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VSP

VSP Company

An engineering solution becomes really valuable when it features unique qualities, when its capabilities provide for a technical advantage for the user and considerably cut down expenses — optimise time and financial resources — allowing for stronger competitive position of the business.

VSP purpose and intention is to present to the customer technologies based on world-level engineering achievements — from a «simple» fitting to high-tech data processing systems — industrial computers, input-output systems and other up-to-date solutions.

VSP specializes on the following business lines — Instrumentation products, Intrinsically safe interfaces and systems, HMI-solutions and Electromechanics. In terms of a project approach the company cooperates with a number of manufacturers and suppliers.

The main asset of VSP is knowledge and expertise accumulated by the specialists.

What matters to the customer in the end, is a solution to his technical task in terms of a project realization, be it an IS circuit protection, a reliable flow commutation or an accurate process parameter measurement. An incompetent team cannot expect to hold a successful place in the eco system.

Keeping in mind the importance of a further company services development in terms of quality, the approach to the Educational Programme has been fundamentally revised since 2015. With a clear vision that only a certain level of the specialists' expertise can provide for a growth strategy, VSP undertook to speed up the process of education as well as revised the quality level of practices. In other words, the company has explicitly committed to development of the company expertise.

At the end of 2017 there was a number of internal interviews in the company; every employee was interviewed aiming at generating an optimum individual programme of development for each and every member of the team.

December 2017 can be considered a milestone of the Programme of Advancement, the next evolutionary level of the earlier Educational Programme. The Programme of Advancement takes into account not only the educational plan, but is a «road map» for a specialist, for professional and career advancement, following which one may in the end expand his or her personal potential.

We think that VSP is not just a company. VSP is a platform, on which basis every employee can realise his or her potential and be successful.

Comprehensively investing every year in VSP development, in professional advancement of specialists, we strive to work at a new level, keeping in mind basic principles — competence, professionalism, quality and long-term strategy. Creating special working conditions for the team, allowing to realise potential of its every member, we want to provide for a confident standing in life for every person working at VSP.

A modern market makes high level demands on all those involved in business. We believe that building an open and long-term relationship within the company, with customers and partners present to VSP possibilities for implementing plans for the company development.

VSP





The team

Striving to do a job at a new level, sometimes unachievable before — this is how the main principle of VSP operation could be described.

Following a development vector all the time is not a simple job, it is not simple to move forward continuously. Sometimes the situation makes one stop, analyze what's wrong, take tough decisions, gain strength and energy to carry out one's intentions, strategy — sometimes simply not to step back.

Without doubt, as with any job, and particularly true of ours — VSP being a distributor company — the most important and our main asset is the team. The team united by common work ethics, willing and ready to evolve, which means to invest a little bit more of an effort than is simply needed, and then plans start being implemented and «the process gets going».

VSP team is developing. In March 2015 the operation of a VSP representative office was launched in Ukraine, Kiev. Sergey Kosik, Regional manager of VSP is stationed in Kiev. Alongside with this, Sergey's responsibility covers work on projects on other territories, in Belarus, in the first place.

In 2016 VSP initiated operation of a Regional representative office in Ufa. It is an important step for our company — we not only want to be closer to the customer aiming at clear understanding of current requirements and providing prompt solutions; primarily the team is striving to provide the customer with professional expertise and our readiness to work based on high quality standards.

The VSP team has put a lot of effort into generating a verified plan of works and the Company budget for 2022. The first drafts of the plan and budget were formulated in September. We expect VSP to be capable to demonstrate confident work in the market, positive dynamics of the key indices in the new year. The Company is focused at the goals adopted for realisation earlier.



The strategy

Principles do not change. The strategy must be agile, must develop along with the company.

Stage 1: 1996 — 2014 Partners-manufacturers.

During the years of operation in Russia, Belorussia, Kazakhstan, and other CIS countries, the territories where VSP has been active developing business jointly with partners-manufacturers, we were always following the main principle of work: VSP serving as an interface between a partner-manufacturer and a customer. For about 20 years VSP was focusing exclusively on developing established partnership relationships with MTL, Parker Hannifin, Eurotherm and Emerson. Such an approach has paid off — on every line of activity, special for the company, we hold a leading position as a team capable to provide a comprehensive support for partners' solutions in the market. Time goes forward. Market conditions change.

Stage 2: 2014 — 2019 *distribution tech; trade tech; marketing tech.*

We provided for the structure allowing for the company development, separating various business activities into individual blocks. All the practices generated by the company under the frames of cooperation with the partners-manufacturers in the capacity of a distributor, were singled out by us in a *distribution tech* subdivision. On the basis of a new *trade tech* platform VSP started building relationship with new partners and suppliers — at the end of 2015 we reached a principle agreement on cooperation with a German manufacturer WIKA. *marketing tech* is a new promising business line. A more intensified activity on this line is planned for some later period.

Stage 3: 2019 +

Project approach — adding more value for the customer.

To our mind, the task of our company is to provide the customer with an optimum solution based on a selection from a wide range of manufacturers, and not only on the historically established business relationships with the VSP partners; the former approach — a limited offer, does not comply to our mind with current market requirements. It is a matter of principle to point out that specialists' competence and expertise form the foundation of each and every of VSP plans and initiatives. We are distinctly focused on high qualitative operation indices, in the first place covering a technical level of competence of the team.

Marketing

«For us marketing is a complete business process. We do not separate marketing tasks from other tasks facing our team. Detailed understanding of special capabilities of technical solutions by partners-manufacturers; a programme of competitive intelligence; the whole standard tool set for communication with a customer — site, specialised literature, seminars, exhibitions, ... — this is marketing. All this in the end makes it possible to efficiently solve technical tasks set by our customers».

