

IZOLYATOR

CENTURIES-OLD TRADITIONS – STATE-OF-THE-ART TECHNOLOGIES

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Direct Speech



The tripartite Meeting Between JSC FGC UES, PowerGrid and Izolyator Company at the JSC FGC UES headquarters



A Conscious Choice

The vision of Izolyator Company is to strive to become the world's leader in the development, manufacture and introduction of modern technology to the power industry.

Accordingly, one of the most important directions of the company's strategic activity is active development of mutually beneficial cooperation with partners and consumers on international markets and especially with Russia's partner countries in the economic and political sphere.

These plans are fully in line with the objective of increasing the national GDP as specified by the RF President V.V.Putin and the directive in support of Russian companies' integration into international energy business issued by the Russian Energy Sector Minister A.V.Novak.

DEVELOPMENT OF INTERNATIONAL COOPERATION

Izolyator Company has conducted a thorough analysis of its extensive experience on the main trends observed on the international electric energy market to identify potential strategic partners and plan efficient and long-term cooperation. The analysis has indicated that India offers many opportunities in that respect.

The firm foundation for successful development of Russian-Indian relations in the

energy sector and for integration of Izolyator Company into international business is ensured by several main conditions:

- The impressive growth demonstrated by India's economy in general and by its energy sector in particular;
- Strong friendship characterizing the relations between India and Russia since 1950s;
- Mutual openness and desire of both countries to expand

cooperation in all areas of activity, including joint energy sector projects;

- The century-long experience of Izolyator Company allowing it to offer high-quality products meeting, and in many cases, exceeding international standards;
- A full range of professional pre- and after-sales support.

(continued on page 2)

Izolyator Company – the Supplier of the Federal Grid Company!



Izolyator Company has been selected as the supplier of high-voltage bushings for the needs of main power transmission lines – branches of JSC FGC UES in 2014. We thank JSC FGC UES for viewing our enterprise as a reliable long-time partner offering quality products that are in high demand on the market.



Alexander Slavinsky,
Doctor of Engineering
Chairman of the Board of
Directors Izolyator Company

Direct Speech



We have selected Delco Infrastructure Projects Limited (DELCO) - a company that, among other things, promotes business relationship of Indian consumers with suppliers of high-quality power engineering equipment from all over the world – as one of our partners for entering the Indian market.

Active cooperation with India's DELCO dates back to 2000. In 2013, in accordance with a preliminary agreement with DELCO, Izolyator Company was visited by a delegation of Indian partners. On the DELCO side, this visit was organized by Dr. Ashok Singh.

Ivan Panfilov
Commercial Director – First Deputy CEO Izolyator Company



Delco Infrastructure Projects Limited (DELCO) was established in 1988 in Delhi. Its core business relates to construction of power substations and other facilities for civil construction. As of today, it has completed about 25 projects in India alone. Chairman cum Managing Director – Mr. Hare Ram Singh. The company was recognized by such giants as PowerGrid, Siemens, BHEL, KEC. Turnover – 5158.84 (In lacs). Capital – 2001.16 (In lacs). DELCO cooperates with many major companies including JSC HC Electroavod.



Dr. Ashok Kumar Singh

In 1984-1988, studied in the Moscow-based Blagonravov Institute for Machine Science affiliated to the Russian Academy of Sciences. Holds an academic degree of a Candidate of Science (Engineering) and has more than 25 years of experience in commerce, engineering and project management.

The Company Today

HOW IT ALL STARTED



The 2013 visit of the Indian delegation to Izolyator Company was organized by DELCO

After studying the situation on the Indian energy market, Izolyator Company management decided that a business visit to the state-owned PowerGrid Corporation of India Ltd. (PowerGrid) was necessary. The purpose of the

visit was to get acquainted with PowerGrid's management, identify opportunities for working together in developing India's power industry and discuss forms of cooperation for the nearest future and for long-term perspective.



PowerGrid is one of the world's largest electric grid companies and structurally part of the Indian Ministry of Power. The company plays a crucial role in supplying electricity to all regions in India and developing the country's energy sector. It also participates in important programs funded by the Indian government.

In response to the request to organize such a visit, DELCO, represented by Dr. Ashok Singh, made all necessary arrangements to prepare meetings between the representatives of Izolyator Company and PowerGrid in the format requested.

GETTING ACQUAINTED AND MUTUAL INTEREST

The visit to India, organized with the support and active participation of DELCO, where Izolyator Company was represented by Commercial Director and First Deputy CEO I. D. Panfilov, took place in March 2014. In accordance with the agenda, the meeting involved a presentation of Izolyator Company and its products, discussion of a wide range of technical, commercial and organizational issues of mutual interest. The decisive role was played by Izolyator Company's reputation as a manufacturer of reliable and durable equipment; the company's extensive experience relating to efficient interaction with the major international corporations; its ability to quickly and precisely adapt to any technical requirements, standards and external equipment service conditions; unlimited capability as related to development of high-voltage bushings of all voltage and current classes; flexible approach to business fully taking into account the partner's interests and aimed at building mutually beneficial and long-term business relationships.

The meeting went in a friendly and constructive atmosphere. All objectives of the meeting were achieved. They included:



I. D. Panfilov and Dr. Ashok Singh. March 2014

- Establishing initial personal contacts between high-ranking representatives of both companies;
- PowerGrid management got full understanding of the business ideology, strategic objectives and high engineering level of Izolyator Company products recognized by leading international corporations;
- The parties identified the terms and conditions of Izolyator Company's participation in

future tenders for the supply of products for PowerGrid's needs;

- The parties identified common starting points for further business relationship and mutual progress;

Therefore, the meeting between Izolyator Company and PowerGrid has provided the necessary foundation for subsequent movement down the road of efficient and mutually beneficial cooperation.

STRATEGY

AT POWERGRID'S INVITATION...

To continue cooperation, PowerGrid management decided to invite Izolyator Company representatives for a more in-depth discussion of the topics identified in the course of the first visit.

The second visit of Izolyator Company's delegation, consisting of Commercial Director and First Deputy CEO I. D. Panfilov and department manager A. A. Shornikov, to PowerGrid took place in June 2014 with active organizational support and participation of Dr. Ashok Singh (DELCO).

