

## ... Victoria Perepelyatnik - 15 years as General Director of VSP Moscow ...

### VSP Major Projects:

- 1992-1996  
*Uralasbest*
- 1993-1997  
*Tulachermet*
- 1997  
*NorilskNikel*
- 1995-1998  
*Ukrtransgaz*
- 1998-1999  
*Volgogradtransgaz*
- 1996-2001  
*MN Druzhba*
- 1997-2010  
*KINEF*
- 1998-2010  
*Slavneft*
- 2001-2010  
*Perm Refinery*
- 1998-2010  
*NORSI*
- 1995-2010  
*Moscow Refinery*
- 1996-2005  
*Omsk Refinery*
- 2000  
*Tomskneft*



*Victoria Perepelyatnik, General Director  
VSP Ltd, Moscow 07.05.2010*

In May 2010 the meeting of shareholders of VSP Ltd, Moscow, accepted resignation of Victoria Perepelyatnik as the General Director of the company, the position Victoria Perepelyatnik was holding for 15 years.

VSP Limited was registered in the Moscow Registration Chamber in 1996. As of its first day Victoria Perepelyatnik was acting as the General Director of the company.

The input Victoria made and her participation in the making of the company and its development requires more than a few sentences to describe.

Our company as it stands today is the result of everyday's laborious work for many years.

Professionalism, competence, high moral principles, and responsibility – these are the words to only partially characterize Victoria's attitude to work.

High standing of Victoria among the members of VSP team, her reputation with our Partners and Customers serves an example of professionalism to the level of which we all strive.

*Dear Victoria,*

*We would like to express our deep appreciation and respect for your efforts and input you made for development of VSP Ltd. Let us wish you new accomplishments and achievements, interesting and worthy people to come across on your way. Good luck!*

*Sincerely yours  
Your Colleagues*

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1996  
Moscow  
VSP office



2002  
Ivano-Frankovsk  
UN meeting



1999  
Ashgabad  
Turkmenistan



2002  
Parker Hannifin  
IPD



1996  
Tula, Russia  
Tulachermet



1991  
Imperial Chemical Industry  
UK



## Joint participation with Cooper Industries Russia in Oil & Gas 2010 Exhibition in Moscow



The 13<sup>th</sup> International Neftegas 2010 took place in the ExpoCentre in Moscow on 21-25<sup>th</sup> June 2010.

For over 1000 exhibitors from 35 countries worldwide took part in the event.

This year VSP has been participating in the exhibition together with Cooper Industries Russia, one of our partners.

MTL equipment exhibited on the stand was of traditional interest to our old customers and new visitors.

A lot of questions were asked concerning various GECMA models and features of explosion proof terminals. New MTL series of IS isolators were of great interest as well.

A number of meetings and discussions were held during the Exhibition to consider prospects of development of VSP and further cooperation with DCS companies, major Russian regional integrators and end-users covering all the lines of VSP activities.

As the Exhibition follow-up, a lot is done to consolidate reached agreements.

## Foundation Fieldbus Training Seminars in St-Petersburg



In May 2010 VSP carried out three presentations-seminars related to FF application. The presentations were organized for project design institutes in St-Petersburg, and for our long-term partner and customer – SPIK SZMA Company.

The programme for LenGiproNeftechim Institute provided for introduction into Foundation Fieldbus technology, presentation on physical layer of FF, practical implementation of interface

based on MTL equipment.

The second seminar was conducted for NefteChimProekt Institute and was dedicated to technical discussions on FF application in current projects of the company. NefteChimProekt is one of the companies with real practical experience of designing control systems based on Foundation Fieldbus.

The seminar for SPIK SZMA Company was attended by over 20 specialists of Project Department focusing on sites of KirishiNefteorgSyntez. An extended presentation was made on Foundation Fieldbus technology, and physical layer of the interface. This was related to the projects implemented in CIS with VSP participation.

## VSP take part in "Chemistry. Oil & Gas – 2010" Exhibition in Minsk, Belarus



The 13<sup>th</sup> International Exhibition "Chemistry. Oil&Gas – 2010" took place in Minsk in the period of 25-28 May 2010.

Visitors had a possibility to get acquainted with technologies, equipment, raw materials and products of the chemical industry. A special sector was dedicated to oil and gas covering production fields, transportation and storage, construction and maintenance of gas and oil pipelines, and

gasification of industrial and municipal sites.