For one company, marketing is a classic concept of «organizing products manufacturing and sales based on research of market demand in products and services»; for the other — «marketing is a market philosophy, strategy and tactics of thinking and actions by the market participants: not only manufacturers and intermediaries in commercial activities, but consumers and suppliers, practicing economists, scientists, whole organisations up to governmental bodies»; and finally — «the aim of marketing is to make sales efforts unnecessary. The aim is to know and understand a client so well, that a product or service will absolutely suit the latter and will sell on its own».

In the end, it's not that important who and which way interprets the concept; in the first place, in business a real value of this or other company in the eco system is important. As a tool, marketing could be one of the considerable business components, aiming not only at efficiency improvement of the company itself, but in the first place, marketing has to provide for better efficiency indices of the customer's working process.

For the sake of analysis let us take a traditional marketing definition — «organizing products manufacturing and sales based on research of market demand in products and services». The higher the company competence, the better understanding of the market, expectations and customer demands, the more expertise the company avails in «product sales», then, obviously, the higher the quality of a solution offered to the customer on a concrete task, to say nothing of possibilities of a frame long-term cooperation.

Programme of Advancement

In the end, the company culture, in the widest meaning, defines the company future potential. One of the key tasks of the Programme of Advancement is to help every VSP specialist to take another step, to get to a new quality level of work. Relevant professional knowledge is the key for making the transfer possible.

Here at VSP we keep focused at the following key goal — advancement of every specialist defines future potential of the business on the whole.

It is hard to disagree with the statement, especially nowadays, that the defining factor being not «where», but «who» and «what» as the competitive advantage of a person or the company. Today when the opportunities opened by a modern digital world allow to ignore such a notion as distance, the potential and efficiency embodied in every employee as well as intelligence is essential. It is obvious that a winning position is in the first place defined by knowledge. Whichever obvious it is, unfortunately it does not imply smooth integration into a working plan of each and every employee in practice.

At VSP we try to offer equal opportunities to employees for development, professional and career advancement. All the company specialists have equal access to the instruments of the Educational Program, defining part of the personal Program of Advancement.

VSP Company Employee of the Year 2004 — 2021

2004

Sergey Sidorov

Sales Manager
Worked in VSP in 2 years

2005

Marina Smirnova

Commercial Director
Working in VSP since 2001

2006

Roman Terekhin

Sales Director
Working in VSP since 2004

2007

Oleg Shakhov

Sales Manager
Worked in VSP for 3 years

2008

Sergey Kosik

Regional Manager
Working in VSP since 2005

2009

Svetlana Omelina

Logistics Manager
Worked in VSP for 15 years

2010

Alexander Sharanov

Technical Support Director
Worked in VSP for 9 years

2011

Oxana Klochenko

General Director
Working in VSP since 1996

2012

Ruslan Khatmullin

Sales Manager
Worked in VSP for 2 years

2013

Roman Kanshin

Senior Sales Manager
Working in VSP since 2010

2014

Ivan Perepelyatnik

Marketing and Sales Director
Working in VSP since 2000

2015

Roman Kanshin

Senior Sales Manager
Working in VSP since 2010

2016

Pavel Bodrov

Sales Engineer
Worked in VSP for 8 years

2017

Svetlana Petukhova

Chief Accountant
Worked in VSP for 10 years

2018

Anna Agafonova

Marketing Specialist
Working in VSP since 2016

2019

Andrey Malakhov

Stockkeeper
Working in VSP since 2017

2020

Marina Smirnova

Commercial Director
Working in VSP since 2001

2021

Natalia Smirnova

Accountant
Working in VSP since 2006

Business Ecosystem

In terms of a groundwork for the VSP working practices we are guided by the three key priorities — competence, efficiency and marketing. Through the prism of these three concepts we plan ahead for the company development. Success of the company depends on a business environment as well. We consider our company to be part of an ecosystem, where interests of all business participants are interconnected. Integrated into a holistic system, providing the customer with really competitive advantages it is possible to achieve distinctive operational indicators, to improve compatibility, and in the end, to stimulate business growth.

