

TMPnews

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Project developed in-house

Authorisation from the Court of La Spezia N. 5/08 dtd. 02/12/2008

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April 2016, issue 02

Termomeccanica takes part in the Italy-Russia meeting during which Confindustria and the Russian Ministry of Industry and Trade signed an agreement



Italia-Russia meeting with Minister Manturov

The Russian Ministry of Industry and Trade and Confindustria Russia signed a memorandum of cooperation on March 14th. Such memorandum paves the way to the creation of a workgroup between the two bodies, whose aim is to identify and follow in a more practical way the new directions of the bilateral cooperation, such as the support to Italian companies that wish to delocalize their production in Russia.

The signature of the agreement by the Italian part (represented by the Chairman of Confindustria Russia, Ernesto Ferlenghi) and its Russian counterpart (represented by Minister Denis Manturov) took place at the end of a meeting, which lasted more than an hour, between Manturov and a delegation of representatives of Italian businesses present in Russia, which included Eni, Saipem, Mapei, Pirelli, Cremonini, Tecnimont and Termomeccanica. The Italian Ambassador, Cesare Maria Ragaglini, and the director of ICE (Italian Trade Agency) in Moscow, Pier Paolo Celeste, also participated in the meeting.

Ferlenghi declared that the signature of this agreement was essential so as to benefit from the current Russian policy of substitution of imports by the localization of industrial production and so as to withstand competition from other key competitors such as France and Germany, who have been promoting the joint-venture model in their relationship with the Russian Federation for a while now: Ferlenghi underlined that, today, there were 3000 Russian-German joint ventures against only 150 Russian-Italian ones.

He further added that the agreement signed should allow to "catch up" and create a "direct channel" with the Russian Ministry of Industry enabling the identification of the best local partners for Italian companies. Manturov indicated that the engineering and pharmaceuticals sectors were particularly promising for the "Italian system". Those are indeed sectors that are aiming at an ever-increasing cooperation with foreign companies and, therefore, at local production rather than the simple imports of goods and services. In this regard, Termomeccanica Pompe was cited as a virtuous example.

In actual fact, the company launched its Russian localization at the end of 2014 in Chelyabinsk through the project of a facility for the manufacturing and testing pumps for the Oil & Gas sector in joint venture with the Russian companies Konar and Transneft. The Moscow meeting will be followed by a visit to Italy by Manturov (planned for May), visit during which the Russian Minister shall meet with his Italian counterpart, the Minister of Economy, in order to discuss the development of "new tools" to stimulate Italian investments in Russia.

Termomeccanica Pompe increases its La Spezia's Test Center electrical power

In order to keep up with a more and more demanding market, even with regards to the electrical powers at play in the plants where its pumps are installed, Termomeccanica Pompe completed in 2016's first trimester a project to increase the maximum test power of its test center, project initiated in 2015.

To implement such project, Termomeccanica Pompe has equipped itself with a new line of 15MW at 50Hz, working alongside the existing lines of 50 and 60Hz (with respective maximum capacities of 10 and 4.5MW).

A control panel has been installed right after the 130kV-substation assuring the derivation of the state-owned high-voltage electrical line and the relative 24MVA transformer. Two lines branch out from such control panel: the old and the new one.

The new line has required the laying of 4000m of cable, of a 240mm section, and the interfacing of a transformer. Such transformer allows to supply, at maximum power, the entire range of voltages required by the electrical motors of the pumps to be tested at the test center, i.e. 10.35, 4.95 and 3.45 KV.

The investment, whose objective was to maintain Termomeccanica Pompe's test center amongst the major ones in the world in terms of capacity, has been quite relevant, both in financial and operational terms.

TMP acquires new jobs across Europe

TMP has been awarded by Siemens DD (Zagreb) a turn-key order for the expansion of the Omišalj Tanker Loading System located in Krk island, Croatia.

The order, totaling around 2.5 million euros, includes the supply, full installation and commissioning of pumps with their relative valves and pipelines.

The plant, owned by Janaf (Jadranski Naftovod – national Oil&Gas company), supplies many refineries in Croatia, Serbia, Slovenia and Hungary.

It represents the main gateway into the Adriatic Sea, connecting western Balkan countries to the entire Russian-European pipeline system.

TMP has acquired another order in the international Oil & Gas market: the supply of n.11 API-610 process pumps, complete with their electric motor and mechanical seals, to be installed in the Socar Polymer plant located in Sumgayit, Baku region.

Termomeccanica Pompe's customer is TICB – Tecnimont India, while the end-user is SOCAR, the largest Azerbaijan state-owned company operating in the Oil & Gas market.

These two orders are particularly relevant as both Janaf and SOCAR are new customers for TMP.



Sumgayit SOCAR polymer plant project



Omišalj Tanker Loading System – Krk island

Termomeccanica Service Sud inaugurates a new local business unit in Sasso Pisano

Last March 22, Termomeccanica Service Sud inaugurated a new local business unit in Sasso Pisano (municipality of Castelnuovo Val di Cecina in the Pisa province).



