

# TMP news



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## Ligurian Businessman of the Year Award for Enzo Papi, chairman of Termomeccanica S.p.A.



The prestigious "2012 Ligurian businessman" award was awarded to Enzo Papi on November 19<sup>th</sup> at the headquarters of the Genoa Chamber of Commerce.

The award, which focuses on the excellence of the Ligurian entrepreneurship, has reached its fourth edition this year. It originally emanated from an initiative of the Liguria Business Journal, a monthly publication on local business and marketing, with the sponsorship of the Liguria Region, the Ligurian Union of Chambers of Commerce & the Ligurian Confindustria (confederation of Italian industries) and with the support of the Carige Bank.

The award is a recognition of Enzo Papi's success as leader of Termomeccanica SpA.

In fact, during its last fifteen years as a private company, the Termomeccanica group has followed a constant growth trend: revenues have followed an average annual growth rate of 20.3%, reaching 195.6 million euro in 2011 (consolidated data), generating net profits for a total 103 million euro; the number of employees also followed the growth trend, rising from the initial 400 to the current 1000, who work at the La Spezia headquarters and at the controlled companies & branches located in Italy and abroad.

## End of year message from Edoardo Garibotti



The challenges go on...

We are closing a year of intense work focused on finding new equilibriums with respect to the ones we were used to in terms of products, markets and on a continuous search for competitiveness.

We have successfully travelled part of the journey but we still have a long way to go, which will keep us busy next year too.

Markets are still afflicted by the structural crisis which has hit the entire world; as for us, we have maintained our position and, today, thanks to the actions undertaken during the last few years, we are ready to take advantage of the signs of recovery which can be seen on the horizon.

I am confident that all the work which has been done together with our suppliers and customers will be duly rewarded with the growth trend we were used to before the crisis.

With this in mind, I wish all the TMPnews readers and their families Happy Holidays and a Prosperous New Year.

**Edoardo Garibotti**  
Managing Director of TM.P.  
and Chairman of TM.C.

## The Termomeccanica Group takes part in ADIPEC 2012



M. Giovannini (TMIP), S. Carluccio (TMC), A. Nicora, L. Lonoce e M. Ghinolfi (TMP)

The 100 years of history of Termomeccanica were not only celebrated through events organized at the headquarters in La Spezia but also through the participation in key exhibitions during the course of the year. Hence, after exhibiting at WETEX (Water & Energy exhibition) in Dubai last April, TM.P. could not but take part in ADIPEC, the most important Oil & Gas exhibition which took place in Abu Dhabi mid November. The Emirate of Abu Dhabi is indeed one of the countries of the Gulf area with the largest number of up-stream and down-stream Oil & Gas projects.

All the "Big Players" of the sector attended the exhibition, which also included interesting conferences and other related events.

As for the Termomeccanica Group, Termomeccanica Pompe & Termomeccanica Saudia (pumps and global industrial services), Termomeccanica Compressori (API standard screw compressors) as well as TMIP (process systems for industrial applications) were all present on the Termomeccanica stand.

The event represented an extraordinary opportunity for the group to meet with customers and partners, promoting products for the Oil & Gas market.

During the exhibition, TM.C. introduced its SCA14GAS, designed and built according to the API619 standards, for applications in refineries, process plants with explosive atmospheres, off-shore platforms, extraction wells and mines with gaseous residuals generated by extraction.

TM.P., on the other hand, involved in key projects of the ADNOC group companies (ADMA OPCO, ZADCO, GASCO, Takreer), had the occasion to share its recent successes in the Oil & Gas sector such as those of its Service Division which, following the acquisition of key Global maintenance projects in refineries of the ENI Group, has gained considerable competences on service activities related to gas & vapor turbines as well as centrifugal & alternative compressors. The forecast related to the 2013 O&G projects in the Gulf area are rather ambitious and TM.P. has the firm intention to be a part of them, affirming itself as a key player not only for the supply of pumps but also for the execution of global service contracts.

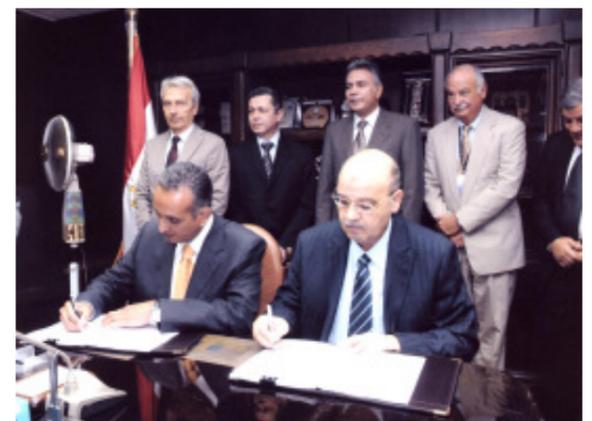
## TM.P.'s success continues in Egypt

Against a fierce competition from European and Japanese companies, Termomeccanica Pompe was awarded the contract for the supply of the main pumps and drives for the 750MW **Bahna** combined cycle power plant (Bahna is a small Egyptian town outside Cairo).

TM.P. also acquired the contract for the supply of auxiliary pumps for the 1000 MW **Giza Nord** combined cycle power plant (plant located on the Nile not far away from Cairo).

With such contracts, TM.P.'s installed base in Egypt now exceeds 260 units. Since 2004, year in which the company decided to get back into the Egyptian market where over the previous decades it had supplied its machines for power plants, irrigation plants and refineries, TM.P. has acquired numerous contracts, above all in the power generation sector (**Nubaria I&II, Cairo North, El Tebbin, Nubaria III, Cairo West, etc.**), thus gaining a 60% market share.

All these plants are headed by the Ministry of Electricity & Energy whose management confirmed once again during the meeting for the signature of the Bahna contract their appreciation for both the products supplied by Termomeccanica Pompe which contribute to the production of the power necessary to the country and for the service provided, even during the periods of social upheaval which unfortunately continue to afflict the nation.



In the foreground: Nehad Shawki (Sales & Marketing Manager of the Pumps Division) signs the Bahna contract with the Egyptian Minister Electricity & Energy, Mahmoud Saad Balbaa. Also present at the signature, Claudio Donini, Project Manager (1<sup>st</sup> from the left in the background).

## A.R.D.E. – Reaching for Excellence Project. The Competence Teams and the year 2012

The activities of the various Competence Teams (CT) continued during 2012.

In the month of September, 50 participants attended a workshop dedicated to the CTs entitled “Between saying and doing”.

Such event, whose key players were the members of the Competence Teams themselves, focused on the identification of efficient solutions to “recurring” problems and on the formulation of a “commercial” on the key contents related to the five company competences.

Furthermore, each team made a specific “videoclip” with its own members as actors.

At the closing of the event, both the Responsibility and Team Work teams were rewarded for their work, the prize being a group dinner offered by management.

The activities of the year kept on afterwards. In December, various activities open to all personnel were held in order to promote a more in-depth development of the company competences.

With the new year, a new calendar of CT activities will of course be proposed.



“Between saying and doing” Workshop - Sestri Levante

## “Focus on Company Objectives” Competence Team 2012 Activities

What does “working by objectives” mean? We believe it means clearly knowing the purpose of our job but, above all, being aware that how we perform our jobs heavily conditions the result of the work of our “internal customer”, and, as a result, can jeopardize the reaching of the company’s objective in its entirety.

Accordingly, our team, acting as the facilitator of the learning process relative to this competence within the company, has carried out a series of initiatives aimed at divulging the objectives of each specific sector. More specifically, the team conducted surveys focused on an overall evaluation of the level of awareness of one’s own objectives, successively publishing on the company’s Intranet the list of all the sectors specific set of objectives.

The level of satisfaction of the “internal customer” has also been the object of a specific questionnaire submitted to all of the company’s sectors. The aim of such questionnaire is to identify sector by sector a critical aspect related to cost, time and quality parameters.

The analysis of the data will be the object of future meetings which will focus on the fulfillment of commitments regarding the development of the competence.



The initiative which received the most attention and had the highest attendance was once again the showing of pictures and films illustrating problems arisen on our job sites.

By showing both positive and negative examples, we tried to highlight how even a small “flaw” in the system can cause serious damages and, conversely, how the sum of numerous small virtuous behaviors can give origin to a great success.

Furthermore, we tried to show another face of the company, less known by many, i.e. Termomeccanica Pompe “out and about” in Italy and the rest of the world which includes new distant colleagues and deals with increasingly complex situations.

