testing laboratory for construction purposes at Eskana AD – Varna is accredited in accordance with BDS EN ISO/IEC 17025: 2006 from the Executive Agency of the Bulgarian Accreditation Service (EA of BAS). TLCP has premises at Ezeroto, Sini Vir, Martciana, Staro Oryahovo, Vetrino departments and at the headquarters of the company. The laboratory has a competent team of lab technicians who carry out the testing applied for in the TLCP premises at the departments.



TLCP has technical means for measuring and testing and conditions for correct implementing of the testing. The laboratory carries out all testing activities in a way, which satisfies the requirements of BDS ENISO/ IEC 17025 at the permanent stations of the laboratory, permanent site laboratories at Sini Vir, Martciana, Staro Oryahovo, Vetrino and Ezeroto departments and distant from its permanent stations for natural testing. When the association expanded its activity with exploiting new quarries for extraction of materials, TLCP has also expanded its premises by creating a laboratory which meets the requirements of the new department. In the implementation of the testing, the laboratory maintains a high level of professionalism, impartiality and confidentiality when carrying out and evaluating the testing. We have created a system for internal control over the means of testing and measuring. Periodically the laboratory is supplied with new and up-to-date technology. A main principle in its activities is the strict implementation of the contracts with the contracting authority, so that the information which is received as a result of the testing is accurate, correct and timely presented.



# ESKANA AD

## PVC and Al frames

Company Eskana AD has a manufacturing department for PVC and Al frames, with a total area of 800 sq. m., equipped with machines produced in Germany and Turkey.

The profiles the company works with are as follows:

The double-glazing profiles are from 16 mm to 32 mm.

We have manufactured frames for many:

Blocks of flats – in Varna, Bourgas, Sofia.

Factories and industrial storage facilities – in Devnya, Provadiya, Bourgas, Karnobat.

Hotels and villa formations – Golden Sands resort, Slanchev Bryag, Ravda, Obzor. The company works with several municipalities as well.

Eskana AD always has a department for electrostatic powder coating, consisting of a cleaning processing line and an electric chamber. We process and coat electrostatically all kinds of metals and ceramic works. The dimensions of the electric chamber are:

Length – 8 m.

Height – 2 m.

Width – 1.20 m.

The electrostatic coatings which we use are Italian and Turkish, we work primarily with company JOTUN. We do all RAL colours.



# ESKANA AD

## Hotel management

### **Hotel Eskana**

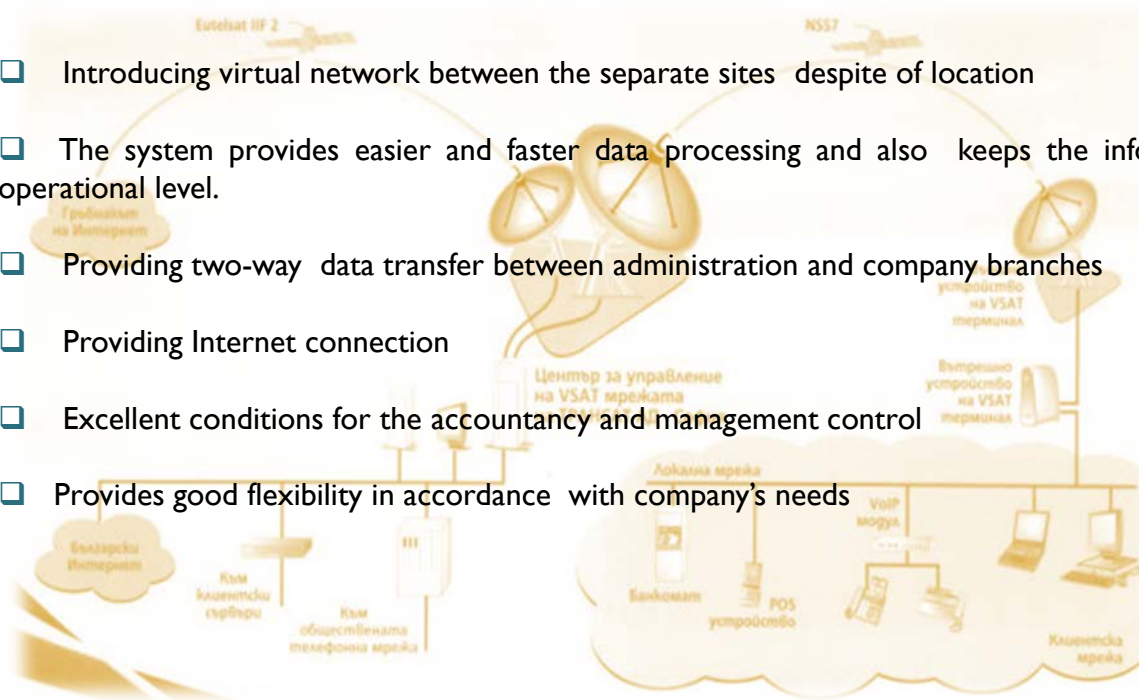
Located 42 km from Varna, in the village of Shkorpilovtci, municipality of Dolni Chiflick, is right next to 5000 m of coastal line with large virgin beaches and picturesque bays with crystal clear waters.