During the negotiations, the parties discussed in detail the conditions of Izolyator Company's participation in future tenders for the supply of high-voltage bushings for PowerGrid's needs that had been agreed upon at the previous meeting. The main condition was that a full and comprehensive audit of Izolyator Company, including the production, financial and legal aspects of its activities, as well as a site visit to power engineering facilities that would have operated Izolyator-made high-voltage bushings for more than 5 years, were needed. The Indian counterparts expressed their desire not only to inspect the onsite facilities and get into an open dialog with the operator companies but also to conduct a full audit of all tests to check the stability of high-voltage bushings' characteristics over the entire operation period.



Left to right: I. D. Panfilov, Dr. Ashok Singh, A. A. Shornikov. June 2014

Bearing in mind the political importance of the upcoming visit paving the way for wide cooperation between Russia and India in the energy sector, Izolyator Company proposed to arrange PowerGrid's meeting with the Russian-based JSC FGC UES so that an exchange of experience dialog

could be initiated. PowerGrid responded to that suggestion with great enthusiasm and highly appreciated the opportunity of further development of long-term cooperation between our countries.

As a result of the discussion, the parties decided to commence

preparations for a visit by PowerGrid representatives to audit Izolyator Company. A detailed, stage-by-stage program of the audit that fully took into account all conditions and wishes of PowerGrid management was agreed upon and approved.

INVOLVING THE FEDERAL GRID COMPANY



In accordance with the arrangement made with the Indian counterparts, Izolyator Company requested JSC FGC UES to provide PowerGrid with an opportunity to visit all facilities requested, talk to the organizations operating high-voltage bushings onsite and arrange an open meeting to exchange experience between the Russian JSC FGC UES and PowerGrid.

Izolyator Company is the authorized supplier of high-voltage bushings for the needs of JSC FGC UES. The long history of business relationship between the two

companies in all long-distance power networks – branches of JSC FGC UES, has resulted in extensive positive experience in operating Izolyator-made high-voltage bushings. Based on the above, JSC FGC UES expressed its readiness to make its facilities available for inspection and receive PowerGrid representatives to discuss mutual experience in obtaining customer orders, purchasing, operation and maintenance of Izolyator-made high-voltage bushings. In addition, the parties also agreed to devote some time to an exchange of experience between Russia and

India as related to construction and further development of their energy sectors.

PowerGrid representatives received an invitation to visit the following electrical grid facilities of the Main Power Grid of the Center, a branch of JSC FGC UES:

- The 750-kV Bely Rast substation;
- The 500-kV Pakhra substation;
- The 500-kV Stary Oskol substation;
- The 750-kV Metallurgicheskaya substation;
- The 750-kV Vladimirskaya substation.

These facilities are situated in the Moscow, Vladimir and Belgorod regions of the Russian Federation.

Therefore, the arrangement with JSC FGC UES marked the successful completion of the preparatory stage of the audit procedure of Izolyator Company to be conducted by PowerGrid representatives.

Izolyator Company expresses its sincere gratitude to JSC FGC UES for the frank dialog and support of the Russian-based manufacturer's integration into international market.

Direct Speech



On 17th of June, the PowerGrid auditor team arrived to the Company production facility. The team consisted of:

Mr. Velicherla Govinda Rao, Deputy General Manager;

Mr. Mahavir Prasad Rathore, Chief Manager (F & A);

Mrs. Sruti Mishra, Chief Manager (Contract Services).

The auditors were accompanied by Dr. Ashok Singh of DELCO.

For several days, the auditors conducted an in-depth audit of the entire production and testing cycle for high-voltage bushings made at Izolyator Company. The auditors visited all workshops of the enterprise, noting their modern equipment and impeccable production practices meeting the most stringent international standards.

The audit also involved a discussion of specific features relating to design and operation of bushings with OIP and RIP insulation, with the Izolyator experts providing explicit answers to all questions asked by the visitors.



Andrei Shornikov,
Area Sales Manager
Asia & Middle East
Izolyator Company

Company Audit



The auditors meet the Chairman of the Board of Directors Izolyator Company A.Z.Slavinsky



Presentation of the Izolyator Company products

STRATEGY

«Izolyator»

The auditors thoroughly inspected the company's financial reports, all constituent and title-establishing documents as well as reports and opinions relating to past audits.

All the documentation relating to any sphere of the company's activity without exception was made available to the auditors upon first demand in the "question – answer" mode.



(Left to right): Dr. Ashok Singh, Mahavir Prasad Rathore, Velicherla Govinda Rao, Sruti Mishra



Audit of the company documentation



The auditors visit the testing center



The auditors visit the insulation-making workshop

Meeting Between JSC FGC UES, PowerGrid and Izolyator Company



Meeting at the JSC FGC UES headquarters

The tripartite meeting between PowerGrid, JSC FGC UES and Izolyator Company took place in the JSC FGC UES headquarters on 18th of June.

The parties discussed issues relating to operation of high-voltage bushings at transformer substations owned by JSC FGC UES and interaction with

Russian-based manufacturers of electrical equipment.

PowerGrid representatives emphasized the need for improving India's existing power transmission infrastructure as well as their willingness, openness and interest in introducing similar technology and learning from international,

in particular, Russian, experience in that field.

In response, Izolyator Company representatives confirmed the company's readiness to comply, in due time and with high quality, with the requirements specified by JSC FGC UES and PowerGrid with regard to the supplies of high-

voltage bushings and their technical support.

JSC FGC UES provided PowerGrid with official customer references for all types of high-voltage bushings with RIP and OIP insulation made by Izolyator Company installed at JSC FGC UES facilities over the last 30 years.