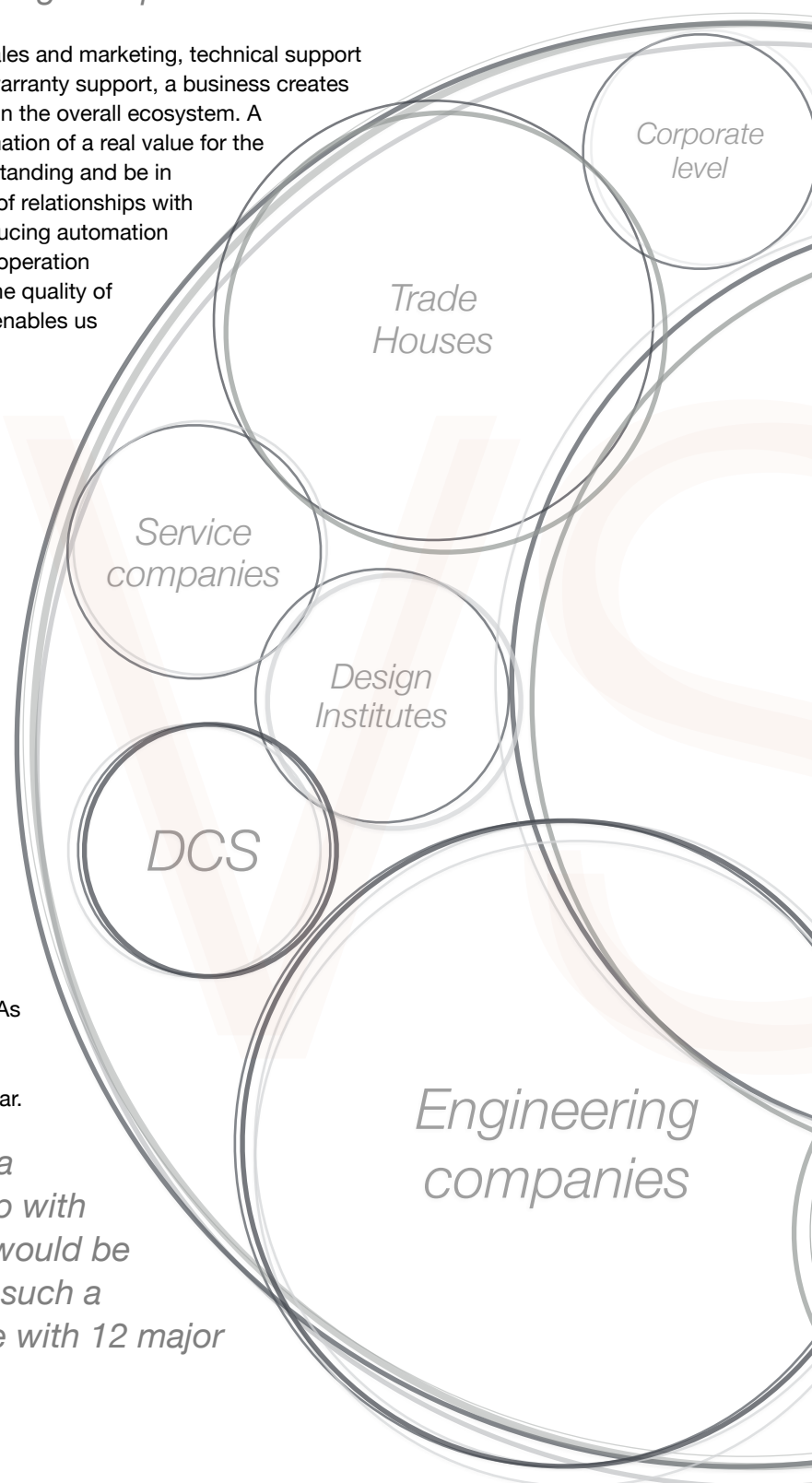
Business development requires most efficient use of available resources. An ecosystem, as we understand it, is an integrated interconnected and interdependent environment embracing VSP partners and customers.

Providing customers with up-to-the-mark services in sales and marketing, technical support and logistics chains management, warranty and after-warranty support, a business creates basic pre-requisites for generating future sustainability in the overall ecosystem. A strategy aiming at a qualitative level of services, at formation of a real value for the customer, for the market, can provide a stable market standing and be in demand in the long term. Building an optimum system of relationships with customers through information technologies and introducing automation into business processes, our company is improving its operation continuously which allows for a possibility to develop the quality of VSP services. Early forecasting of the market demand enables us to make right decisions and improve efficiency.

VSP implements a number of specialised programmes for our regular customers with a long term history of relationship. Our activities on the programme «Rosneft Special Customer» may serve as an example.

It is a challenge to work with such a company as ROSNEFT. Not only because ROSNEFT is highly demanding to its suppliers in terms of technical solutions being offered and the team capability to provide for a comprehensive support. A distributed geography of ROSNEFT production sites implies in the first place the skill to weigh possibilities of a business against basic customer expectations. One has to give himself an answer if the team is ready to provide a reliable and long term operation with such a company. As of 2009 we have been actively putting into practice a Programme «ROSNEFT Special Customer», under the frames of which we are developing business year by year.

The main prerequisite providing for a possibility of a long term relationship with ROSNEFT, as we understand it, — would be to realize our responsibility towards such a customer. As of today we cooperate with 12 major oil refineries.



End-Users

Kirishinefteorgsyntez, Yaroslavnefteorgsyntez, RNPk, Bashneft, Omsk OR,
Gazprom neftekhim Salavat, Permnefteorgsyntez, Kuibyshevsky OR,
Novokuibishevsky OR, ANKhK, Achinsky OR, Caspian Pipeline Consortium,
Eurochem, Sibur, VSMPO-AVISMA, NLMK, Mozyr OR, NAFTAN, BelarusNef, ...
Lisichansky OR, UkrTatNafta, Karachaganak Petroleum Operating, ...

GrodnoAzot, MogilevKhimvolokno, Gomelsky KhZ, DneprAzot, Odessa
Priportovy Plant, PrykarpatTransGas, RUSAL, Sibnefteprovod, Magnezit,
Tomskneft, Khabarovsk OR, Gaspromneft ONPZ, SUEK, Yaisky OR.

Partners

A Partnership programme is the environment where we together with our
partners develop activities of particular interest for each of the teams, united
by interest to tasks and approach to work.

Partnership programmes probably constitute some of the most intense
activities of our company.

Ural-Test, Perm
GK Prompostavka, Moscow
APG-Engineering, Moscow
Adelant, Ekaterinburg
SM, Novopolotsk, Belarus

Integrators

VSP specializes on the three main business lines — Intrinsically safe interfaces
and systems, Instrumentation products, and Electromechanics. Without doubt,
VSP will be further actively interacting with customers extending the list of
successfully implemented projects with integrated advanced engineering
solutions we represent.

SPIK SZMA, NIC Incomsystem, RusGasEngineering,
Metrology and Automation, GKS, Nefteavtomatika,
Rantaim and Simatek (Belorussia), Topan and Zeinet (Kazakhstan), ...

Project design institutes

Service and engineering companies, project design institutes — there is a
whole infrastructure formed to provide effective operation of advanced
industrial facilities in the country.

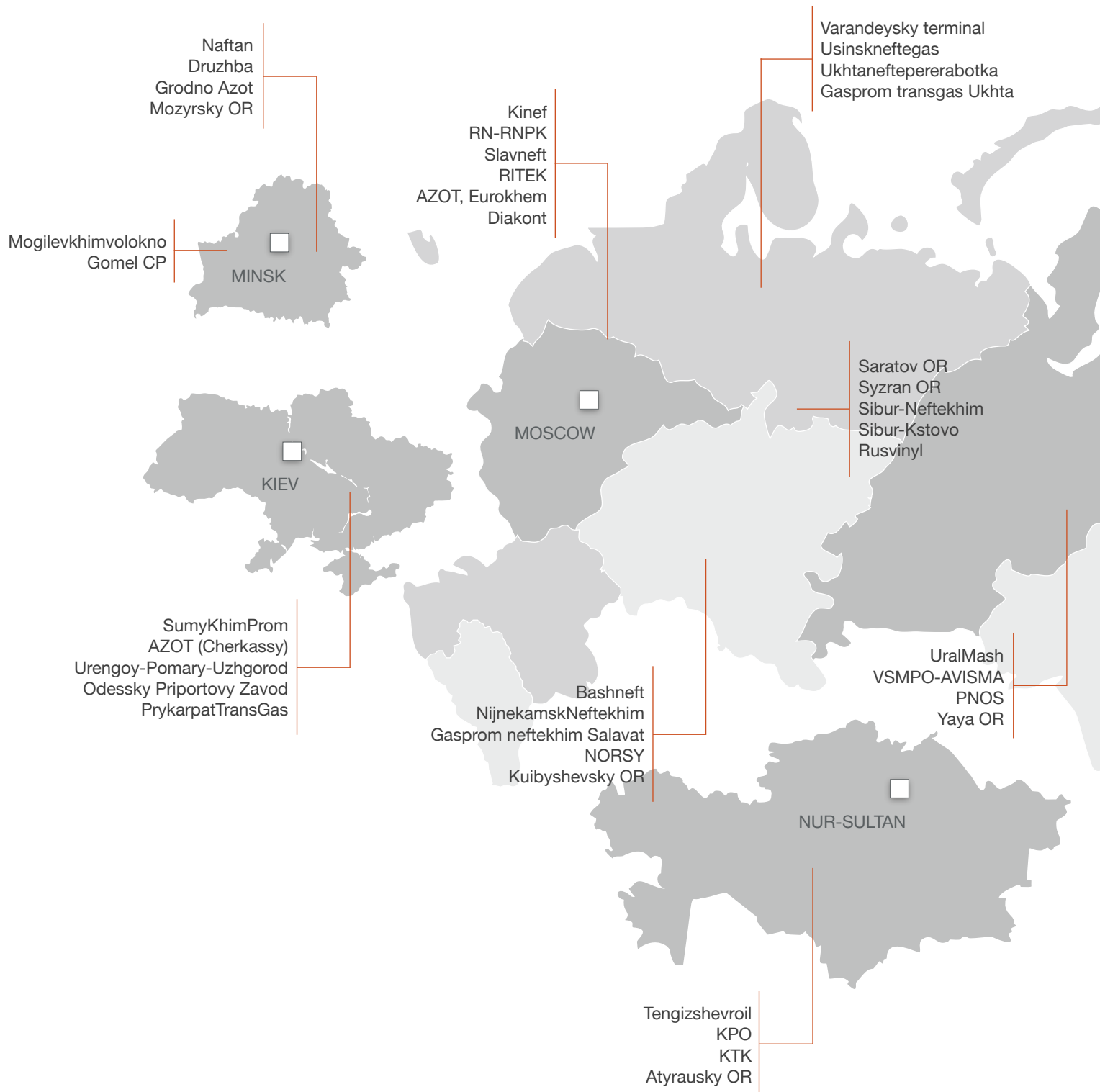
VNIPINEFT, Lengiproneftekhim,
Neftekhimproekt, Giprokoks, Gipromez,
Bashgiproneftekhim, CKBN Gasprom, NIPIneftegaz, NIIL, ...

