

# TMP news



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## Establishment of Service Facility in the United Arab Emirates

Further to the establishment of its UAE Branch Office in Sharjah (SAIF Zone) in 2008, **TM.P. SpA - Termomeccanica Pompe** has signed an Agreement of Cooperation with **Trinity Group** which paves the way to the set up by the end of the year of a joint Company in the UAE, with its own commercial, manufacturing and operative structure.

TM.P. SpA - Termomeccanica Pompe has been active in the Middle East and Gulf Countries since the 1970s and is currently present in the area with several key installations, mainly serving Power & Desalination, Oil & Gas, Petrochemical, Water Supply and General Industry Plants. More specifically, in the UAE, TM.P. pumps are installed in DEWA, SEWA, ADEWA and ADCO plants.

Termomeccanica's 100-year-old know-how in rotating machines together with Trinity

Group's vast experience in the field of Mechanical Engineering services and well-equipped manufacturing set up, will allow the new dedicated facility to widen its Global Service offer to Customers in the area. In fact, such facility will guarantee the maintenance and management of Termomeccanica pumps as well as rotating machines of other manufacturers (through the use of advance Reverse Engineering Technologies) during their entire life cycle.

The After-Sales service activities portfolio include:

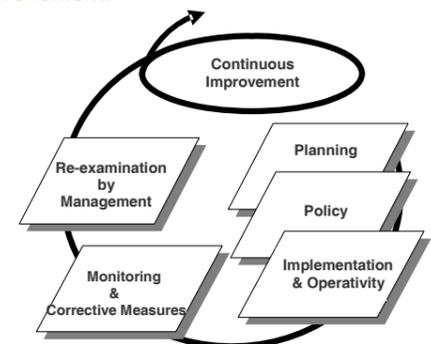
- Technical Assistance
- Spare Parts Supply
- