

# **InstrumSnab, Group of Companies**

General Review



## Company

### **InstrumSnab - The reliable tool for solving more serious tasks!**

More than 10 years the company InstrumSnab operates on market, supplying cutting and measuring tools, welding and special tooling.

InstrumSnab is famous for in Belarus, Ukraine up to Ural and Siberia. For effective solving we are founding in Russian regions and CIS-countries our affiliated branches as it also allows to constant tracking of market status within these areas.

The strategy of InstrumSnab activity programme combines two main fields:

- **Comprehensive providing** the industrial companies with tools and tooling, which are of stable demand for customers;
- **Implementation of progressive integrated technologies** in manufacturing production, which are of greater interest for companies of different fields of industry.

Furthermore, InstrumSnab develop the promotional activity for sales of foreign professional tools and machines into the Russian market.



## Employees

The personnel staff of our company consists of high-qualified specialists, certified engineers with a great experience in production having necessary skills within a wide range of tools, equipment and tooling.



## Comprehensive Providing

Main positions of our supplying are:

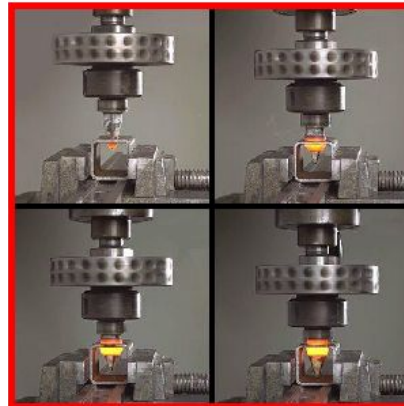
- **Special tools and tooling** according to customer drawings (stepped drills, core drills, reamers, broaches, mandrels, rolling lathes, thread rollers etc.)
- **Gear cutting tools**, manufactured by AvtoVAZ according to the license of Gleason Works (ROUGHAC, HARDAC, HELIXFORM, WEDG-AC, REVACYCLE)
- **Special cutting tools** according to customers drawings (rams, mills, shavers)
- **Special machining and assembling tooling** according to customer drawings.
- **Press molds, dies, die tooling** according to customer drawings.
- **Carbide cutting inserts**
- **Industrial high-frequency electric tools**, manufactured by AvtoVAZ according to the license of Bosch
- **Pneumatic tools** manufactured by Ingersoll-Rand, KamAZinstrumentspez mash, and also by other foreign and domestic producers
- **Cutting, bench and abrasive tools** by domestic and foreign manufacturers according to GOST, DIN and according to customer drawings (thread, plain, slitting plug rings; complex and pneumatic calibers)
- **Tooling for contact welding** (electrodes and electrode holders, breakdown cables)



# Implementation of Progressive Integrated Technologies

Today we promote and integrate progressive technologies into industrial plants on Russian area as follows:

- FORMDRILL® process of thermal drilling in sheet metal originated by Unimex, Belgium



- KMM® process of combined magnetic-mechanical surface treatment integrated by GRIT, that is German-Russian joint venture, included in the group of companies InstrumSnab



## Our Partners

Today our company business contacts covers the whole Russia and increasing number of foreign partners. Our supplying companies are the best-skilled ones in their field. Cooperation with such companies is guarantee of our competitiveness.

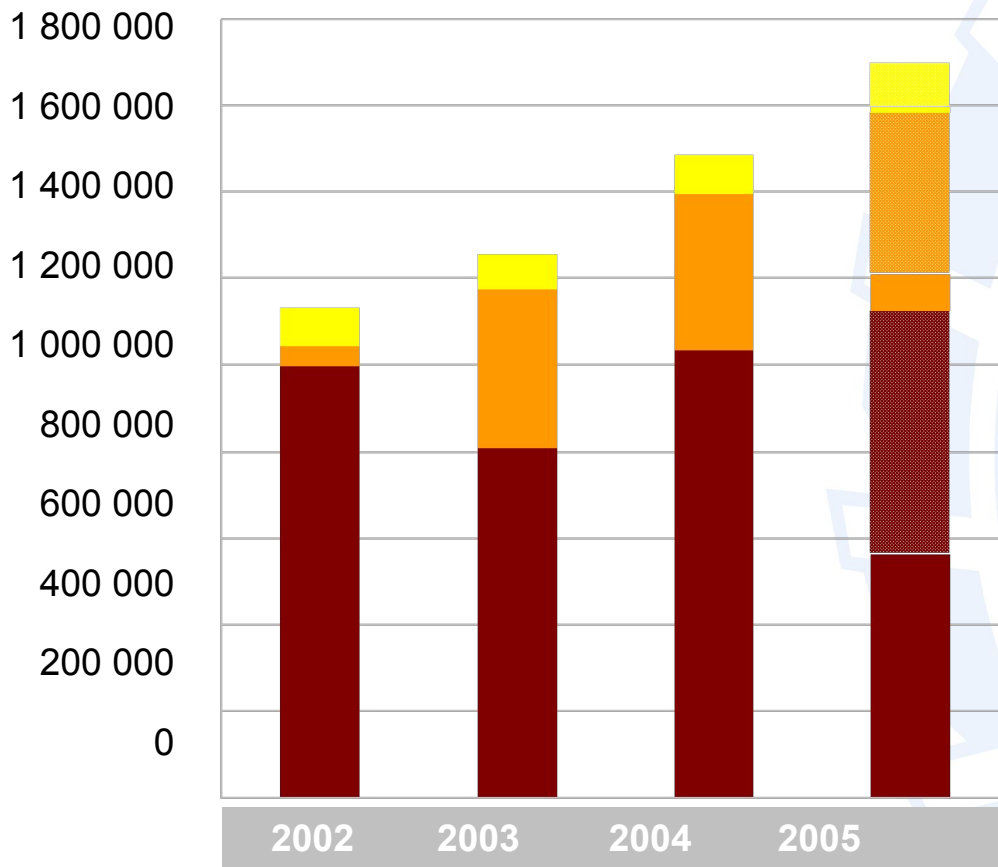
By building-up our business, solving our customers' objectives and demands, we earn their trust for many years.

