

TMP news



Project Reference Person

Aldo Sammartano

Editor TM.P. S.p.A. Termomeccanica Pompe

Project Developed in-house

Authorisation from the tribunal of La Spezia

N. 5/08 del 02/12/2008

TM.P. S.p.A Termomeccanica Pompe

Via del Molo, 3 - La Spezia - Italy Tel. +39 0187 5521 - Fax 0187 552506
e-mail: pumps@termomeccanica.com - http: www.termomeccanica.com

December 2008, issue 00

I have decided to start with the **TMP News** initiative trying to combine two needs: on one hand, the need to divulge our company's potential to the "outside world" in a systematic, continuous and suitable way with regards to what our "business" is about; on the other hand, the necessity to spread information relative to the performances of the TMP group amongst our employees. Such task reveals to be quite challenging given the growing number of branches & subsidiaries and the high "generational" turnover which has taken place in the company over the last few years.

My intent is also to strengthen the company culture, making our employees proud of the work they carry out as members of a team. In actual fact, we are often involved in projects of international importance given either their magnitude, their technical peculiarities or their humanitarian / environmental impact. In my opinion, **TMP News** will help to achieve these goals and I hope that all of you will find it of interest and growth, both at personal and professional level. Best wishes to the board of editors whose challenging job is to lead this Newsletter to success.



Edoardo Garibotti
Managing Director

Presenting The New AP Pump Line API 610/ISO 13709 - OH2



This year, Termomeccanica Pompe has launched its new **AP** pump line, overhung solution, OH2 type, designed for heavy duty process in accordance with API standards 610, 10th edition (ISO 13709:2003).

The development of this new pump family is part of TM.P.'s strategic expansion plan which includes amongst its key goals the strengthening of the company's presence in the Petrochemical and Oil & Gas markets with the view to substantially increase sales and thus become recognized, in the mid-term, as a well-established international competitor of the sector.

The new **AP** pump family originates from the old AP series manufactured and commercialised from the 1960s onward, but now discontinued. It is made of 50 completely standardized pumps developed with modular design so as to minimise delivery lead-times and optimise production as well as storage costs. In fact, the whole series is covered with only 5 frames (support/ bearing/ shaft). Additionally, all pumps of the family are suitable for the S5-S6-S8-C6-A7-A8-D1-D2 classes of materials as per API 610 standards.

New hydraulics have also been studied for the entire pump series so as to allow energy savings through higher efficiency rates and to guarantee wider operation ranges too.

Ten different prototype pumps were actually manufactured and tested in TMP's own Test Center facilities so as to check their

mechanical behaviour related to vibration and noise levels throughout the entire operation range. Further high temperature performance tests (350°C) were conducted on some of the prototype pumps.

Such tests were performed with diathermic oil in a special closed circuit, allowing to check stress on main critical components, to measure thermal flows propagation from pump casing to support, as well as to implement solutions enabling the reduction of the lubrication oil temperature.

It will be possible to use such test bed in the future to carry out mechanical running tests upon customer request.

New **AP** line series – Key Technical Data :

capacity - up to:

3100 m³/h

head - up to:

430 m

temperature:

from -100°C to +450°C

design pressure - up to:

100 barg

rotating speed - up to:

4000 rpm

Reaching for Excellence project A.R.D.E. (“Alla Ricerca Dell’Eccellenza”)

“Reaching business excellence and both technical and managerial excellence in Human Resources development” is the vision Termomeccanica Pompe has set itself and that the A.R.D.E. Project will help us achieve by 2010. Such project was created so as to offer a complete training programme, aimed at strengthening our workforce / employees’ technical and professional stock of knowledge. Amongst the proposed courses this year were courses on external technology components, foreign languages, business economics, health & safety regulations and

quality management system as well as a course on mechanical design held by Dr. Floriancic from the Turbo Institut of Ljubljana (Slovenia), just to name a few. The collaboration with I.E.N. – Istituto Europeo di Neurosistemica (European Institute of Neurosystemics) – with a view to set the path to cultural change has also formed an integral part of the project. It has facilitated the creation of a Core Competencies System which encompasses values, competencies and behaviours unique to the “belonging” to Termomeccanica Pompe. Today, TMP

reflects itself in the of values **TRUST**, foundation for the relationships among human resources, tool for enhancing value, for training and growth; **INNOVATION**, constantly creating added value so as to always be on the cutting edge of Research & Development, whether it be with regards to projects, processes or products; **RELIABILITY**, to honour agreements made, supplying products and services that satisfy our customers demands; **EXPERTISE**, developing, enhancing value, capitalizing and protecting the company’s know-how and the professionalism of its human resources; **RESULTS**, sharing goals and reaching them, increasing profitability so as to guarantee company growth.



Termomeccanica Pompe



La nostra missione

Contribuire al successo dei nostri clienti mettendo a disposizione la nostra esperienza e professionalità, nel rispetto del lavoro e dell'impegno di dipendenti e fornitori, dell'ambiente e delle aspettative degli azionisti.

Our mission

To contribute to the success of our customers through our experience and know-how. We pursue this goal giving the utmost consideration to the hard work and commitment of both employees and suppliers, respecting the Environment and complying with the expectations of our Shareholders.



Think innovative

news flash

Opening of two Branches during the 2nd semester:

TM.P. SpA Termomeccanica Pompe – UAE Branch (Sharjah – United Arab Emirates) - its objective is to consolidate the direct relationships with local customers and strengthen the Service activities in the area.

Termomeccanica SpA – Libyan Branch (Tripoli - Libya) – whose aim is to give support to the different companies of the Group with regards to the business activities to be carried out on the Libyan territory.

TM.P. Termomeccanica Service Sud Srl in Expansion

In June, our Southern Italy subsidiary located in Massafra (Taranto) purchased a new warehouse attached to the existing facility so as to increase its production capacities (addition of 1.000m² of covered area and more than 1.100m² of external area).

15 million Euro Contract Signed in Egypt

In May, Termomeccanica Pompe signed the single most important contract of its history with “Cairo Electricity Production Company”. The 15-million Euro supply consists of 28 heavy-duty high-technology pumps designed for the Cairo West Power Plant.

The editors of this issue are:

G. Bongiorno
S. Carret
M. Coneri
M. De Benedetti
E. Garibotti
G. Iapoce
D. Sanguinetti