



**padanaplast®**  
EXCELLENCE IN COMPOUNDING

Roccabianca 25th January, 2019

**SUBJECT : New Sales Organization in Russia**

Dear Customer,

We are pleased to inform you that starting from January 1<sup>st</sup>, 2019 the company **International Plastic Guide (IPG)** is appointed “sales distributor” for the Padanaplast wire and cable products (Cogegum® GFR, Cogegum® AFR, Polidienne® G, Polidan® EC and Catalyst Masterbatch) in the countries Russia, Bielorussia and Kazakistan.

**International Plastic Guide** will replace our sales agent **Natalja Rykova** who will continue to be in charge of the countries Russia, Bielorussia and Kazakistan as sales agent for pipes and fitting compounds (Polidan® T) for hot and cold water applications.

**International Plastic Guide**, is already known by many of you and is a proven organization that has been operating in Russia for over 10 years.

The new sales organization aims to be closer to the customers and to improve the relationship with your company.

In the next few days, **International Plastic Guide** sales and technical managers, will contact you to communicate all the new information necessary for the business and to set up a meeting in order to explain our new sales strategy in your country.

Remaining at your disposal for any further questions or clarifications, I take the opportunity to send to you my best regards.

**Padanaplast S.r.l.**  
**Stefano Restani**  
*Sales & Marketing Manager*

PADANAPLAST S.r.l.

Società a socio unico soggetta a direzione e coordinamento di Finproject S.p.A.

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