Presentation of PowerGrid at JSC FGC UES

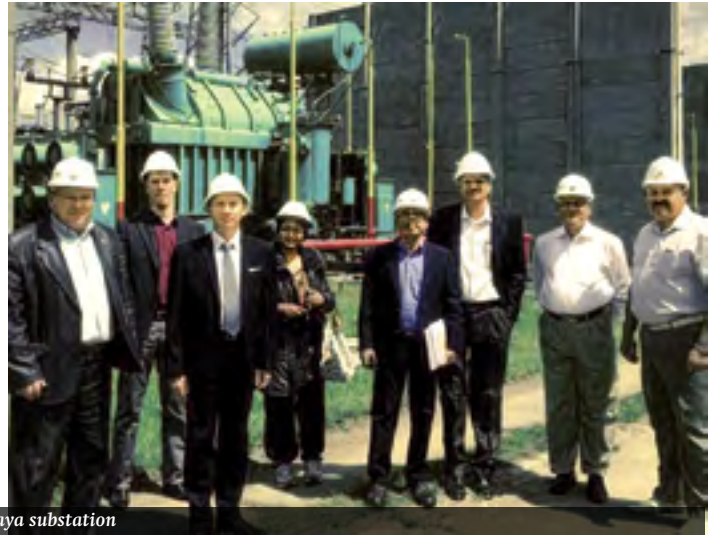


JSC FGC UES representatives

STRATEGY



Metallurgicheskaya substation



VISITING JSC FGC UES FACILITIES

PowerGrid representatives visited three JSC FGC UES facilities that operate Izolyator-made high-voltage bushings rated for 500-750 kV voltage classes. The visitors highly appreciated the positive seven-year experience in operation of such bushings by JSC FGC UES that provided a convincing evidence of high quality and reliability of Izolyator Company products.

Izolyator Company would like to thank the Operation staff for their time, warm reception and provision of all necessary clarifications to the questions asked by the Indian delegation.

Izolyator Company would also like to thank all other employees who participated in arranging the visit of JSC FGC UES energy facilities.



Stary Oskol substation



STRATEGY

IZOLYATOR COMPANY IS GRATEFUL TO ALL PARTICIPANTS OF THE MEETING

At the end of the successful negotiations, all parties reiterated their interest in continued cooperation and expressed their willingness to step up exchange of experience between the Russian Federation and India as related to the use of innovative technology for construction of power transmission and distribution systems.

Izolyator Company is grateful to:

PowerGrid:

Mr. Velicherla Govinda Rao, Deputy General Manager;
Mr. Mahavir Prasad Rathore, Chief Manager (F & A);
Mrs. Sruti Mishra, Chief Manager (Contract Services).

JSC FGC UES:

N.N.Shvets, Deputy Chairman of the Board;
V.P.Dikoy, Deputy Chairman of the Board – Chief Engineer;

A.M.Yepifanov, Deputy Chief Engineer for Operation of Process Equipment;

K.A.Lunin, Head of Department for Development of Production Technologies for Power Engineering Equipment;

I.L.Arkipov, Acting Head of Department for Innovative Development;

A.A.Konovalov, Head of Substations Department;

A.N.Ivashkin, Section Manager, Department for Development of Production Technologies for Power Engineering Equipment;

V.I.Sitnikov, Chief Expert, Department for Development of Production Technologies for Power Engineering Equipment.

Main Power Grid of the Center Branch:

S.A.Demin, Director;

Y.V.Lyapunov, First Deputy Managing Director – Chief Engineer;

A.V.Gorbunov, Director of Operation of Process Equipment;

S.B.Lopukhov, Head of Equipment Servicing and Diagnostics;

S.V.Smekalov, Deputy Head of Substation Equipment Servicing and Diagnostics.

Bely Rast Substation:

A.V.Dydykin, Manager of Bely Rast district of the Main Power Grid of the Center's Moscow enterprise.

The Black Earth Enterprise of the Main Power Grid (a Branch of the Main Power Grid of the Center):

A.N.Tselysh, Director;
S.V.Guschansky, First Deputy Managing Director – Chief Engineer;

V.A.Metelev, Deputy Chief Engineer for Operation of Process Equipment.

Metallurgicheskaya Substation:
V.V.Karnishin, Substation Manager.

Stary Oskol Substation:
A.P.Timoshev, Substation Manager.

Izolyator Company:

A.Z.Slavinsky, Chairman of the Board of Directors;
I.D.Panfilov, Commercial Director and First Deputy CEO;
A.A.Savinov, Director for Strategic Sales;
A.A.Shornikov, Department Manager, Sales;
N.E.Mazova, Strategy & Business Development Leader.

DELCO:

Dr. Ahok Kumar Singh, representative of Izolyator Company in India.

RESULTS OF THE AUDIT

In the process of the audit, PowerGrid has assured itself of the high level of organization, equipment capability and sufficient production capacity of Izolyator Company as well as of its conformity to the most stringent international standards. The Indian counterparts have also obtained convincing evidence of the high reliability, long service life and serviceability of Izolyator-made bushings installed at operating energy sector facilities of federal level.

The main result of the business meeting and audit is that the Indian counterparts have fully recognized Izolyator Company and appointed it an authorized supplier of high-voltage power-engineering equipment for PowerGrid's needs.

Izolyator Company has become the first Russian company obtaining such a high status from PowerGrid Corporation of India Ltd. This

offers widest prospects for a strategic business partnership and long-term mutually beneficial cooperation between the Russian and Indian companies.

Under the name of M/s MASA LLC Russia, Izolyator Company is put on the list of the authorized suppliers of components for transformers (sections 9-A and 9-B) posted on the official PowerGrid website:
<http://apps.powergridindia.com/IMS/ComponentList/Power-Xformer%20upto%20420%20kV-CM%20List.pdf>
<http://apps.powergridindia.com/IMS/ComponentList/Power-Xformer%20for%20765%20kV%20CM-List.pdf>

RESULTS OF THE TENDER

The successful conduct of the official audit resulting in obtaining the status of an authorized PowerGrid supplier has enabled Izolyator Company to participate in the official open tender for the supply of more than 215 bushings rated for 420 kV (corresponding to the 550 kV voltage class in Russia) and compete with some of the world's leading manufacturers of high-voltage equipment.

At the initial stage of the tender, Izolyator Company submitted all necessary financial

and technical documents, product conformity certificates, licenses, etc. The documentation's completeness and strict compliance with the tender's requirements have ensured that Izolyator Company became one of the tender's finalists.

As a result of the tender, Izolyator Company was announced the first runner-up to the winner in the high-voltage bushings with RIP insulation category. No other Russian companies have ever achieved these results on the Indian energy equipment market.

