

# TMP news



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## The Chronicle on Iran Continues: TM.P.'s history in the country

As Iran is currently receiving strong international TV and Press coverage, we cannot help but remember our company's history and positive business experiences in the Country. Hundreds of Termomeccanica pumps have been operating in Iranian steelworks and power plants since the 1980s. More specifically, we can mention the Mobarakeh Steel Complex, Saba Steel Complex, Esfahan Power Plant, Bandar Abbas Power Plant and Dombey Power Plant. For years now, our Service Division has also been supplying on a regular basis spare parts and equipments to ensure adequate maintenance and operations of these plants.

After decades of indirect presence, Termomeccanica Pompe started its direct "adventure" in the Iranian market at the beginning of the years 2000 and soon stood out by acquiring in 2004 a project for the supply of 34 units of pumps and hydraulic turbines destined for 22 combined cycle power stations managed by MAPNA (Iran Power Plant Management Company). It is the first project of this importance to be assigned to an italo-iranian consortium, including gradual technology transfer on pumps, hydraulic turbines and electric motors. MAPNA subsequently added to this first order the supply of 4 additional units for the power plants of Yazd Solar and Shirvan 3.

Our professionalism, technical know-how and the respect of the project deadlines

have allowed us to build with MAPNA a strong relationship, based on mutual respect and esteem, and to acquire a second order for the Tisheerin power plant located in Syria. The new project entails the supply of the same type of pumps and hydraulic turbines as the first one, but this time the supply is taking place directly from Italy. Once again, TM.P. is laying the ground for new future opportunities.

Termomeccanica Pompe acquired an additional project, the Sirri Island Water Injection Project - Customer Saba Qeshm Offshore & Free Port and End-User I.O.O.C. (N.I.O.C. Group). TM.P. has been successful in this complex negotiation by capitalizing on its existing references with the Client and going through a tough qualification process with the End-user, known to give preference to international competitors already referenced with them.

Additionally, the first pumps of the new API series have recently been supplied for the Tehran oil refinery and another 3 pumps of the same type are under completion for the petrochemical plant of Karaj Parsi.

TM.P.'s success in Iran has been furthered over the last few months by the acquisition of a new contract signed in August for the supply of 3 boiler feed water pump units to Tehran Jonoob & Bina JV for the Bandar Abbas Gas Condensate Refinery Project.

## TERMOMECCANICA SAUDIA Opening of Workshop at Al-Jubail

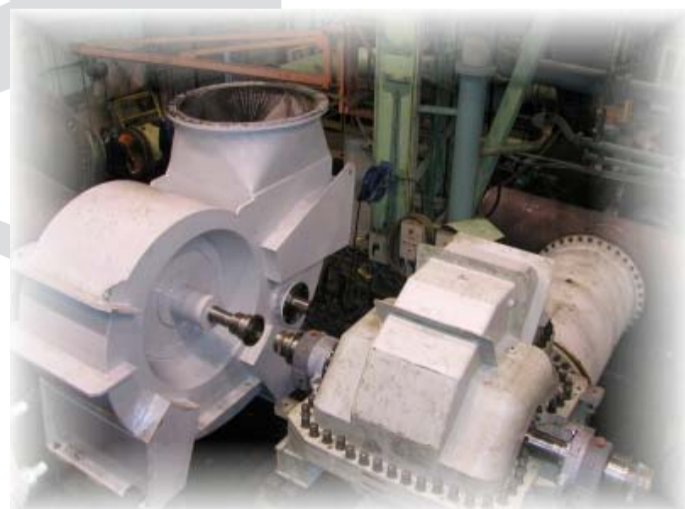


Since 2002, Termomeccanica Saudia Co. Ltd has been offering a portfolio of services and activities to its Customers related to the entire life cycle of their plants such as Design, Engineering, Procurement, Commissioning & Start-Up, Supervision, Rehabilitation and Replacement of all electromechanical components and industrial systems. The company continues its expansion adding a new production facility in Al-Jubail (opening in October '09) to its existing Riyadh-based commercial office. The production unit is a modern facility of 4,200 sqm located in the core of Saudi Arabia's Eastern Coast industrial area, at a stone's throw from Bahrain and all the other Gulf countries.

