

TM.P. news



Project Reference Person
Aldo Sammartano
Editor TM.P. S.p.A. Termomeccanica Pompe
Project Developed in-house
Authorisation from the Court of La Spezia
N. 5/08 dtd. 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
April 2012, issue 01

Completion of Global Service Contracts on Stromboli and Pelosi Naval Units

The start of 2012 saw the completion of the Naval Units Global Service contracts awarded to the temporary consortium established in 2009 with TM.P. as its leading representative. More specifically, the contracts concerned the revamping of the **Ship STROMBOLI** and **Submarine PELOSI**.



As a manufacturer of pumps and compressors for naval auxiliaries, TM.P. is a longstanding spare parts supplier and Service contractor to the Italian Navy with regards to all its own supplies. With the award of contracts of this kind, the company has also extended its reach into the field of integrated solutions for the servicing of complete systems and auxiliary units from third-party manufacturers.

The work, carried out at the **Taranto Shipyard**, involved more than seventy people, from workers to engineers. The actual work covered various areas of expertise: from fairing to work on the rudders and propeller shafts; from complete systems such as air-conditioning, high-pressure and hydraulic systems for manoeuvring, valves, filling pumps and other types of auxiliary equipment.

On the Ship STROMBOLI, a structural inspection by TM.P. personnel prompted the decision to rebuild the boom and cabin of the Ship's main crane.

One of the most important jobs TM.P. was responsible for was the coordination of all the companies required to carry out work on board the naval units in question. More specifically, this entailed coordinating over five hundred jobs undertaken by twelve different companies on the Submarine PELOSI and over one thousand jobs involving ten different companies on the Ship STROMBOLI. This was clearly a huge undertaking given the sheer number of jobs to be managed and companies involved.

TM.P. used a Gantt chart software tool for planning purposes, while continuous monitoring was set up through scheduled meetings at regular intervals to handle safety coordination.

The result was that of completing work according to the deadlines set in the contracts, to the Client's full satisfaction and without any accidents on the job.

New company opened in Albania



Termomeccanica Pompe (TM.P.) is pleased to announce that on the 16th of February 2012, the Group welcomed a new member, **TM.P. Termomeccanica Albania Shpk** based in Tirana.

This company was established with the aim of giving TM.P. a foothold in the Albanian market, which, with its wealth of pumping stations for monitoring river levels, offers great potential for the Service Division. The GSh 1 project is already under way for the supply and installation of 4 drainage pumps and for civil engineering works involved in the turnkey refurbishment of the Velipoja pumping station in the Shkoder region. The Client is the "Water and Sanitation General Directorate" and the project is subsidized by the World Bank.

Here are a few project facts and figures: the contract, worth over 1.5 million USD, was signed on the 20th of December 2011; the project start time t_0 has been set for early April, with turnkey completion of the plant due to take a total of 150 days.

This project will undeniably make a great calling card for establishing a sound reputation in the Albanian market, which is as yet unexplored by TM.P..

New Hydrogen Compressor For Termomeccanica Compressori

Attesting to the importance of continuous research and development efforts, TM.C. is launching a **new innovative hydrogen screw compressor**.

The compressor was designed in response to a specific request from a client, Adicomp, and will be used in a test rig for testing latest generation energy solutions.

The hydrogen compressor has been based on the tried-and-tested standard SCA14GR series, which has been modified with a few "ad hoc" changes to suit the properties of the new fluid to be compressed and offer reliable operation. Molecular hydrogen is actually a highly flammable fluid featuring very small molecules that are prone to spread inside the various materials of a porous nature that make up the compressor housing, resulting in a considerable increase in the risk of explosive leaks.

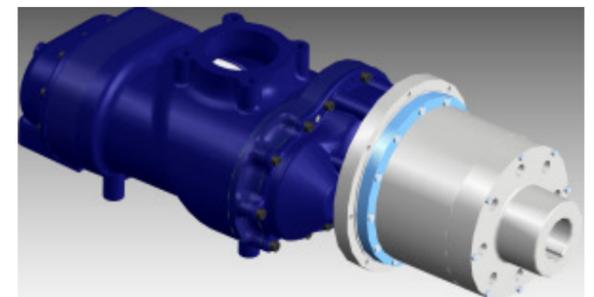
To overcome this two-fold problem, the Engineering Department has come up with specific changes to the standard model in order to make the compressor safer and more reliable.

The main change regards the motor coupling system, which uses a **magnetic coupling**. This system considerably reduces the risk of leakage typically associated with traditional seals when particularly critical fluids are compressed, as is the case with hydrogen.

This solution actually means there is no shaft end as the shaft is connected directly to the rotating part of the magnetic coupling. By using this type of coupling, the motor and compressor are kept completely isolated from each other.

The above-mentioned magnetic coupling comprises an internal rotor and an external one, which are kept separate by means of a containment shroud that is fastened to the compressor. The magnets encapsulated on both the external and internal rotor allow torque transmission through the generation of a permanent magnetic field.

Other beneficial side effects that come with using this coupling are a drastic reduction of the wear problem and a much simpler assembly process resulting from greater alignment margins.