OVERALL RESULTS

The most important achievement and most prospective result of the negotiations is that they open the way for a dialog and exchange of opinions between the Russian-based Federal Grid Company and the Indian-based PowerGrid Corporation of India Ltd.

Both parties expressed their interest and willingness to ensure a long-term dialog between the Russian Federation and India, in particular, to continue a frank exchange of experience in the field of transmission and distribution of power, operation of power-engineering equipment and innovative development of large-scale energy systems.

Izolyator Company expresses its gratitude to PowerGrid for the interest shown, the professionally conducted audit of the company as well for the open dialog and readiness to exchange experience with JSC FGC UES.

Izolyator Company is especially grateful to JSC FGC UES for their support of the Russian manufacturer of high-voltage equipment and frank dialog with PowerGrid.

We – Izolyator Company – appreciate the centuries-long history of the Russo-Indian relations. The traditionally friendly relations between our countries and extensive hands-on experience of joint projects create a firm foundation for further development of our cooperation. We will use our best efforts to build a mutually beneficial relationship of trust with PowerGrid as well as with other power generation, transmission and distribution companies, transformer manufacturers and all other prospective Indian partners.

PANORAMA

Direct Speech


Exactly on Time

In the 2nd and 3rd quarter of 2014, the Sales Department was giving top priority to ensuring compliance with the deadlines and terms of the company products' delivery to our clients.

All deliveries have been made within the deadlines specified and in accordance with the terms and conditions of the supply contracts. We realize that even a minor delay in the delivery of high-voltage bushings may adversely affect performance of a maintenance program and, hence, disrupt preparations to the winter period.

In parallel with the above task, we have continued to obtain feedback from the consumers of our products, in particular, from technical experts working for various power grid and power generating companies of the Russian Federation. We organize regular business meetings on the company premises and onsite seminars hosted by our customers.

In June, to expand our product range, we signed a contract with R&D Institute Sevkael LLC for the manufacture of 110 kV end sleeves and connecting boxes.

Oleg Bakulin,
Director for Partner
Relations Izolyator
Company



Audit

Successful Audit


Izolyator Company has successfully passed the second compliance audit of its quality management system for conformity to EN ISO 9001:2008.

The audit was conducted by the international certification body TUV PROFI CERT, Germany.

A Remarkable Date

118 YEARS TO IZOLYATOR COMPANY


On 6 June 2014, Izolyator Company celebrated its 118th anniversary.

From the very beginning of its operations, the company was oriented to intensive technical and technological development. Today, our history has taken shape of an invaluable experience and strong foundation for further development.

Exhibitions

ENERGY SECTOR AND ENERGY EFFICIENCY 2014 EXHIBITION IN SARATOV

Izolyator Company took part in the 16th specialized international exhibition "Energy Sector and Energy Efficiency 2014" held in Saratov. The exhibition was officially sponsored by:

- The Saratov regional ministry of industry and energy;
- The state autonomous institution "Agency for Energy Saving", Saratov region.

The exhibition stand of Izolyator Company was visited by technical experts from the Interregional Distribution Grid Company of the Volga, the Lower-Volga enterprise of the Main Power Grids of the Volga, Privolzhskaya Railway (Russian Railways JSC), as well as by representatives of construction,



At the Izolyator Company stand

installation and other organizations operating in the energy sector.

The visitors got acquainted with new products developed by Izolyator Company. Many useful contacts were made.

Seminar

INTER RAO SEMINAR IN GEORGIA


Inter RAO seminar in progress

Izolyator Company took part in the 6th seminar for technical managers working for non-Russian enterprises of the Inter RAO Group. The seminar was held

at the premises of Telasi JSC, one of Georgia's largest power grid companies, in May 2014.

At the seminar, Izolyator Company was represented by:

- A.Z.Slavinsky, Chairman of the Board of Directors;
- K.G.Sipilkin, Director for Research and Prospective Development.

The participants were presented a report titled «The Specifics of Production and Supply of Izolyator Company Products». The seminar provided some positive feedback on the operation of Izolyator-made high-voltage bushings operated by Telasi JSC. The efforts to improve the engineering level of production and reliability of Izolyator-made high-voltage power leads were also appreciated.

We thank Inter RAO Group and Telasi JSC for the invitation to the seminar and an excellent job done.

PANORAMA

Conferences



Presidium of the XIX conference of TRAVEK Association

XIX CONFERENCE OF TRAVEK ASSOCIATION

Izolyator Company took part in the XIX International scientific-technical and practical conference organized by the Association for Business Cooperation TRAVEK and titled «Power and Distribution Transformers and Reactors. Diagnostics Systems».

The conference was sponsored by the Russian Academy of Sciences, The Russian Academy of Power-Engineering Sciences, the Ministry of Energy, the Ministry of Industry and Trade, Rosseti JSC and JSC FGC UES.

At the end of the conference, the participants passed resolutions reflecting the main achievements

as stated in the reports delivered by the speakers and prospective areas of equipment and energy system development. The resolutions

passed by the conference will be sent to the competent government bodies, Rosseti JSC, JSC FGC UES and other organizations.

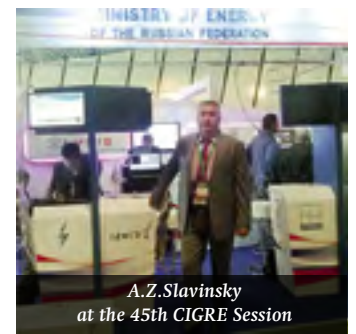


Discussing a report

THE 45TH CIGRE SESSION

Izolyator Company, represented by its Chairman of the Board of Directors Dr. A.Z.Slavinsky, took part in the 45th CIGRE Session held in August 2014 in Paris.

The main activities within the framework of the Session were a technical exhibition and a scientific conference comprising a plenary meeting and sessions of all research committees. Russian companies were mostly represented by a collective exposition prepared by the Energy Ministry pursuant to the instructions of the RF Government.