In 2013, we will showcase new sessions offering a wealth of contents in the hope to catch once more interesting cues and to involve even more colleagues.

A new experiment will also take place: we will organize sessions on SAP aimed on one hand at providing a basic culture on the tool and, on the other hand, at developing further more qualitative aspects, always bearing in mind the internal customer satisfaction factor.

## Traveller’s Vade-mecum. An initiative from the “Responsibility” Competence Team.

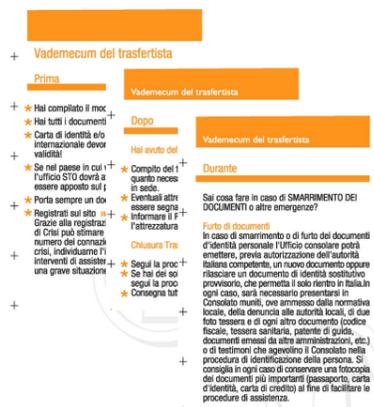
The Responsibility Competence Team (CT) has developed, drawn up and distributed to the on-site Supervisors a vade-mecum containing the main instructions to use Before, During and After travelling related to job site activities.

The CT created a tool based on “Responsibility = Reliability” which could help Supervisors make more efficient the preparation, execution and reporting of the activities they perform on job sites.

The Vade-mecum consists of datasheets to insert into a pocket-sized diary which the Supervisors can always have with them for consultation.

As the diary is a ring diary, it allows an easy and constant update of the vade-mecum, making it a “living document”.

In order to emphasize the importance of this initiative, the vade-mecum was handed to the Supervisors during an official meeting expressly organized for the occasion.



The vade-mecum belongs to the set of initiatives the CT organized to reinforce the Responsibility competence, which also included a particularly successful competence-specific Workshop.

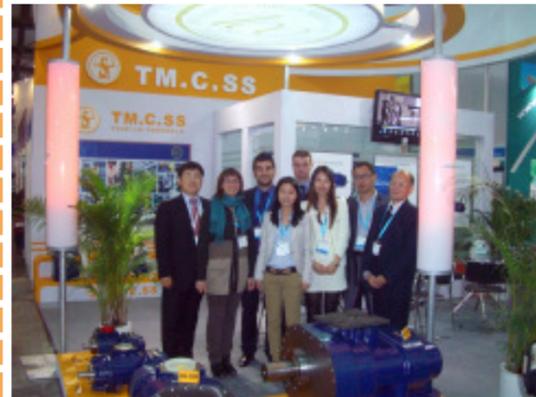
## flash news

### TM.C. participates to PTC ASIA

TM.C. S.p.A. Termomeccanica Compressori participated in PTC ASIA together with its local controlled company, a Chinese exhibition of key importance for the world of screw compressors which took place in Shanghai from October 29<sup>th</sup> to November 1<sup>st</sup>.

PTC ASIA not only allowed TM.C. and TMC.S.S. to meet with new potential Chinese customers but also represented an especially interesting showcase for the brand at an international level.

The event was also the occasion to successfully launch the new Chinese-manufactured BC7 compressor on the Chinese market.



Team picture - the TMC & TMCSS teams both attended the event

### TMP and the Russian market: acquisition of the GOST-R certification for the entire production range

Las August, TM.P. S.p.A. – Termomeccanica Pompe obtained the Russian GOST-R certification for its entire product range, including the heavy duty centrifugal pumps in accordance with API 610 – ISO 13709 standards (pump types BB1, BB2, BB3, BB4, BB5, OH2, VS1, VS2, VS4, VS6 and VS7).

This certification is requisite as most products destined to the commercialization on the domestic markets of the Russian Federation must be certified in conformity with the Russian standards.

The main document for the customs control system related to the safety of goods is the certificate of conformity released within the “GOST-R” mandatory certification system.

GOST is an abbreviation of “Gosudarstvennyj Standart” (“State Standard” in Russian).

Such national certification system was introduced to protect public health and ensure the safety and quality of products imported in the national markets of the ex-USSR countries.

The products with the GOST-R label demonstrate to be in conformity with the applicable standards and have received a Russian GOST-R certification from an accredited certification office.



The editors of this issue are:

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