InstrumSnab operates on the market, supplying cutting and measuring tools, welding and special tooling, as a commercial representative of tooling divisions of AvtoVAZ, GAZ, ZShP, Ingersoll-Rand, Unimex N.V. Formdrill, MFP Tools, Precision Spring Europa, Elterma and the manufacturer of semiconductor frequency converter «NPO «Parallel».

MAZ, MZKT, MTZ, BelAZ, MotoVelo, ZIL, UAZ, GAZ, UralAZ, ZMZ, Izh-Avto, Volzhsky Motory, AvtoVAZagregat, VAZinterservice, Eltra, Avtosvet and to more than 50 other large industrial companies of Russia, Byelarus and Ukraine – all of these companies stand as the partners of our company.



## Net Sales, 2005 (forecast) 1,7 mln EUR

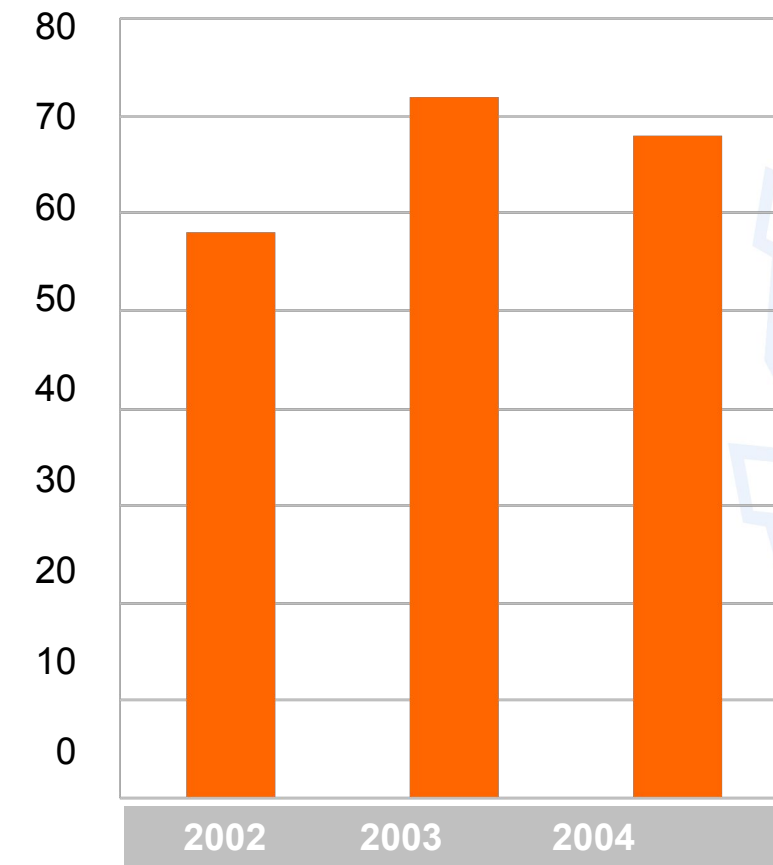


- Cutting tools and tooling
- Power tools
- Tooling for contact welding

□ forecast



## Number Dynamics of Contractors



— Contractors





## Promotional Events



We participated in the exhibitions as follows:

- TOOL.MACHINES.METALWORKING 2004, Perm
- METALWORKING 2004, Moscow
- METALWORKING. TOOL. MACHINERY 2004, Izhevsk
- URALXPOTOL 2005, Ekaterinburg

Exhibitions planning in 2005:

- MASHEX 2005, Moscow, 30.05.03.06.2005
- TOOL. METALWORKING. INDUSTRY 2005, Rostov-na-Donu, 16.11.-18.11.2005

The exhibitions run and planned were selected in the above-mentioned venues since they are the centers of the biggest industrially developed regions of Russia.