End-Users

Partners



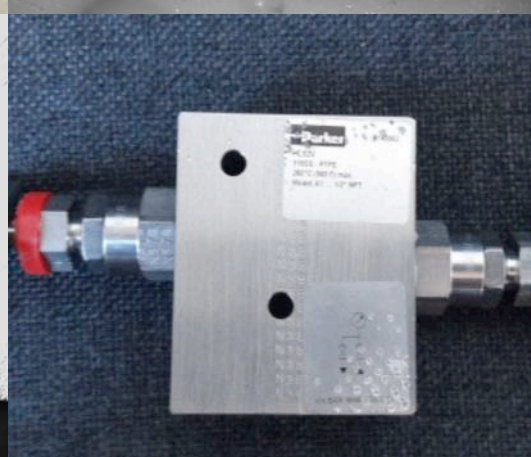
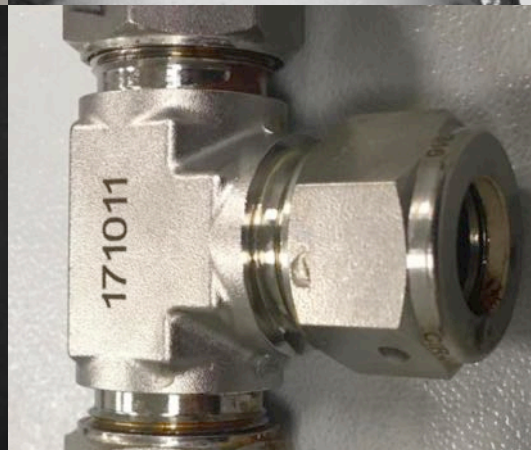
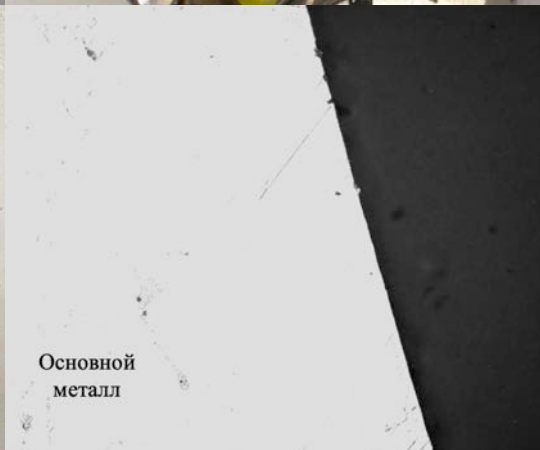
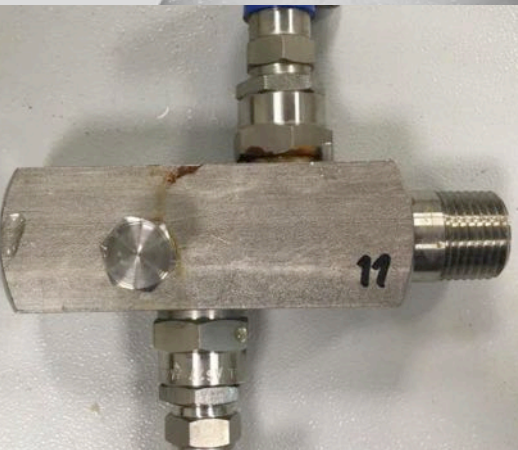
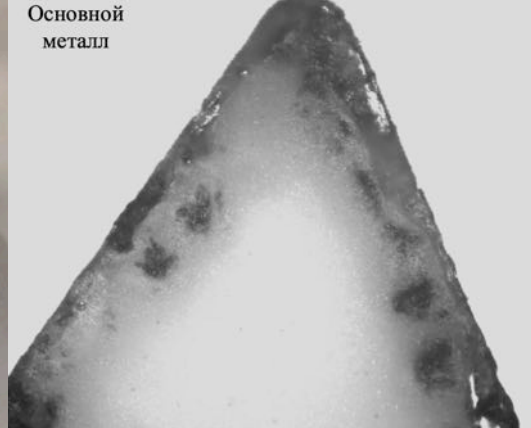
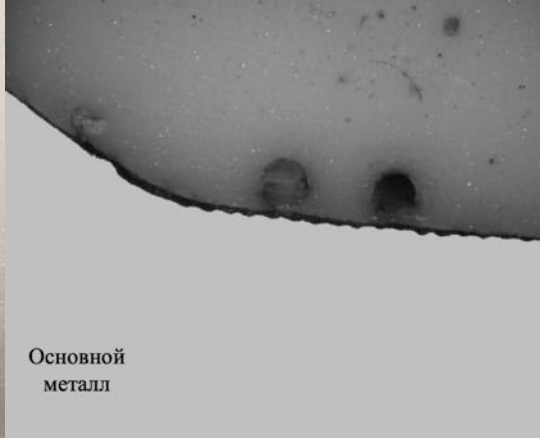
*SIBINTEK specialists at Eaton Electric production site in England.
October 2019.*





VSP projects geography

Russia, Ukraine, Kazakhstan, Belorussia



Основной
металл



Основной
металл

Основной
металл



Основной
металл



Основной
металл



Extending the list of partners and suppliers, our team puts forward as the prime and key point of the agenda — assurance in the reliability of Instrumentation products, trust in the manufacturer. VSP has undertaken the practice of testing and expertise of samples of equipment by independent industry laboratories.

Основной
металл

Instrumentation Products

Instrumentation products as a notion is extensive, covering a wide line of various products and even wider range of their application.

«The objects of the invention are to provide an improved coupling of simple form and capable of quantity production at low cost; to provide a very tight joint between the tube and coupling members, which will withstand practically any pressure without leaking and which eliminates or greatly reduces the undesirable effects of vibrational strains transmitted from tube to coupling. ...»,

Arthur Parker wrote in February 1925 when filing the patent application for a two-piece flared tube fitting.

This wording for the fitting, as an example, is a practical reflection of the basic requirements for instrumentation products: advanced design, a possibility for precision serial production, efficiency under stringent operational conditions, reliability and safety. Implementing the requirements, to some extent laid the foundation for a certain standard for fittings which are being used in millions of applications.

Applications are many. There is one exact solution.

Instrumentation products market is highly competitive, which is interesting in itself, as in fact it represents all the advanced technologies. Both products by 'veterans' of the business line with 100-years history, as well as by 'newcomers' to the market are available. Besides many manufacturers of metering devices integrate into their companies this way or the other departments for instrumentation products. This very fact is a manifestation of instrumentation products being an important element of a measurement unit. And it is common knowledge that there is no automation without measurements.

