

## New Shareholder in VSP-Ukraine

### Sergey Kosyk — Shareholder in VSP-Ukraine

Sergey V. Kosyk joined VSP-Ukraine in 2005 as a sales manager.

In fact Sergey has been working for VSP-Ukraine as of its very first days.

With his professional skills growing and significant personal input, Sergey has been promoted to the position of Technical Director of VSP-Ukraine in 2007.

As a result of restructuring in 2008 Sergey headed up the work of Ukrainian office of the company in the position of the General Director.

Based on his achievements in 2008, Sergey Kosyk was awarded the VSP Group Manger of the Year title.

Having appreciated Sergey's commitment to work in the course of all the years of VSP-Ukraine operation; true versatile professional growth and

significant input to the development of VSP-Ukraine; strengthening of the company standing in the region, shareholders of VSP-Ukraine made Sergey an offer to become a shareholder.

We are pleased to announce that Sergey V.Kosyk became a shareholder of VSP-Ukraine on March 2, 2010.

We congratulate Sergey on this achievement and wish him every success with his new responsibility.



### Seminar at Slavneft



A business trip by VSP engineers to one of Slavneft subsidiaries – YaroslavlNefteOrgsynthez took place on 21 January 2010.

The focus of the visit was presentation on new MTL solutions

The following issues were covered:

- Overview presentation on VSP and MTL
- MTL4500/5500 series

- Integrated solutions for Yokogawa and EPM
- Overview on Foundation Fieldbus

Potential interest has been demonstrated by specialists of the plant in Fieldbus solutions for their applications.

VSP has been supplying equipment to Slavneft – YaroslavlNefteOrgsynthez for over ten years.

### Contents

Sergey Kosyk – Shareholder in VSP-Ukraine	1
Visit to Slavneft	1
Meeting of representatives of VSP Group companies in Kiev	2
Vladimir Frolov business trip to Samara	2
Visit to Achinsk Oil Refinery	3
Launching AQS for Parker Hannifin	3
Seminar for Ust-Ilimsk Pulp and Paper Plant	4



## Meeting of representatives of VSP Group companies in Kiev



There was a meeting of representatives of VSP Group companies on the 1-2 March 2010 which took place in Kiev in the Ukrainian office of the group.

Those participating were:

- Sergey Perepelyatnik, Managing Director of VSP Technologies & Services Ltd., UK
- Ivan Perepelyatnik, Marketing and Sales Director, VSP Limited, Russia
- Sergey Kosyk, Managing Director, VSP-Ukraine, Ukraine

The main objective of the meeting was to sum up the results of activities of VSP group and to discuss further plans for regional development of the company.

There were some working plans under discussion as well for VSP-Ukraine and strategic decisions were taken to further evolve the company in Ukraine.

## Business Trip by Vladimir Frolov to Samara



Vladimir Frolov, VSP Technical Director was on a business trip to Samara on the 2<sup>nd</sup>-3<sup>rd</sup> February 2010.

Meetings were held with representatives of GiprovostokNeft and SamaraNeftekhimproekt design institutes.

Application of Foundation Fieldbus equipment by MTL, concept of field networking and explosion protection means were discussed during the meeting at GiprovostokNeft.

SamaraNeftekhimproekt was the venue for joint presentation with Cooper Crouse Hinds for Rosneft specialists.

The following topics were covered:

- VSP overview
- Presentation of MTL solutions
- New interface isolators MTL4500/5500
- Temperature multiplexers
- Fieldbus – network building concept; segment calculator; physical layer components
- Practical application in Rosneft projects with direct participation of SamaraNeftekhimproekt – development of Vankorsk oilfield
- Cooper Crouse Hinds overview
- Intrinsically safe equipment by CCH
- Competition and advantages of equipment by CCH

Participating in the seminar on the part of Rosneft Company were Electrical Services and Instrumentation Department specialists from Kuibyshevsk OR, Novokuibyshevsk OR, Syzran OR, SamaraNeftegaz; and Electrical Services and Instrumentation Department specialists and Automation and Control engineers from SamaraNeftekhimproekt.

## Visit to Achinsk Oil Refinery



Representatives of VSP were welcomed at Achinsk Oil Refinery in the period from the 9<sup>th</sup> to 11<sup>th</sup> March 2010.

Achinsk Oil Refinery is a major processing company in Krasnoyarsk Region. In May 2007 the company was acquired by National Company Rosneft. The capacity of oil refinery constitutes 7,0 M tones (51,2 M barrels ) of oil per year.

The aim of the trip was to present VSP Company to the oil refinery; to present equipment and solutions by MTL; to discuss current and prospective projects, as well as technical aspects of performance of equipment supplied by VSP to the plant.

As for now there are several tenders for DCS running at the plant. Our equipment is appreciated and valued as reliable and unquestionable. Potential interest was manifested in relation to MTL4500 series which is not yet available at the plant.

Apart from this in the current year we might see implementation of a project with potentially possible application of other new MTL solutions.

VSP has already delivered intrinsically safe interfaces, instrumentation fittings and system components for viscosity measurement to Achinsk OR direct and via DCS companies.

## AQS Launched for Parker Hannifin



In March 2010 we have launched a second version of Automated Quotation System (AQS) for Parker Hannifin product lines.

Originally the system was launched in July 2007. Many of our Customers got familiar with advantages of using it. The system was in operation until January 2009.

In September 2009 we started to work on AQS for MTL product line. We are glad to mention especially that the system has been received positively by our customers. For the time the system has been in operation over 150 quotations were issued.

Today we offer our customers AQS for Parker Hannifin products. The AQS provides for budget quotation for Parker Hannifin products on the basis of delivery from the manufacturer's ware-house in Europe, as well as for delivery to the Buyer's ware-house in Moscow.

The system has two operation modes:

- Guest Mode – no authorization required  
This mode allows for quick and simple generation of request for quotation, which will be automatically routed to our office. We will get a technical and commercial quotation ready for you within 48 hours.
- Authorization Mode – only for authorized users and is intended for our DCS partners

Access to AQS is via Technical Support section at <http://www.vspmos.ru/support/>

We hope that our customers will find this tool useful and simple to apply.

## Seminar for Ust-Ilimsk Pulp and Paper Plant



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On the 19<sup>th</sup> of March 2010 a seminar was held in Zelenograd at the Yokogawa technical Centre.  
VSP Technical Director Vladimir Frolov and Pavel Guschin, our MTL sales engineer, made presentation for one of the Yokogawa Electric CIS customers – Ust-Ilimsk Pulp and Paper Plant.

The agenda of the seminar was focused on the following:

- General presentation of MTL equipment
- Application of Fieldbus F809 modules in safe area (non IS)
- Fieldbus F809 modules application with PRM Yokogawa

The information presented for representatives of Ust-Ilimsk Pulp and Paper Plant was received with great interest.

VSP and Yokogawa Electric CIS have a long history of partnership. We actively cooperate with Yokogawa on all four product lines and solutions which VSP offers to DCS companies.

Working seminars and meetings with Yokogawa personnel are part of our regular work.

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

**VSP Ltd.**  
2<sup>nd</sup> Floor  
22/2, Bolshaya Pochtovaya str.  
107082, Moscow, Russia  
Tel/fax: +7 (495) 234 0053  
Tel/fax: +7 (499) 261 3629  
Tel/fax: +7 (499) 265 6046  
e-mail: [vsp@vspmos.ru](mailto:vsp@vspmos.ru)  
[www.vspmos.ru](http://www.vspmos.ru)