Under our plans of regional development, specialists of VSP Moscow and VSP Ukraine actively participated in the exhibition.

Some productive meetings were carried out with Mozyr OR, BelOrgSyntez, BIK SZMA, Ruscomtech (Honeywell representative in the Republic of Belarus), Emerson and others. The agreements reached would allow for further extension of VSP presence in the Republic of Belarus. As for today VSP has already signed contracts with the companies first met with in Minsk.

## LUKOIL Tender for supply of Mobrey equipment



In June 2010 LUKOIL was running a tender for supply of liquid density and viscosity meters manufactured by Mobrey.

Tender committee awarded victory to VSP.

The equipment is intended for application on sites which are part of the LUKOIL Oil Company, including application at Varandey terminal.

In 2010 VSP has launched a comprehensive Programme of development of relationship with LUKOIL group enterprises aiming at providing better support to our strategic customer. The programme is planned for 2 years and covers the following key issues: running multiple seminars on products of our partners-manufacturers, special conditions for customer technical support, special warranty support conditions and a lot of other important actions.

## ROSNEFT Tender for Parker Seal Products



In April 2010 VSP was qualified as official distributor for Seal products in the markets of Russia and Ukraine. We have developed an extensive programme to promote the product in the market, covering both existing customers in petrochemical industry, as well as introducing Parker to new market segments.

As a result we were invited to tender, and two of the bids were for companies which are part of ROSNEFT National company.

At the final stage our company was announced as the winner. At present first contracts are submitted for signing by the parties.

The very first results are gained. A lot of new tasks are to be achieved.

## Joint Presentation with Cooper Industries Russia for Volgograd Refinery



On the 8<sup>th</sup> of July 2010 a joint seminar was carried out by VSP and Cooper Industries Russia on the basis of VolgogradNeftePererabotka.

The agenda covered as follows:

- Introduction of Cooper Crouse Hinds Company;
- Explosion proof equipment by CCH: field protective enclosures; control pulpits, explosion proof lighting equipment, alarm units, cable glands, plug connectors;
- Demonstration of samples of equipment;
- Introduction of VSP and MTL;
- New interfacing isolators MTL 4500/5500;
- Presentation on Gecma equipment;
- Short summary on new MTL developments.

There is MTL IS equipment in use at Volgograd OR. For the most part it was supplied as part of control systems (Honeywell prevailing). So far technical solutions were based on MTL4000, 5000, 830 isolators. There was a lot of interest shown by the present specialists in relation to new isolator series,

## Working Meeting of VSP Group companies in Kiev



A working meeting of VSP companies was held on the 22<sup>nd</sup> of July 2010 in Kiev on the basis of the Ukrainian office.

Those participating were: Sergey Kosik, General Director VSP-Ukraine; Oxana Klochenko, Deputy Sales and Marketing Director, VSP Ltd., Russia.

The meeting was focused on discussions related to VSP marketing policy, vacancies available with VSP, current issues.

A plan for exhibition activities for VSP was adopted for the period to the end of the year covering: Kazan, RF; Almaty, Kazakhstan; Ufa, RF; Perm, RF; Kiev, Ukraine.

While in Kiev Oxana Klochenko has interviewed a number of candidates for the vacancy of Assistant Manager for Marketing. As a result of this session, our new colleague Olga Trusova started her trial period with VSP.

## New VSP opportunities in Belarus related to Parker Products



VSP has been official Parker Hannifin distributor for over 15 years.

VSP has the status of Certified Distributor (Process Control) for the following

product lines:

IPD - Instrumentation Products Division  
FCGE - Fluid Connectors Group Europe  
FDE - Filter Division Europe  
HYGE - Hydraulic Group Europe  
SEALS - Hydraulic Seals

In July 2010 as a result of negotiations with Parker Hannifin a preliminary agreement was reached providing for VSP to represent Parker interests in the territory of Republic of Belarus.

We are active in Belarus along the lines of MTL, Mobrey, Eurotherm products. A possibility to offer our customers Parker instrumentation and hydraulic products would enable VSP to fully comply with market conditions. At present the Distributor Agreement is at the stage of signing.

In case if you have any questions please contact our Offices:

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