

ATOM KOMPLEX PRYLAD

Kyiv, Ukraine

Text of presentation by Kazymyrova Galyna,

Tel/Fax: (380)-44-573-26-55, 573-25-97

1.

Ladies and Gentlemen!

Let me present you a scientific production enterprise Atom Komplex Prylad from Kiev, the capital of Ukraine.

2.

Our company was established in 1991 by a group of physicists, engineers, and ecologist to design, manufacture and implement in Ukraine and other countries systems and special devices for radiation monitoring of the environment and NPP processes.

3.

The model of our activity is shown on the slide. It is likely that in USA, there would be several companies in this case, but the Ukrainian market is still under formation. That is why, at the current stage, our company designs, makes, and sales products on its own, acts as an intermediary for both customers and partners, provides servicing of all products sold. The testing laboratory of our company has been accredited in technical competence and independence by the State Standard of Ukraine. Now we can carry out product testing for certification of conformity.

4.

The major products of our company include beta-, gamma-, alpha-spectrometers, their respective software, radiocological database systems and accessories.

We offer our customers radiation monitoring equipment of other Ukrainian and foreign manufacturers. We service any equipment purchased from us.

5.

Our company has experience in partnerships with overseas companies. Our cooperation involves using their components to complete our spectrometers and selling their products in Ukraine.

6.

I'd like to describe briefly our production.

Scintillation gamma-spectrometers fall into the first group of our products. We designed several modifications of this spectrometer. The base ones are presented on this slide.

These devices are ergonomic and easy to handle; their performance specifications are at world levels. The software allows us to use the spectrometers for measurement of natural radionuclides that are commonly measured with more expensive semiconductor spectrometers in the West. We produce stationary, portable, and field gamma-spectrometers. The spectrometers for field measurement are completed with the components manufactured by the American company - ~~Definon~~ **Definon System**. These devices are capable of operating in a wide temperature range and under extreme dust and humidity conditions. We believe the future of the spectrometers with such characteristics on the Ukrainian market (up to \$2 million), and in other countries, is quite promising.

7.

We also produce spectrometers based on hyperpure germanium detectors. Nuclear power plants commonly use these devices. Our equipment of this type operates at all Ukrainian NPPs.

Our spectrometers have passed the State Testing and been entered into the State Register of Measuring Devices of Ukraine with the right of serial production.

8.

A unique product of our company is beta-spectrometers that have no analogues in the West. These devices were designed to measure strontium-90 (Sr-90) without radiochemical extraction.

Beta-spectrometers used to measure beta-emitting radionuclides, allow us to reduce the total time of measurement from two weeks down to two hours and do not demand high-skilled operators and toxic chemicals.

9.

A special product of our company is the software "AK" for control of analyzers and automatic processing of spectra.

The software is of an in-house design of our programmers under the guidance of the director general (who worked more than 15 years as a nuclear-physicist and programmer in the Kiev State University and the Institute of Nuclear Research of the National Academy of Sciences of Ukraine). It is the product that our company began with.

Our software differs from similar software by using optimal algorithms, good mathematics, correct estimation of measurement errors, and by the ability to automatically transfer results to databases. It is a good tool for nuclear researchers. At the same time, a high level of automation allows minimally skilled operators to perform routine measurements.

Our software is a standard in Ukraine.

10-11.

As I mentioned above, the objective of our company is to create radiation monitoring systems. And we have been achieving it.

We have developed databases that supplement the above-mentioned products and allow us to offer our customers computer-aided radiation monitoring systems. Such systems operate in nine regions of Ukraine in the system of Ministry of Public Health and in the drinking water supply system of Kiev. The most recent such system has been installed at Chernobyl NPP to monitor radionuclides in the human body.

12.

We do not leave our customers alone after selling our products. We provide a wide range of services such as installation of equipment on the customer's territory, warranty and post-warranty maintenance, training on customer's territory. Also, we carry on annual training courses, which are organized by our company and which may involve 50 - 70 participants.

We have a library of techniques, standards, and special literature on professional equipment, environmental and radioecological monitoring. Information from the library is available for our customers.

We also develop sampling and measurement procedures.

13.

A particular activity of our company is product testing for certification. Our testing laboratory has been accredited in the System of State Standard of Ukraine and is the lead testing laboratory of the State

Quality Center for the Ministry for Environmental Protection and Nuclear Safety. We test products supplied by different manufacturers for NNPs.

In particular, we tested the computer-aided system of radiation situation monitoring for Zaporizhya NPP.

14.

All the company's activities are supported by the State Certificates. We are certified for:

- serial production of spectrometers;
- the sale and reconditioning of measuring equipment;
- space activity;
- product testing for certification.

16-15.

The technical level of our production, its quality, skilled maintenance services have favored strengthening of our company in the Ukrainian market.

This is a map of Ukraine. Schematically, I split our activity into 10 kinds and am going to show on the map where and what we produce. Totally, we delivered within Ukraine product units in more than 400 points.

Nuclear Power Plants, IAEA, National Space Agency of Ukraine and others are our customers. We have contracts directly with ministries of our country and with individual organizations as well.

17.

Our contribution in the market is 25% and, in some aspects, we are leaders.

We intend to increase our market share in Ukraine up to 40-50% and to enter the markets of Kazakhstan, Belarus, Russia, Asia, Eastern Europe, and the West.

18.

Ladies and gentlemen !

It's a great honor and pleasure for me to introduce our company to you. It is one of the first private enterprises in Ukraine that has made explicit progress in spite of all obstacles mounted before private scientific industrial enterprises in Ukraine.

It's been an attempt to tell you briefly who we are, what we have, and what we strive for.

19

Now I'd like to explain what we expect from a potential American partner.

Our company is ready to widen the outlet of our production and would like to cooperate with a small aggressive American company, experienced in introducing their products into the world market.

We are ready to create in cooperation with you new competitive products and, thereby to increase the possibilities of both our and your business.

We can use our experience to introduce your production into the market of Ukraine and CIS.

20

If you are interested in our proposition, I'll be glad to meet you and answer all your questions. In addition, I have detailed information on our company and can present it to anyone interested.

Thank you for your kind attention.