VSP Company avails of a considerable expertise in the area of industrial automation and measurement systems, and accounts for over 25 years of cooperation with Parker Hannifin — a recognised world leader in the area of instrumentation products too.

For today the main partners and suppliers for VSP on the Instrumentation products business line are companies from India and the Asian region. Havi Engineering (India), the supplier for VSP, enables efficient VSP project solutions for our customers with account of affordable prices and compliance with international, Russian and industry standards.

Why do we take such as approach?

A contemporary market is customer focused. One of the first questions we ask the customer is: Which is the task you need to solve?

The answer to this question in the first place implies the correct choice of product. In order to meet customer expectations, it is necessary to go into detail and characteristics of a certain product, and within available diversity to offer the customer the most applicable solution — it is highly important to provide for a 360° view on the matter.

We continue to develop and further extend our suppliers pool in terms of Instrumentation products. As for today VSP is cooperating with such manufacturers and suppliers as HAVI Engineering (India); CIR-LOK (China); HSME (South Korea); Panam (India); WIKA (former Micro, India, and SAMI, Italy); Fujikin (Japan); AS-Schneider (Germany); Parker Hannifin (USA), a distributor for the company in Russia VSP has been since 1996.

A VSP project approach based on a possibility of choice allows to offer the user the optimum solution according to specialised requirements with account of quality and compliance with standards.

Instrumentation products by VSP partners-manufacturers is used at such Russian enterprises as Komsomolsk OR, RNPK and other industrial sites of Rosneft; Volgogradneftemash, Lukoil, Sibur, Eurokhim, Taneko, KINEF, ...



Intrinsically Safe Interfaces and Systems

VSP has been specialising on solutions for intrinsic safety at critical industrial sites for over 25 years. The main Company partner and supplier of solutions for intrinsic safety is Eaton Electric (former MTL Instruments) which interests VSP is representing as the official distributor starting from 1996.

MTL was conceived in April 1971 as a private company by a group of engineers headed by Ian Hutcheon. The team originated from Kent Instruments (now part of ABB). In 1988 MTL became a public company.

In 2005 MTL acquired Gecma Components, a manufacturer of computer terminals for hazardous areas. Further acquisitions and merges in the next few years were aiming at extension of the product line providing for operation in hazardous conditions. In 2008, MTL Instruments became part of Cooper Crouse-Hinds (a division of Eaton). The integration of MTL and Cooper Crouse-Hinds was an additional factor for the development of innovative and integrated solutions for Customers who need equipment to work in hazardous areas.

Today MTL, building on the 50+ years history, is recognized as a world leader in the development and supply of intrinsic safety explosion protection devices, fieldbus and industrial networks, process control, lightning and surge protection.

MTL Group of companies comprises three main divisions:

- MTL Hazardous Areas;
- MTL Visualisation;
- MTL Surge Technologies.

Many of the world's most safety-critical processes are monitored, controlled or protected by MTL products.

A lot of technologies related to processing of flammable materials, any leak may lead to formation of explosive atmosphere. To protect equipment and personnel there must be measures taken preventing ignition of the atmosphere. Areas related to such a risk are called hazardous zones. The most widely used hazardous materials are crude oil and refined products, alcohol, natural and synthetic technical gases, metal dust, coal dust, flour, starch, grain, fibres, and combustible flyings.

To provide for a possibility of safe operation of electrical equipment under such conditions, various methods of intrinsic safety have been developed for many years.

A natural synergy of intrinsic safety and requirements of low-power supply in conjunction with high level of safety in the result means that such a technique will stay a preferred solution for apparatus in the Hazardous Zone in the nearest future as well. A possibility to check live equipment, carry out live replacement, more straightforward requirements for cabling and electrical protection provide considerable benefits as compared to other methods of protection.

«It seems likely that in the future, as in the present, intrinsic safety will play a major part in the pool of techniques that are used to solve problems. It will inevitably become a solution worthy of serious consideration and perhaps the preferred choice of some people and organisations. This, with time, will lead to even greater acceptance.»

Chris Towle, one of the founders of MTL.

HMI-solutions

Advantages of using HMI solutions would be an improved production efficiency and safety due to possibilities of remote control, extended interaction with other equipment on site, prompt detection of faults and problems and, as a result less downtime.

In terms of an HMI solutions business line, VSP cooperates with such manufacturers and suppliers as GECMA Components Electronic GmbH (Germany, from 2008 part of MTL) and Systec & Solutions GmbH (Germany).

HMI products and solutions comply and in some cases exceed the requirements of international standards, allowing to use intrinsically safe work stations in a Hazardous zone, close to the process, and provide comfortable and safe working conditions for an operator as well as efficient operation of equipment and the process on the whole at various manufacturing sites around the world.

Gecma

GECMA Components electronic GmbH is headquartered in Kerpen (Germany). The company started its activities in 1991 focused on development and manufacture of equipment for Hazardous zones of chemical and pharmaceutical enterprises. As of 2008 GECMA Components electronic GmbH became part of MTL (Eaton, Crouse-Hinds) as a special division on visualization and HMI interfaces. More than 18 subsidiaries and over 100 distributors worldwide provide for a leading position of the company in the field of specialised operator interfaces for a Hazardous zone. Further developments in process visualization for Hazardous zones continued, GECMA is organically extending and complementing to the MTL product lines. So, the customer is offered more possibilities for visualization, monitoring and process control and mounting of equipment on-site close to the process, and not only in the control room. In its own turn, GECMA equipment is a reflection and embodiment of a production culture of the MTL company.