Sasso Pisano geothermal power plant- cooling tower

The event was attended by both the local authorities, represented by the mayor of Castelnuovo di Cecina, Dr. Alberto Ferrini and the council member in charge of Public Works and Production Activities for Sasso Pisano, and Termomeccanica Service Sud's main customer in the area, i.e. Enel Green Power. The latter was represented not only by the Chief of the local unit of Larderello and various members of his staff from the mechanical section and purchasing office but also by Eng. Massimo Montemaggi, head of Geothermal Power. As for the Termomeccanica Group, the Managing Directors of Termomeccanica Pompe and Termomeccanica Service Sud, respectively Edoardo Garibotti and Salvatore Russo, were both present on the occasion. The event also received media coverage from TV9, the regional TV channel, who took some shots during the ceremony and inserted them in a report dedicated to geothermal power and its economic impact in the area. Such attendance clearly demonstrates the importance of the opening of the workshop for all the actors of the local district involved in the project. In fact, if the local business unit started with a "light" structure, both in terms of human resources (6 at the moment) and in terms of workshop, the program

and the intentions are to make it grow consistently with the requests and opportunities to be assigned to Termomeccanica Service Sud.

It is important to highlight that the opening of the workshop has been accompanied by a social program of recruitment and training of local resources, developed by Termomeccanica in close collaboration with Enel Green Power. The objective of such program is to reduce costs and maximize at local level the social impact and the development of technical capabilities that can support the complex local production system.

The opening of the local business unit of Sasso Pisano is an integral part of the Termomeccanica Pompe group policy of establishment of local Service companies in strategic geographical areas with high density of installed products and/or presenting strong business opportunities so as to offer a "0 km" assistance to customers.

In effect, the district of Larderello not only has an important installed base of TMP machinery but also offers great business opportunities for the group, whom, with its century-old Original Equipment Manufacturer know-how, is able to meet the needs of local customers related to high value-added maintenance and assistance on highly-technological rotating machines and components which are, therefore, often of strategic importance for the plants they are installed in. Furthermore, as it falls within the "green" energy category, Geothermal power offers long-term exploitation prospects and consequently long-term business opportunities.

It is to be reminded that Termomeccanica Service Sud was established in 2004 to execute the integrated Service activities of the Termomeccanica Pompe Group, in Italy as well as its neighboring countries.

The company operated today through its head office in Massafra (Taranto Province) and through an additional 5 local business units duly equipped and strategically located over the Italian territory.

The other units besides Sasso Pisano's are:

- Spinetta Marengo (AL)

With its 22 permanent resources, this unit serves the Solvay chemical complex and various power plants of the area;

- Sannazzaro de' Burgondi (PV)

With its 30 permanent resources, this unit follows both the ENI Refinery and Power Plant as well as other power plants in the area;

- Ravenna (RA)

With its 12 permanent resources, this unit serves the ENI petrochemical complex together with other neighboring power plants;

- Brindisi Sud (Cerano)

With almost 10 permanent resources in this development phase, this unit follows the ENEL power plant.



Assembly of Termomeccanica condensate extraction pump to be installed in the Enel Green Power Larderello power plant

Termomeccanica takes part in 2 job orientation events in order to acquire new candidates and feed its applicants database

In 2015, the Termomeccanica Group took part to two important job orientation events in the Liguria and Tuscany regions, namely Career Day and Job Meeting.

Such events aim at facilitating the direct contact between companies and young students whom are about to graduate or have just graduated and are getting ready to enter the job market.



A youngster asks for information at the Termomeccanica stand

For students, these events represent a precious help in the delicate passage from the academic world to the job market as they allow them to meet with organizations, companies and experts thus getting to know better the opportunities and tools at hand to face the job market. In brief, it is for them the occasion to get informed and orient at best the choice for their future. For companies like those of the Termomeccanica Group, such events offer the possibility to present themselves and manifest their own job and organizational needs as well as to gather numerous applications.

Career Day

The first event took place at the beginning of November at the Fiera di Genova complex, involving the participation of a total of 80 companies. Approximately 50 people were met and interviewed at the Termomeccanica stand. The interviewees were composed of about-to-graduate and newly-graduated students as well as youngsters with a few years of work experience, all mainly coming from the Liguria, Emilia Romagna and Piedmont regions.

Job Meeting

Same objective but different geographical location for the Job Meeting, event which took place in Pisa, near the Leopolda station, in collaboration with the University of Pisa job placement office. The about-to-graduate and newly-graduated students who left their applications at the Termomeccanica stand were quite numerous, approximately one hundred, and mainly came from the various Tuscan universities.

All the young people met at both Genoa and Pisa were given information on the job opportunities, selection process and policies related to the insertion of newly-graduated students of the Termomeccanica Group. The applications gathered during the two events are being used for the 2016 personnel selections.

The editors of this issue are:

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