A.Z. Slavinsky at the 45th CIGRE Session

IEC

COOPERATION WITH THE IEC

Izolyator Company experts took part in the second session of the SC36A JMT5 working group established by the International Electrotechnical Commission for the purpose of revising the IEC's publication 60137-2008 "Insulated Bushings for Alternating Voltages in Excess of 1000 V" held in Geneva on 15 April 2014.

In the working group, the Izolyator Company experts represent the Russian National Committee of the IEC.



V. Ustinov, Izolyator Company expert

Testing

THE NEED FOR A REFERENCE BASE

The Izolyator Company's testing center for high-voltage electric equipment has signed a long-term framework contract with the "All-Russian Research and Development Institute for the Meteorological Service".

The purpose of the contract is to consolidate efforts to establish an all-Russian reference base for meteorological support as related to high voltage classes exceeding 500 kV (AC and DC industrial



The Izolyator Company's testing center

frequency current) and exceeding 1000 kV (the amplitude of lightning and switching impulses). This is necessary for certification and approbation of testing installations and measuring equipment.

COMPANY PAGES ARE NOW AVAILABLE AT:





READ, WATCH AND MAKE COMMENTS! LEARN MORE ABOUT US!

Direct Speech



We Thank JSC FGC UES fore Support!

The negotiations held in the summer of 2014 between the representatives of the state-owned PowerGrid Corporation of India Ltd. and Izolyator Company within the framework of the Indian delegation's visit to Russia were attended by representatives of JSC FGC UES. The parties discussed issues relating to operation of high-voltage bushings in transformer substations owned by JSC FGC UES and interaction with the Russian-based manufacturers of power-engineering equipment.

For my part, I would like to thank JSC FGC UES management, in particular, Deputy Chairman of the Board Nikolay Nikolayevich Shvets and Deputy Chairman of the Board – Chief Engineer Vladimir Petrovich Dikoy for their assistance in organizing this meeting and providing support for the initiative announced by the Russian-based manufacturer.

We have no doubts that the development vector selected will have a positive effect on the company's technical and economic development.

In addition, I would like to wish JSC FGC UES to complete their repairs program successfully and within the deadlines specified so that they could enter the winter season "fully armed", as usual.



Alexander Savinov,
Director for Strategic Sales
Izolyator Company

Business Visits

MAIN POWER GRIDS OF THE EAST: PROGRESS IN RELATIONSHIP

In April 2014, O.V.Grinko, First Deputy CEO and Chief Engineer of the Main Power Grids of the East, a branch of JSC FGC UES, visited Izolyator Company

K.G.Sipilkin, Director for Research and Prospective Development briefed the visitor on the manufacturing process and testing of high-voltage bushings.



K.G.Sipilkin and O.V.Grinko (right)



A.A.Savinov, July 2014

The parties discussed plans of further mutually beneficial cooperation. A return visit to the Main Power Grids of the East was paid by A.A.Savinov, Director for Strategic Sales Izolyator Company in July 2014.

Seminars

TRAINING AT IDPG SIBERIA

Izolyator Company conducted a seminar for technical staff of Chitaenergo (Chita) and Buryatenergo (Ulan-Ude), branches of IDPG Siberia JSC.

The audience was trained in operating Izolyator-made bushings with RIP insulation. Other topics covered by the training included taking measurements, diagnostics and installation of high-voltage bushings. A presentation of Izolyator Company and its products was also delivered.

The participants of the seminar expressed mutual interest in continuing this form of training. We thank IDPG Siberia JSC represented by Chitaenergo and Buryatenergo for the invitation to the seminar and for their efforts.



The seminar at IDPG Siberia

RUSSIAN ENERGY SECTOR

Business Visits

SEMINAR AT IDPG OF THE CENTER AND VOLGA REGION

Izolyator Company was visited by a group of representatives from the Interregional Distribution Power Grid (IDPG) of the Center and Volga Region, a subsidiary of Rosseti JSC. The group was headed by A.A.Mishanin, Head of the Operation Department IDPG of the Center and Volga Region.

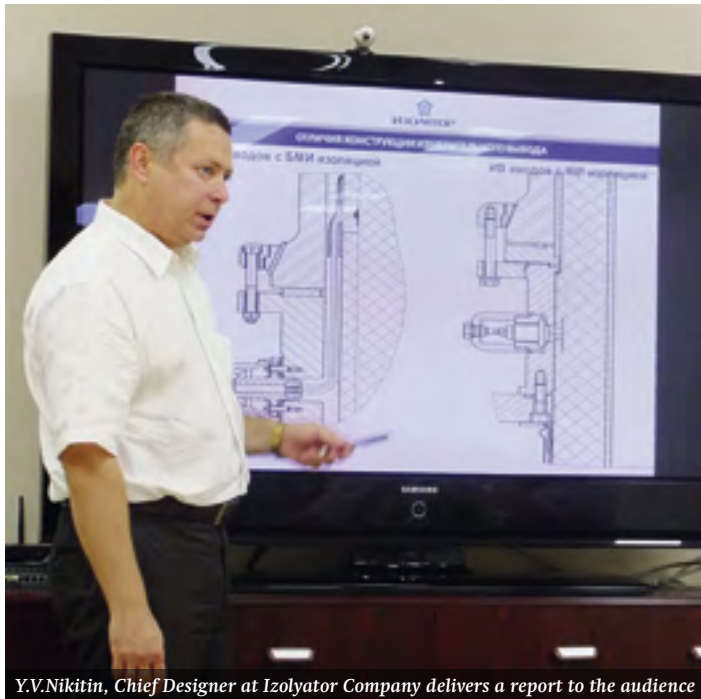
A seminar on the specifics of installation and operation of high-voltage bushings with RIP insulation made by Izolyator Company was conducted. During a tour of the enterprise, the visitors got acquainted with the manufacturing process and testing of high-voltage bushings.



The visitors inspecting bushings with RIP insulation

Seminars

SEMINAR AT THE RPG, NOVOSIBIRSK



Y.V.Nikitin, Chief Designer at Izolyator Company delivers a report to the audience

Izolyator Company conducted a seminar for technical staff of Regional Power Grids in Novosibirsk. The seminar focused on the specifics of installation and operation of Izolyator-made high-voltage bushings with external polymer insulation. The audience had an opportunity to ask relevant questions and get consultations directly from Izolyator Company's chief designer.