Thanks to its Al-Jubail workshop, equipped with boring machines, cutting machines, milling machines, lathes as well as a last generation technology 30-ton crane, the Company will be able to develop internally any technical service and engineering activity requested and thus to answer any local Customer need with high flexibility and quick response, coupled with the technological know-how and market experience of Termomeccanica Pompe.

The main workshop activities performed on pumps, compressors, rotating machines in general, valves and spare parts are:

- machining work
- balancing
- overhauling and rehabilitation
- reverse engineering and re-engineering.



Pump Casing and  
Hydraulic Recovery Turbine  
DAMAVAND PLANT-IRAN

Combined Cycle Plant  
DAMAVAND - IRAN



## A.R.D.E. Project

### (Searching for Excellence) – Path to Cultural Change: The Development of the Company's Competences Continues.

Training days were held at the beginning of September for the five Competence Teams corresponding to the five key company competences defined in the Competence Book drawn up during the "Competence Day" held last January - i.e. Responsibility, Foreseeing and Solving Problems, Team Work, Initiative and Focus on Company Goals.



The Competence Teams are cross-functional teams to which about 50 TM.P. employees adhered to on their own accord and whose objective is to develop and spread throughout the company the key competences by facilitating their "practice".  
During the meeting held on September 15<sup>th</sup>, the five Competence Teams presented their programs to the entire company, thus officially initiating their work.

## flash news

### New Management Reporting System for Controlled Companies

TM.P. has launched an important project for the creation and implementation of a centralized Management Control and Reporting system for its controlled companies.

The project has for objective to improve the existing system, making the flow of information more timely and reliable and ensuring an increased traceability of data and processes.

### Development of TM.P. Romania's Engineering Department

During the course of 2009, TM.P. Romania has strengthened its Engineering Department, adding new resources to its team who now counts a total of 8 project engineers. Bucharest and La Spezia work with full IT systems integration, sharing the same resources through remote connection.

## TM.P.'s Risk Evaluation Document (R.E.D.)

According to Law Decree n.81 dated April 9th, 2008



According to article 17 of the **Law Decree n.81/08**, the evaluation of all risks, with the subsequent elaboration of the **Risk Evaluation Document – R.E.D.**, is the

fundamental obligation of the employer. The above-mentioned decree currently represents the Consolidated Act on the matter of Health & Safety protection in the workplace, repealing the well-know previous regulations, amongst which Law Decree 626/94, Law Decree 494/96 and D.P.R. (Decree of the President of the Republic) 547/55. In consistence with the indications of article 28 of the Consolidated Act, a new **Risk Evaluation Document** has been elaborated in TMP. Such R.E.D. has been subdivided into 15 main sections (plus a few sub-sections) covering the evaluations of all the types of risks regarding Health & Safety during working activities in TM.P. The document also specifies the related evaluation criteria, prevention and protection measures as well as the Individual Protection Devices (IPDs) adopted. The drafting of the new TM.P.'s R.E.D. involved many months of work, including research, critical condition analysis and evaluations which result

can be found under the various sections of the document, more specifically: the criteria adopted (section 2), obligations (section 3), general protection measures (section 4 – including emergency and first aid procedures, prevention measures, etc.), risk evaluation (section and subsections 5.1 to 5.22 including noises, optical radiations, vibrations etc.), Individual Protection Devices (section 6), information / training (section 8), the conduct of contract work (section 10) and the forms evaluating risks and the related measures taken (section 12).

The Risk Evaluation Document as defined above can only be a dynamic document subject to updates, modifications, re-alignments subsequent to variations of the organization of work (new workshop layout, new work methods, new production resources, etc.), respect of subsequent regulations, etc.

Hence, even if the elaboration of the R.E.D. should be considered the main company objective for the protection of Health & Safety in the workplace, it is only its continuous up-date which will enable an employer to guarantee the principle of "Prevention".



## Safety is life



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## 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 employees and suppliers, respecting Environment and complying with expectations of our Shareholders.