The hotel has 79 beds, spread between one single, 8 triple, 22 double rooms and 4 apartments, all equipped with an air conditioner. Each of the rooms has its own toilet, bathroom, with running hot water and a balcony with a magnificent sea view. The guests of the hotel have at their disposal a day bar with 38 seats – a diversity of cocktails and refreshing drinks, a restaurant with 60 seats – diverse Bulgarian cuisine and fish specialties. In terms of additional services it offers a fitness centre, a free fun train to the beach, a lifeguard service, a snack bar at the beach and water pedaloes.



### VSAT technologies in the company

- ❑ Introducing virtual network between the separate sites despite of location
- ❑ The system provides easier and faster data processing and also keeps the information on operational level.
- ❑ Providing two-way data transfer between administration and company branches
- ❑ Providing Internet connection
- ❑ Excellent conditions for the accountancy and management control
- ❑ Provides good flexibility in accordance with company's needs



# ESKANA AD

## The Future

- ❑ Our own aggregate quarries, laboratories for quality monitoring , large range of mechanization, and last but not least, the experts who work in the company provide fast and quality accomplishment of all assignments.
- ❑ The company's financial policy allows for our standing on the market free of any debts or burdens. Our financial stability provides us with a freedom of communication with our partners in the building industry and business as whole.
- ❑ The company's policy is opened to all tendencies and innovations, so it stays leader in the industry.



# ESKANA AD

## Stimex Ltd

Stimex Ltd. is a daughter company of Eskana AD which was created twenty years ago and is the successor of construction company Technoprogress. Stimex Ltd. owns seven concrete plants – two in the island zone, two in Golden Sands resort, one in Aksakovo, one in Balchik and one mobile concrete plant, all of which are fully computerized. The available concrete plants guarantee the quick implementation of its commitments. The quality of the produced concretes is guaranteed by the quality of the inert materials belonging to Eskana AD and proved by protocols from its accredited laboratory. The company has an asphalt plant with a capacity of 60 tons per hour and equipment for its laying. For concrete laying it has five concrete pumps: four mobile (one – 36 m, two – 32 m, one – 18 m length of the arm) and one stationary. Apart from them it has a mixer pump with a 24 m arm. It works with 5, 6, 7, 8 and 10 cubic concrete-delivery lorries with an overall volume of 80 m<sup>3</sup> per one turn. When needed additional concrete-delivery trucks can be hired. The company has tip-lorries for transportation of supplementary materials, multi-functional diggers “CAT”, “BOBCAT”, bulldozers and front loaders, vibratory single-band road roller, reinforcement depot and a construction team of workers. It has a capacity for implementing demolition and excavation works. We have three 40-ton diggers and also tip-lorries for transporting construction materials and excavated material formed as a result of the construction works. The company has the latest generation of a multi-functional machine from “Brokk” company and its small weight makes it the most suitable choice in working within high-risk environments and places with high concentration of dust. Apart from that we have a digger with a 30-meter long arm with which have been carried out most of the excavation works in Golden Sands resort.



# ESKANA AD

## Stimex Ltd

The team of the company has erected buildings in all of the country, working on the construction of residential, community, office, tourist, industrial /factory/ buildings. We are experienced also in the construction of low-rise construction, as well as in installations of national importance. At the moment Stimex Ltd. is the major contractor at the following sites:

Varna Stadium – a project with a three-year period of construction.