Company Value Witness Award Year 2011

Termomeccanica's Management instituted the "Testimone di valore per l'azienda" or Company Value Witness award in 2009. The award is given to two employees – one from the Mechanical Business of the group and one from the Environmental Turnkey Plant Business – who have proven to be outstanding in their:

- ◆ Innovative contribution in the performance of their duties, skills gained and responsibilities attributed in terms of: innovative/ creative suggestions that have led to concrete improvements in company performance;
- ◆ Coordination and motivation of Human Resources assigned, whether directly under their responsibility or belonging to institutional work groups and/or specific task groups;
- ◆ Commitment and loyalty to the Company

The two "witnesses" are picked from a shortlist of candidates put forward by the various managers. The final decision is reached unanimously by two panels of judges put together especially for the purpose, comprising top management from the companies concerned as well as representatives from the Holding centralized services, such as the CFO (Chief Financial Officer) and Human Resources & Organization Manager.

The award ceremony is held during the usual company Progress and Outlook meetings, which take place each year in December. The employees who received the 2011 award, along with a personalized watch, were **Leonardo Bonomi** (TM.C.), Supply Chain Manager; and **Stefano Calvani** (TM.E), Process & New Technologies Dpt. Manager.

Leonardo Bonomi has brought value and development to the continuous research into the application of new manufacturing technologies and to a systematic implementation of innovative processes, drawing on his lengthy experience, combined with personal passion for the job, for the group of people he works with on a daily basis and, above all, for Termomeccanica and its history. The machining solutions introduced, derived from other applications that do not strictly belong to this sector, along with his unfailing focus on the Client, respect and pride in belonging to a Group with roots dating back a hundred years, have given Mr. Bonomi the opportunity to express himself fully.

He has often stepped in as a troubleshooter, tackling problems beyond his job description, with excellent results in terms of effectiveness and efficiency.

Stefano Calvani stands out for the experience he has gained through growing levels of responsibility at testing and commissioning stages on various waste-to-energy plants, especially the San Vittore plant, improving the objectives and target results set by the Company and winning the appreciation of the Client; for the management and development of human resources assigned to him, looking after their training and professional growth; and for the determination demonstrated in the performance of his duties.

Both are prime examples of loyalty and sense of belonging to the Company, the latter being a value that has been passed down for 100 years now and has become a Termomeccanica hallmark.



E. Garibotti, L. Bonomi, E. Maianti

flash news

TM.P. wins a major contract in Bahrain in the Energy sector while the Service Division cements its presence in China in the LNG sector

Termomeccanica Pompe has signed a contract for the supply of 2 boiler feed water pumps to be installed in the power station to be built by Tecnimont India near Sitra Island, in Bahrain's industrial district.

The plant owner is GPIC (Gulf Petrochemical Industries Co.). Of the two 13-stage barrel pumps, one will be fitted with an electric motor, the other with a steam turbine. Deliveries are scheduled for August 2012.

The Service Division has secured the contract for the supply of 5 seawater intake pumps for the Zhuhai LNG plant, owned by CNOOC (China National Offshore Oil Corporation) and located in China's Guangdong province.

Delivery of the order, which will include the relevant electric motors, vent valves and monitoring system, is scheduled for June 2012.

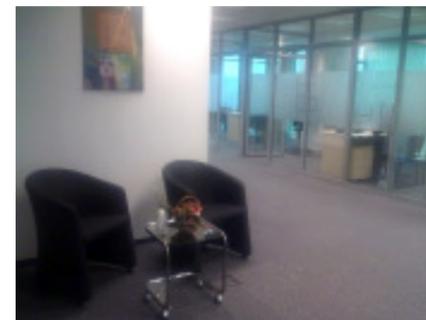


TMP Romania: New Office to Support Business Expansion

The new TMP Romania office located in Bucharest, Sector 2, Strada Traian 103, is on the fourth floor of a recently erected building.



The new premises, with a floor plan of around 240 square metres, comprise a Meeting Room and various offices housing the company's main functions, namely Management, Human Resources, Accounting and Procurement, while the Engineering Department has its own spacious open-plan space.



The new TMP Romania office therefore makes a pleasant workplace for company employees and represents an eastern Europe flagship office for TMP in its dealings with Clients and Suppliers.

In the meantime, TMP Romania's business keeps progressing on the Engineering, Sales & Procurement fronts.

More specifically with regards to the Sales front, TMP Romania initially provided technical and logistical support to clients in the Power sector (CE Rovinari, CE Isalnita and CET Craiova II). During the course of 2011, the company, working closely with the mother company's Service Division, has intensified its sales channels, which resulted in the sale of a booster pump to CET Craiova II (through General Turbo) and, even more importantly, in the revamping of two boiler feed pumps at CE Rovinari (one for 100% duty and one for 50%) for a total value in excess of 750,000 euros. Similar sales efforts are planned for 2012, this time targeting Energy producers in the "Hydro" sector.

The editors of this issue are:

- G. Bongiorno
- S. Carret
- E. Conti
- G. Del Dotto
- E. Maianti
- A. Nicora
- L. Perioli
- C. Ricci
- A. Riccobaldi
- D. Sanguinetti

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.

