

# Annual meeting of HARP dealers

23 December 2019 by HARP

On December 13, 2019 Kharkiv Bearing Plant held an annual meeting with dealers – the leading sellers of bearings in Ukraine. The partners have discussed the results of joint work in 2019 and future plans for 2020. HARP will continue to expand the range of bearings, increase the dealer network and strengthen its position in Europe and North America. As a part of the HARP brand development, in 2020 the company will present new content strategy and updated product promotion standards. The company plans to increase sales and export volumes on traditional and new markets.

Among the achievements of HARP in the expiring year, it is worth to highlight development and release of new units, updating of existing product lines, as well as obtaining a certificate for railway axlebox bearings WJ/WJP of the European type. Those achievements were possible due to modernization of the machine park and putting into operation new equipment.

In 2019, HARP also successfully passed an external recertification audit for compliance with the international requirements of the quality management system ISO 9001. During the meeting dealers got acquainted with new bearing units for disc harrows and sowing equipment. In particular, it was presented bearing unit with a housing made of ductile cast iron GGG50 and sealing system X-SHIELD-6.

This unit has standard for UCF series mounting dimensions, but it is reinforced to meet the requirements of farmers for reliable operation in tillage equipment.

In general, the distributors learned more about the vectors of development of the product range for the agricultural, metallurgy, automotive and railway industries.

In order to achieve its goals in 2020, HARP plans to strengthen the role of distributors in promoting products on the Ukrainian market by expanding the range of the most popular bearings and units, providing prompt technical support to end customers, as well as marketing support.

The official part of the event was continued by the solemn presentation of gifts and the Official Dealer Certificates. During the meeting there was also noted the work of the best sales managers from partner companies.

"This year we decided to award the most active and successful sales managers and thank each of them for high results and effective performance" – said Elena Slavina, Head of Sales Department. The representative

of LLC TD IRBIS Lesya Sypalo thanked HARP for an interesting and productive meeting.

"The communication was useful, today we discussed a number of important issues for us, outlined priority directions for 2020. HARP is our reliable business partner for 20 years and we are very satisfied with our joint work. We would like to wish the plant further development and keeping its team". Head of Private Company Prompodshipnik Yuri Martynov thanked HARP for awarding him a gift as to the best sales manager in 2019. "I am sure that 2020 will be financially successful for our further cooperation!", – said Yuri Martynov. HARP – proven solutions for you!

Source: HARP