A residential building in the centremost part of the city of Varna, with flats, underground parking and an office floor, gross built-up area (GBA) 10000 m<sup>2</sup>;

A residential building in the village of Kranevo, with holiday apartments, shops, a restaurant, a swimming pool, garages, a sport centre, with gross built-up area (GBA) 3000 m<sup>2</sup>;

A residential building in Varna – Gorna Traka.

The equipment which the company has, in the sphere of rough construction, is respectively:

tower cranes “LIEBHERR” – Germany;

vertical shuttering “DOKA” – Austria;

horizontal shuttering “KLENK” – Germany;

supporting structures “Officine – Villauta” – Italy;

The working teams are in the sphere of: rough construction, insulations, water and electricity installations, teams of brick-layers and pargets, flooring, carpenters, plasterboard, coatings. We are ready to begin high-rise construction within a period of 20 days at the latest. The company has the necessary equipment and available workers for the immediate beginning of construction works, regarding projects with gross built-up area of 5000 to 50000 m<sup>2</sup>.

Upon your request the company is ready to provide a team of workers onto your building site within three days.



## Stimex Ltd

Company Stimex Ltd. is a member of the Bulgarian Construction Chamber since 09.02.2008 and holds a permit to carry out construction projects from Group I (high-rise construction, the adjoining infrastructure, electronic telecommunication networks and installations) as well as construction projects from second to fifth category.

The company has compliance certificates issued by the Research Institute of Building Materials for all types of concrete, produced by the association.

Thanks to our contract fulfillment discipline, highly qualified engineer and technical staff and executive personnel, our association has established its name on the market and has proven its trustworthiness and probity.



# ESKANA AD

Stimex Ltd



Concrete dump  
truck TATRA



Excavator CAT 432



Chain excavator Hyundai



Wheel loader  
Dressta



Mini wheel  
loader CAT 246



Steam roller

**„Stimex” Ltd** has the last “Brokk” machine for destroying buildings.



# ESKANA AD

## Stimex Ltd

### Construction activity and finished projects

Name of the project	Client	Type of finished work
Hotel Astera	Granat Ltd	Producing and using concrete mixtures, reinforcement, transport and mechanization activities
Hotel Azalia	Yantar Ltd	Producing and using concrete mixtures, reinforcement, transport and mechanization activities
Hotel Orchidea	Livel Ltd	Producing and using concrete mixtures, reinforcement, transport and mechanization activities
Hotel Iglika	Golden Sands PLC	Excavation works, producing and using concrete mixtures reinforcement, transport and mechanization activities
Depot for domestic waste	Ministry of Environment and waters - Sofia	Excavation works, producing and using concrete mixtures reinforcement, transport and mechanization activities
Building in Asparuhovo	ST "G.Grigorov"	Excavation works, building rough works
The quarry of Martsiana	Eskana PLC	Making repairs
"Balgarska svatba"	St.St Konstantin and Elena Holding	Destruction, excavation works and transport activities
Laboratory	Eskana PLC	Building works
Hotel Amadeus	Meyfear Ltd	Producing and using concrete mixtures reinforcement, transport and mechanization activities
Block of flats for guests with dining room in Balchik	Keramik GT PLC	Building – rough works

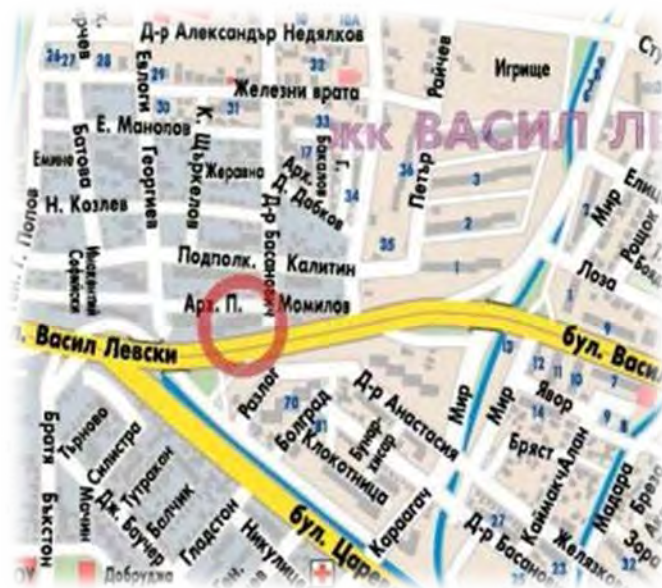


# ESKANA AD

## Contacts

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