We thank JSC RPG for the invitation to the seminar and for their efforts.



The seminar in progress

Direct Speech



Our Projects Will Succeed

Working with transformer manufacturers remain a strategically important priority for Izolyator Company. As of today, Izolyator Company is a major, and in some cases, the only, supplier of high-voltage bushings for the Russian-based transformer manufacturers.

I would like to express our gratitude to all colleagues and partners of Izolyator Company for their efforts. I am positive that future holds many more interesting and mutually beneficial projects for us. For my part, I promise to do my best for maintaining and ensuring further development of mutually beneficial relationships, to do everything to facilitate dealings with Izolyator Company and make them useful and successful.



Maksim Zagrebin,
 Manager for Relations with Electrical
 Equipment Manufacturers Izolyator
 Company

Business Visits

ROSENERGOATOM CHOOSES THE BEST



M.V.Koshelev

Izolyator Company was visited by representatives of nuclear power plants – branches of Concern Rosenergoatom JSC – Mikhail Potekhin, a deputy manager of the electrical workshop at Smolensk NPP (in July 2014) and Mikhail Koshelev, a deputy manager of the electrical workshop at Kursk NPP.



M.G.Potekhin (second on the right)

The visitors were offered a presentation of Izolyator Company and its products. Specific issues relating to the operation of high-voltage bushings with RIP

insulation were considered. The visitors were also briefed on the manufacturing process and testing of high-voltage bushings made by Izolyator Company

ENEL OGC-5: GETTING TO KNOW THE TECHNOLOGY



Y.V.Nikitin, Chief Designer at Izolyator Company provides the necessary explanations

On 20 June 2014, Izolyator Company was visited by representatives from JSC Enel OGC-5, a company within Enel Group. JSC Enel OGC-5 is one of the leading Russian wholesale producers of power and heat energy.

The visitors were offered a presentation of Izolyator Company and its products. They were also briefed on the manufacturing process and testing procedures of Izolyator-made high-voltage bushings.

SVEL: ONWARD MOVEMENT

M.I.Zagrebin, Manager for Relations with Electrical Equipment Manufacturers Izolyator Company visited the Yekaterinburg-based SVEL – Power Transformers LLC. The representative of Izolyator Company met with S.V.Politov, Head of Purchasing SVEL. The parties discussed plans of further cooperation and the host company's needs in high-voltage bushings made by Izolyator Company

We thank SVEL – Power Transformers LLC for the invitation and hospitality.



M.I.Zagrebin and S.V.Politov (right)

RUSSIAN ENERGY SECTOR

Business Visits



(Left to right) A.Z.Slavinsky, V.N.Kalauschenko and I.D.Panfilov

ENERGETICHESKY STANDARD LLC: PLANS AND PROSPECTS

In July 2014, Izolyator Company was visited by V.N.Kalauschenko, director of the division for sales of power-engineering equipment on the Russian Federation market, Energeticheskyy Standard LLC.

Energeticheskyy Standard LLC specializes in the sales of products offered by major industrial CIS-based manufacturers, including PAO Zaporozhtransformator and the Yekaterinburg-based ZAO Energomash – Uralelectrotyazhmash, on the Russian market.

A.Z.Slavinsky, Chairman of the Board of Directors Izolyator Company and I.D.Panfilov, Commercial Director – First Deputy CEO briefed the visitor on the high-voltage bushings manufacture and the company's latest changes in the product range.

During the meeting, the parties discussed the activities within the framework of their product supply program and decided on further development of partner relations on a mutually beneficial and long-term basis.

Business Visits



INVITATION FROM UETM

M.I. Zagrebin, Manager for Relations with Electrical Equipment Manufacturers Izolyator Company visited the Yekaterinburg-based ZAO Energomash – Uralelectrotyazhmash (UETM). The Izolyator Company representative toured UETM's production facility and discussed cooperation plans.

In the course of the visit, M.I. Zagrebin was shown the production facility and discussed plans of long-term and mutually beneficial cooperation with UETM representatives.

We thank ZAO Energomash – Uralelectrotyazhmash for the invitation and the opportunity to get acquainted with the enterprise.

M.I.Zagrebin visiting an UETM workshop

POWER MACHINES – TOSHIBA: STRENGTHENED RELATIONSHIP



Production facility of Power Machines – Toshiba. High Voltage Transformers LLC

In June and August 2014, M.I. Zagrebin, Manager for Relations with Electrical Equipment Manufacturers Izolyator Company visited the Saint-Petersburg-based Power Machines – Toshiba. High Voltage Transformers LLC.

The representative of Izolyator Company met with:

- Chief Designer Andrei Sidelnikov;
- The Head of the Design Bureau Victoria Dydykina;

- The Head of Purchasing Department Denis Morozov and other experts.

The representative of Izolyator Company was taken for a tour of the manufacturing facility, discussed plans of further cooperation and development of relationships between the parties.

We thank Power Machines – Toshiba. High Voltage Transformers LLC for the invitation and the opportunity to get acquainted with the production facility.



In the course of discussion, V.I.Ryltsev (in the center)

SOYUZ-SETI: WE HAVE A CONTACT!

Izolyator Company was visited by Vladimir Ivanovich Ryltsev, deputy director of ZAO Engineering and Construction Company Soyuz-Seti, the parent company within the Seti business division of the SOYUZ Holding.

Engineering and Construction Company Soyuz-Seti is a full-cycle EPC contractor implementing projects aimed at reconstruction, modernization and construction of power networks within the framework of “turnkey” projects.

The visitor was shown the company's production facility and testing procedures for high-voltage bushings. The parties discussed their plans of further mutually beneficial cooperation.

Direct Speech



Perseverance as Precondition of Future Success

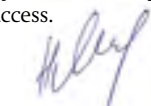
Our company's commitment to cooperation with European colleagues is explained by not only the company's objectives to develop partner relationship and expand its presence on the international market but also by our active desire to participate, in the capacity of a developer and vendor of high-voltage bushings, on the European power-engineering market. Such participation would ensure continuous efforts to improve our products in general and their main criteria – quality and reliability – in particular.

