



### Issue 2, August 2007

#### EXHIBITION ACTIVITIES

##### **KUMZ participates in the 47<sup>th</sup> International Air Show 'Le Bourget 2007'.**

Top management and key specialists from KUMZ as well as dedicated sales managers from ASMP GmbH and ASMP Inc. led by Vladimir I. Skorniyakov, President of 'Aluminium Products' Managing Company and Vladimir M. Chertovikov, First Vice-President of 'Aluminum Products', have taken part in the 47<sup>th</sup> International Air Show 'Le Bourget 2007' (Paris, France). For the first time in its history KUMZ has participated in the show as an exhibitor and an equal partner of the world aerospace companies.

##### **Vladimir I. Skorniyakov, President of 'Aluminium Products' Managing Company:**

'For KUMZ this exhibition is like an entrance to the world arena. In 2005 we were in Le Bourget as visitors who wanted to see how aviation industry was developing. Today we are exhibitors. I'm sure KUMZ will take a definite place among leading manufacturers of semi-finished and finished products for the aerospace industry in Russia and all over the world'.

##### **Vladimir M. Chertovikov, First Vice-President of 'Aluminium Products' Managing Company:**

'My very first impression is we have been really busy at the show. We had a very tight meeting schedule with our partners and customers, besides we got a number of new contacts. Our existing customers and partners know about KUMZ, about KUMZ products and programs. New people hear the name of 'KUMZ': they come to see us because they are interested'.

##### **Fabrizio Ferrari, Executive Director of ASMP GmbH:**

'This exhibition is a perfect opportunity for us to present our products to the world community. It has been a good chance for us to get in touch with potential customers. It is a very positive exhibition and I think KUMZ presentation reflected all the necessary information about it. People are interested, they ask questions and it is a success'.

##### **Alex Tattersall, KUMZ Market Development:**

'This exhibition is an excellent presentation of our products. There have been a number of fruitful meetings with potential customers both scheduled and

spontaneous. If we look at the number of visit cards and contacts we got over a period of the exhibition I can say that this exhibition will bring a colossal profit to our company'.

##### **Alexey V. Filippov, Managing Director of KUMZ:**

'Participation in the Paris Air Show is like a benchmark of a large development program we have been implementing here at KUMZ for the last four years. We can consider it to be a finish, but I think it is a start – a very good start for our company. We are no longer visitors, we are active participants of the show and it is a success'.

##### **Andrey V. Kurganskiy, Commercial Director of KUMZ:**

'Our main challenge has been to present KUMZ as a manufacturer of semi-finished products for the world aerospace industry and I'm sure it has been achieved: a very tight meeting schedule, a very dynamic negotiation process. We will see these results in a few months: at the show we have signed a number of MOUs with the key aviation companies and as practice shows these very first steps lead to new contracts and new customers. We continue working in this direction and KUMZ has already scheduled and confirmed its participation in 'MAKS 2007', International Aviation & Space Salon, (August 21–26, 2007) for further work and more new contacts to come'.

In 2008 we are going to participate in:

- Aluminium India 2008, Mumbai, India – Feb. 22 – 24;

- OTC 2008 (Offshore Technology Conference), Hewson, TX, USA – May 5 – 8;

- Farnborough International Air Show 2008, United Kingdom – June 14 – 20;

- Oil & Gas 2008, Moscow, Russia – June 23 – 27;

- Aluminium 2008, Essen, Germany – Sep. 23 – 25;

- Metal-Expo 2008, Moscow, Russia – November, 2008.

#### QUALITY ISSUES

##### **Quality Management System. Surveillance audit.**

June 5 – 7, 2007 KUMZ got through surveillance audit by SGS (UK) for conformance to the requirements of ISO 9001:2000 and AS 9100 (Quality Assurance. Aerospace series. Requirements).

As Vladimir A. Vesnin, Certification Department Manager says SGS auditors have analyzed functioning of the Quality Management System, processes of purchasing and contract conclusion for metal products supply, the internal auditing system, R&D, corrective and preventive actions, personnel training, information systems, main production lines – casting, rolling, extrusions and forging. As announced, all audited processes fully correspond to the requirements of the international standards. High level of production culture in plant shops as well as the information system implemented at KUMZ allowing to control status of Purchase Orders and traceability at each technological stage have been noted in particular.

##### **KUMZ Central Laboratory celebrates its 65-year anniversary.**

Central Laboratory of KUMZ gained recognition as a reliable quality guarantee of KUMZ products these days celebrates its 65-year anniversary. Central Laboratory is a complex scientific and analytical centre with a huge experience and 200 highly qualified employees. Staff of the Laboratory does everything to maintain achievements of previous generations and enter a new quality level of manufactured products including new analysis methods and techniques, new tests, modernization of current and purchase of new testing units. A new testing machine by INSTRON was purchased to perform tensile, compression, crush, shearing and bending tests. New equipment was installed in spectral laboratory – spectrometer SPECTRO designated for chemical composition control. Quality System of the Laboratory conforms to the requirements of ISO 9001, SAE AS 9100, ISO 14001 and OHSAS 18001.

**It was announced that KUMZ product shipment in Jan.-May, 2007 has increased by 13% in comparison with Jan.-May, 2006. Export deliveries have increased by 6.8%.**