A flexible modular concept, realized in the equipment line, intrinsically safe components and thoroughly chosen high quality materials make it possible to use the equipment both under stringent hygienic requirements, and in aggressive production atmosphere.

Systec & Solutions

Key equipment lines by Systec & Solutions GmbH include: HMI-systems for clean rooms and hygienic production — user configurations and complete equipment sets with mobile systems and various mounting options. Systec & Solutions GmbH with headquarters in Karlsruhe (Germany) is a specialized manufacturer of integrated solutions for process visualization in pharmaceutical industry and cosmetics. The company equipment is used in applications in more than 25 countries in Western and Eastern Europe, in Asia and Australia, in USA and Canada. Systec & Solutions products hold strong positions at leading pharmaceutical companies where they have been applied for years due to compliance of the manufactured products with the main industry standards: GMP (Good Manufacturing Practice); 21CFR Part 11 (Electronic records, and Electronic signatures); IP65 classifies and rates the degree of protection. The rules set standards for organisation of production and quality control covering clean rooms and other sites in industry sectors where Systec & Solutions equipment is applied.

Siemens

Siemens AG — a German company, engaged in electrical engineering, electronics, equipment for power sector and transport, as well as in the field of specialized services in industry. «Siemens» LLC is the head company of Siemens AG in Russia, Belorussia and Central Asia. Siemens is a major supplier of energy efficient and resource-saving technologies in the world. A wide spectrum of automation and digitalization solutions based on advanced Siemens technologies offers comprehensive solutions for industry.

Siemens offers a wide range of HMI models — from programmable key panels to solutions based on monitors and personal computers. Siemens offers flexible HMI solutions from control of stand-alone simple machines to distributed control systems for thousands of points.



Electromechanics

Parker Hannifin Electromechanical and Drives Division Europe (EME) with a global distribution network — headquartered in Littlehampton (UK). Main manufacturing facilities are located in the UK, France, Germany, Italy. Besides, there are production sites in Asia (China, India and North America).

Parker Hannifin expertise in the field of electromechanics to a great degree is built on developments of SSD Drives (founded in 1974 and initially part of Eurotherm). In the year 2000 SSD Drives extended its product line by way of Parvex acquisition. As of 2005, SSD Drives is part of Parker Hannifin Corporation.

Standard products on the basis of advanced technologies and innovations cover the range of units from ac drives with variable frequency from 0,25 kW to 1 MW and over, to dc drives of 1 A to 2700 A, servo drives and servo motors, as well as specialised products for individual applications. The main objective of Electromechanical Division is enhancement of energy efficiency of technologies in various industries and infrastructural projects.

The focus of the division, as well as the entire Parker Hannifin company, is to work for the success of the user.

Parker Hannifin input into engineering developments for 100 years provides for the company leadership position, integrating hydraulics, pneumatics and electromechanics. Combination of the three technologies makes it possible for the company to take a unique niche in the market. Intense innovative activities, achievement of technical superiority and enhancement of interaction with product users underlies Parker Hannifin practices and expertise.

“Parker touches you in every part of your life whether you’re driving a car, flying in a plane, talking on your cell phone or drinking a glass of water. We continue to add value for our customers by partnering with them on the design of new systems that integrate our wide range of products and are connected digitally, adding services that make them more efficient, and providing seamless availability of products through our global distribution and e-business channels. Parker will continue to be relevant to a changing world for many years to come much as it has for the past century.” Lee Banks, President and Chief Operating Officer.

Voice of the Machine

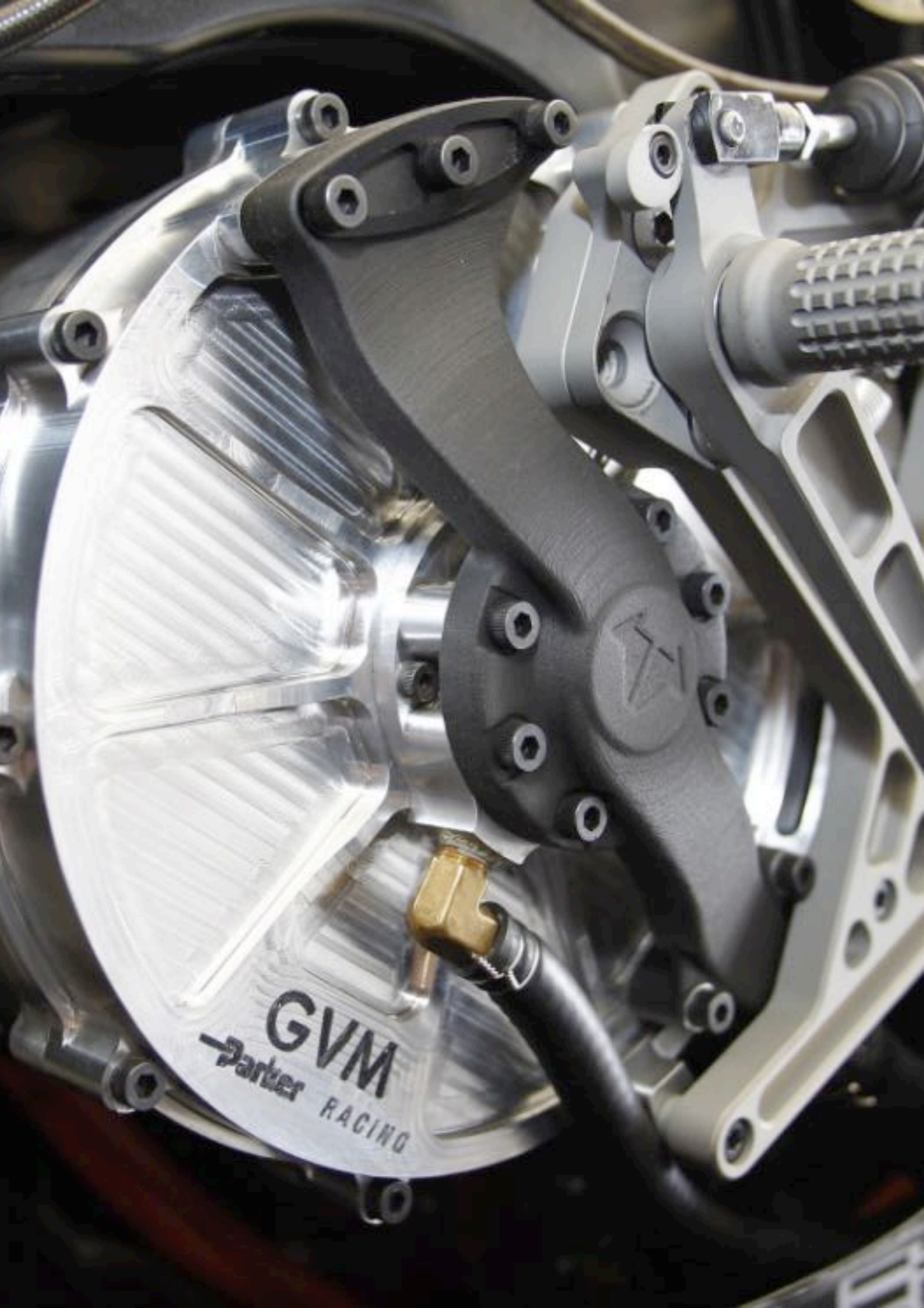
Voice of the Machine is the name of Parker’s complete Internet of Things (IoT) platform and the umbrella brand for connected products, systems and services. As part of the extensive digital transformation and building on the 100-years expertise on product development and industrial applications, the company is creating a more advanced user digital environment.