Market promotion of Izolyator-made products is ensured through several channels as a result of a balanced and active cooperation with major transformer manufacturers (Alstom, Siemens) and involves obtaining product conformity certificates enabling the use of such products as a component in the transformers manufactured by these well-known companies.

We are actively working on establishing contacts with power grid companies, thus hoping to strengthen our position on the predominantly conservative European market and generate a higher sales volume.

In addition, the company's presence on the European market would positively influence our position on other international markets encouraging the sales of high-voltage bushings made by Izolyator Company.

Perseverance in our efforts to achieve the objectives specified and continuous work to achieve these objectives is the precondition for success.



Natalia Mazova,
Strategy & Business
Development Leader Izolyator Company

Seminars

PRESENTATION AT ELEKTROENERGIEN SISTEMEN OPERATOR



Izolyator Company conducted a seminar for technical staff of the joint-stock company Elektroenergien Sistem Operator, a subsidiary of the Sofia-based National Electrical Company (Bulgaria).

The seminar was conducted with the organizational support of the limited liability company

Siana Electric, a supplier of power-engineering and electrical equipment to Bulgarian-based manufacturing enterprises.

The participants of the seminar were offered a presentation of Izolyator Company focusing on the specifics of design and operation of Izolyator-made high-voltage bushings and on latest solutions

aimed at improving product quality and reliability. Plans of further cooperation with Siana Electric LLC were also discussed.

We thank the National Electrical Company represented by JSC Elektroenergien Sistem Operator as well as Siana Electric LLC for the invitation and organization of the seminar.

LATVENERGO: A MEETING OF TOP MANAGERS

Izolyator Company conducted a seminar for engineering staff of Latvenergo Group. The event was hosted by Latvijas Elektriskie Tikli network company in Riga.

The seminar was delivered by:

- A.Z.Slavinsky, Chairman of the Board of Directors;
- K.G.Sipilkin, Director for Research & Prospective Development.

The participants were offered a presentation titled «Power Leads with RIP-Insulation and Their Operation. New Developments in Product Quality and Reliability». The presentation was accompanied by a video about Izolyator Company. In the course of round-table discussions, Latvenergo



The seminar for Latvenergo employees

specialists received professional advice on relevant matters of interest. We thank Latvenergo

Group and Latvijas Elektriskie Tikli for the invitation and all the work they have done.

Business Visits

DIALOG WITH HYUNDAI HEAVY INDUSTRIES CO. BULGARIA



Representatives of Izolyator Company visited the Sofia-based Hyundai Heavy Industries Co. Bulgaria, a manufacturer of power transformers.

After an exchange in the latest information on the power transformer and high-voltage bushing market, the parties discussed plans of further cooperation.

We thank the concern Hyundai Heavy Industries represented by Hyundai Heavy Industries Co. Bulgaria for the invitation and hospitality.

ALSTOM GRID AG, SWITZERLAND

Izolyator Company was granted the status of an authorized supplier to Alstom Grid AG to supply 110 kV bushings for an integrated gas insulated switchgear.

Oberentfelden, 30.09.2014

Messa LLC
Natalia Mazova
77 Lenin St. Pavlovskaya Sloboda Village
Izbra District
Moscow Region 143581
Russia

Supplier opening request

Dear Natalia

Messa LLC – Izolyator company is now in the list of suppliers of ALSTOM Grid AG in Switzerland.

Best Regards

ALSTOM

ALSTOM Grid AG
Gas Insulated Substations
Carl-Sprecher-Strasse 3
5636 Oberentfelden
Switzerland

Sandra Strub

Alstom Grid AG | Gas Insulated Substations | Switching Assistant
Phone: +41 (0)56 306 14 02 | Fax: +41 (0)56 306 19 44 | E-mail: sandra.strub@alstom.com
Carl-Sprecher-Strasse 3, 5636 Oberentfelden, Switzerland

Certificate of official supplier Alstom Grid

INTERNATIONAL SCENE

Business Visits

SIEMENS – IZOLYATOR COMPANY.: A MUTUAL INTEREST

Izolyator Company was visited by Stefan Wagner, manager in charge of high-voltage bushings purchasing at Siemens AG. The visitor was briefed on the latest developments aimed at improving reliability and ease of operation of Izolyator-made high-voltage bushings as well as on the company's manufacturing process and product testing procedures. The parties discussed plans of further cooperation.



Stefan Wagner (second on the left) visiting the Izolyator Company production facility



IMEFY S.p.A. (photo from the official corporate website)

A FACT-FINDING MISSION IN EUROPE

Commercial Director and First Deputy CEO Izolyator Company I.D.Panfilov visited the Spanish-based IMEFY S.p.A. and the Italian-based Siemens Transformers S.p.A. specializing in the manufacture of power transformers.

The purpose of the visit was establishing business contacts and discussing plans of further cooperation. We thank IMEFY S.p.A. and Siemens Transformers S.p.A. for the invitation and hospitality.

Exhibitions

POWER UZBEKISTAN–2014



Izolyator Company took part in the 9th international exhibition Power Uzbekistan – 2014 held in Tashkent. The exhibition is officially sponsored by:

- The Republic of Uzbekistan Ministry for External Economic Relations, Investments and Trade;
- The state-owned joint-stock company Uzbekenergo;
- The specialized amalgamation Uzsuvenergo affiliated to the Republic of Uzbekistan Ministry for Agriculture and Fisheries.

The exhibition stand of Izolyator Company was visited by representatives of various organizations from the power-engineering industry of Uzbekistan and other Central Asian countries. The visitors had an opportunity to get acquainted with the latest additions to the Izolyator Company product range. Many useful contacts were made.



At the Izolyator Company stand

LATEST DEVELOPMENT IN ELECTRIC INSULATION



A delegation from Izolyator Company visited the exhibition CWIEME Berlin – 2014. The delegation comprised Commercial Director and First Deputy CEO I.D.Panfilov, Director for Research and Prospective Development K.G.Sipilkin and Strategy & Business Development Leader N.Y.Mazova.

CWIEME Berlin is an annual exhibition and conference dedicated to manufacture of electromagnetic coils, electric motors, transformers and electric insulation.

