

NEW PEOPLE TO VSP TEAM

VSP - new people



The basic principle of VSP operation is striving for development. As any other healthy company we are constantly looking forward to new challenges. Applying this simple principle to all our actions, implementing into practice a new approach to the market, using new modern marketing technologies and upgrading level and quality of our services, we have achieved a certain level of stability and have a clear understanding of further Company prospects.

In the first quarter of this year some long term VSP programs were launched, aiming at further development of the Company. In relation to

this there were some new inter-company assignments made and new vacancies announced to be filled.

- Vladimir Frolov was assigned a job of the Sales Director for IS interfaces and systems;
- Marina Smirnova was assigned a job of the Leading Manager for finance and commerce.

Six new vacancies are to be filled in Moscow and Ukrainian offices of the Company:

- Sales Manager Assistant. IS interfaces and systems (Moscow office);
- Sales Manager Assistant. Measurement equipment and systems (Moscow office);
- Sales Manager Assistant. Instrumentation products (Moscow office);

- Office manager (Moscow office);
- Marketing Manager Assistant (Kiev office);
- Sales Manager Assistant (Kiev office).

Three of the six vacancies have already been filled in, the rest is planned to be done by the end of June.

VSP – New Opportunities with Parker Seals



We are happy to announce that as a result of negotiations with Parker Hannifin Seals Division, Germany, an agreement was reached for VSP to operate as the official distributor for this product line in the markets of Russia and Ukraine.

The Seals Division of Parker Hannifin Corporation is one of the world leaders in the manufacture of precision,

conducting seals and thermo-resistant products.

This high class product line organically integrates and offers another solution to complement those which are already represented by VSP in the market in partnership with Parker. Our expertise and an extensive customer base in oil production and petrochemical industries enable us to offer our partners and end-users a new product. Sealing technical solutions

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are widely adopted and are in demand in many industrial applications. It will be of interest for us to develop our business in this new direction.

VSP has worked out a detailed comprehensive plan for marketing and promotion of Seals solutions.

First steps have been undertaken: initial inter-company training; a new information page on the company website; some preliminary negotiations with a number of customers. We have first results as well. In April we have worked through and considered some projects with our customers. We hope them to be converted into orders soon.

Atyrau – Kazakhstan



In the period from 6th to 8th of April 2010 Vladimir Frolov, VSP Technical Director made a business trip visit to Atyrau.

A number of meetings was carried out with Honeywell Automation Control LLP, Technical Centre; Invensys Systems Kazakhstan LLP, Zeinet, Dalara (Overseas) Ltd.

Honeywell office in Atyrau provides support for the installed equipment for such companies as TCO, KPO, Atyrau OR and others.

A presentation on VSP and its products supplied to Kazakhstan market was held at Honeywell office, some current technical issues were discussed and a revised Package Offer for 2010 handed over.

At the meeting with Invensys company a detailed VSP presentation was made as well with the main focus on MTL solutions. The company engineers showed interest in integrated solutions for Foxboro I/A and Triconex systems based on MTL equipment. A Package Offer has been also handed over to representatives of Invensys.

In 2009 VSP acted as a supplier of intrinsically safe equipment for Atyrau OR, whereas Zeinet company was chosen as project integrator. During a meeting with Zeinet representatives a number of concrete technical questions were formulated which are now being worked on by VSP engineers in line with the reached agreement.

Dalara (Overseas) Ltd is a construction and service company working for Tengiz and Atyrau enterprises, as well as at Karachaganak and Karabatan. Company specialists have good knowledge of MTL and Eurotherm equipment and speak highly of it.

The visit to Atyrau was under the frames of VSP program of regional development in Kazakhstan.

VSP – Ukraine – meetings with DCS partners

Honeywell

EMERSON
Process Management

YOKOGAWA

In April following the work with our partners-DCS companies, Sergey Kosyk, General Director of VSP-Ukraine had a number of meetings at our customers:

- Honeywell;
- Emerson Process Management;
- Yokogawa Electric CIS in Ukraine.

Current issues and future joint projects were discussed. Revised Package Offers were prepared and brought forward to our partners.

VSP has a long history of operation in CIS markets in close cooperation with DCS companies. As a result of such work a number of joint projects was carried out in Russia, a continuous work is being done under the signed Frame Agreements both in Russia and Ukraine.

VSP + Cooper Crouse Hinds – technical seminar in Angarsk



A joint seminar has been held on 14th April 2010 in Angarsk by VSP Moscow specialists and Cooper Crouse Hinds Russia representatives.

The following topics were covered:

- CCH – general presentation;
- Intrinsic safety equipment by CCH;
- How competition compares, CCH advantages.
- VSP – general presentation;
- New intrinsic safety solutions by MTL;
- MTL4500 series isolators;
- MTL multiplexer systems;
- Gecma explosion proof terminals;
- Traditional IS solutions based on MTL 7700 series.

The seminar was attended by representatives of Angarsk NefteChimProekt Design Institute, Komsomolsky OR, Angarsk OR.

VSP supply Mobrey density and viscosity metering systems components for TREI GmbH



In April 2010 VSP signed a major Agreement for supply of Mobrey equipment for viscosity and density metering systems for TREI GmbH. This equipment is intended for Bashkortostan.

Placing this agreement has been a result of long term 2-year cooperation between VSP and TREI.

For over 20 years TREI GmbH has been supplying equipment and acting as an integrator for oil and gas, power, chemical and food industries. Apart from the main office in Germany and Management Company in Moscow, TREI has 3 production units in Penza, Kazakhstan and Tatarstan; at present the TREI holding comprises 11 companies.

Cooperation between VSP and TREI continues. As for today terms for signing another Agreement between our companies are under discussion.

We are looking forward to further development of relationship with our strategic partner.

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