Voice of the Machine is key to the strategy of digital transformation. Voice of the Machine is a centralised strategy for standardisation of the whole Parker product line with IoT capabilities.

“From online platforms that enable users to engage with our broad portfolio of products, systems and engineering talent; to global monitoring and asset integrity management services that keep critical systems productive, we are creating better outcomes for our customers.

Voice of the Machine offering ... operates at the component and system level. Parker is creating discrete insights across our broad range of motion and control products that we can then connect to enterprise IoT solutions.” Bob Bond, Vice President — eBusiness, IoT and Services.

Through the Voice of the Machine platform users could understand what the data at the level of components mean, and this way to increase application efficiency.



GVM
Parker RACING

Project Approach

In terms of a project approach, VSP is cooperating with some partners and suppliers, including Emerson Micro Motion, Eurotherm and WIKA.

Work with Emerson Micro Motion (former Solarton) has started in 1996. VSP focus is on metering viscosity and density of liquids and gas. Eurotherm process control equipment — thyristors, recorders and industrial controllers are widely used by VSP customers in Russia, Belorussia and Kazakhstan. As of 2016 VSP has started cooperation with a new partner, a German manufacturer WIKA.

Eurotherm Solutions

In 1965 a modest start-up company in England marked the beginning of Eurotherm.

Today, over 50 years since, Eurotherm by Schneider Electric a globally recognised company known for its specialist instrumentation, systems and services for energy intensive and regulated industries, continues to design and manufacture configurable precision machine, process and power controllers, and associated data recorders that enable its customers to get the most from their process.

Manufacturing facilities of the company are located in the UK, France, Italy, Poland, USA, and global technical and sales support is carried out from a network of subsidiaries and authorised companies all over the world.

Four independent companies Eurotherm, Chessell, TCS and SSD which had already enjoyed international reputation, in 1974 were brought under a single international holding company, Eurotherm International. Finally, in 2014 Eurotherm became part of Schneider Electric as a specialised business of the group.

A complete range of solutions from discrete power and temperature control to complete automation of installations and power distribution systems is within the competence of Eurotherm.

Emerson Solutions

Automation is to be developed not for its own sake, but to enhance production efficiency. And in this situation project certainty and partner certainty are not the least to be considered. Modern manufacturing involves many times more process parameters to be measured as compared to what was the case 10 years ago, much higher control quality. Due to automatic data acquisition and processing the operation of personnel changed in principle. This effects directly production efficiency and positioning of an enterprise in top quartiles.

In 2014 Emerson upgraded a complete range of meters for liquid and gas parameters — densitometers and viscometers, with the reputation of reliable and highly accurate means of measurement known in the market for many years under the trade mark of Solartron.

Emerson engineering solutions merged with unique competence of Solartron make it possible to improve accuracy of measurements and provide users with new capabilities of field equipment.

WIKA Solutions

For any application in the contemporary automation market WIKA products mean accurate measurements, reliable equipment, special solutions as elements of safe and reliable functioning of a modern enterprise. Complex issues to provide for quality are taken care through a structured approach, including Kaizen philosophy which is underlying the company activities.

WIKA is active in more than 75 countries worldwide, mostly via local representative offices and subsidiaries. Over 9 000 highly qualified specialists provide for supply of 50 mln units to any part of the world in varying quantities, from 1 to 10 000.





VSP Company

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Up-to-date information on VSP legal entities, including audit reports since 2007 and credit assessments of the independent Agency Spark-Interfax: www.vsp-co.org/en-inf-disclosure.html

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