Direct Speech


Dear colleagues,

At Izolyator Company, product quality is viewed as a life-long project – the product's life-cycle.

Economic performance of any company, its profitability, financial well-being of its employees and prospects of further growth are determined by the quality of the company's products.

Steady and dynamic development of Izolyator Company is primarily based on its responsibility to consumers. It relies upon the principles of knowledgeable decision-making. In doing that, company management is paying special attention to product quality. Bering in mind that competitiveness of our products fully depends on product quality, at Izolyator Company quality is the responsibility of every employee. This approach is implemented within the framework of the company's Quality Management System and provides foundation for employee motivation.

Efficient functioning of the company's Quality Management System enables Izolyator Company to maintain a leading position on the Russian power-engineering equipment market and increase the percentage of exports.

A system approach has allowed our company to successfully pass compliance audits conducted by our consumers: Alstom, CG Electric Systems Hungary Zrt, Siemens AG, PowerGrid, Zaporozhtransformator and JSC Inter RAO UES.

Our goal is to ensure compliance with all the requirements specified by consumers and exceed their expectations!



Alexander Novikov,
Director for Quality Izolyator Company

Quality



Quality control of components before assembly

Quality Service is a functional unit within the company. Quality Service employees are a team of professionals with extensive expertise.

The main priorities of Quality Service are as follows: improving product quality characteristics, reducing product defects rate and improving quality management techniques. The main functions of Quality Service are:

- Performing incoming control of raw materials and components arriving to the company in accordance with the "List of Parameters, Types and Scope of Inspection for Raw Materials and Components Subject to Incoming Control";
- Product acceptance in the course of the production process in accordance with the requirements specified by the design and regulatory-technical documentation. Operational and acceptance control is carried out by experts from the Technical

Control Bureau, Testing Center and Central Laboratory;

- Product testing. Final control and testing are carried out by experts from the Technical Control Bureau, Testing Center and Central Laboratory;
- Gathering and analysis of information on nonconformities identified, aiming to elaborate efficient corrective and preventive action;
- Maintaining and improving the company's Quality Management System.

The state-of-the-art equipment, the use of innovative technology, modern techniques for product monitoring and measurement, and highly competent staff enable the company to manufacture products meeting international standards.

The real pride of Quality Service is testing center accredited for technical competence in accordance with ISO / IEC 17025:2005.



Checking the dimensions of 110-kV RIP insulation

QUALITY

service



Testing a bushing by DC current

The testing center is equipped with modern testing equipment supplied by the world's leading manufacturers – HAEFELY (Switzerland), HIPOTRONICS (USA), etc.

The center conducts testing of serial products and trial models.

The testing center's capability:

- Testing with commercial-frequency voltage from 50 Hz to 1200 kV;
- Testing with DC of up to +/-1600 kV;
- Impulse testing with the full lightning impulse of 1.2/50 microseconds (up to +/-3400 kV);
- Switching test using an impulse of 250/2500 microseconds;
- Temperature test using a rated current of up to 8000 amp in oil heated to a temperature of up to 100°C;
- Thermal stability test, leak test and humidity test;

- Capacitance test, tangent measurement, resistance measurement, etc.;
- Partial discharge test (up to 900 kV) with a measurement level from 2 pC;
- Electronegative gas (SF6) leakage test;
- Console test.

A special place within the structure of Quality Service is occupied by the Technical Analysis Bureau charged with the analysis of quantitative and qualitative parameters of the company's performance throughout all stages of the product life cycle. Analysis is performed using a variety of analytical and statistical methods allowing identifying problems and finding ways for their resolution. The results of analytical activity are then used by the company management for strategic decision-making aimed at further company development, improvement of the Quality Management System processes and procedures.



Accreditation certificate of Izolyator Company's testing center

QUALITY MANAGEMENT SYSTEM

A Quality Management System was implemented at Izolyator Company in January 2000. In April 2000, it was certified as conforming to the requirements of EN ISO 9001. Every year, the company successfully passes compliance and recertification audits conducted by the international certification body TÜV PROFI CERT, Germany.

Product quality is directly related to achievement of the company's objectives.

Every year, the company formulates its goals and objectives relating to quality management, aimed at further improvement of the Quality Management System's processes and procedures.

A system approach to achieving targets specified allows to ensure impressive results and take into account all emerging customer needs and expectations.



Certificate of the company's Quality Management System to EN ISO 9001:2008

Direct Speech



A Highly Professional Team as the Basis for Onward Movement

The task of any company' is to create an environment enabling the employees to make the most of their knowledge when working for the benefit of the organization and continuously maintain the employees' willingness to continue working for that organization.

To achieve this difficult task, Izolyator Company management has decided to provide a variety of business training courses for our employees. This training, delivered by the Right People Sales Academy includes the courses "Efficient Negotiation", "The Fire Inside: Achieving an Impossible Level of Development", and "Presentation Skills".

All training courses are designed to help the employees acquire specific skills necessary for their professional activities. It was especially important that these skills were improved using examples of different situations occurring at the company.

As a manager, I am satisfied with the qualitative changes I see in our employees. I am quite sure that these changes can be attributed to the training because I participated in the training myself and, when evaluating a given situation, I can see what particular technique or a method of communication learned during the training was used by an employee. Continuous upgrade of employee skills is the foundation for building a sustainable company that can promptly respond to market changes and strive to ensure a continuous growth.



Dmitry Abakumov,
Deputy Commercial
Director Izolyator Company

ACHIEVING THE IMPOSSIBLE



Energeticheskaya Strategiya magazine (#7-8/2014) published an article written by a group of Izolyator Company managers and dedicated to the company's priorities as related to new equipment development and the scheduled modernization of the company's existing product range. The article considers the main stages of high-voltage bushing design, approaches to updating batch products using specific examples, and discusses various aspects of the technical support provided by the company.



Production Calendar

22 december
Professional holiday of the energy sector employees

OCTOBER

Mon	Tue	Wed	Thu	Fri	Sat	Sun
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

NOVEMBER

Mon	Tue	Wed	Thu	Fri	Sat	Sun
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

DECEMBER

Mon	Tue	Wed	Thu	Fri	Sat	Sun
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				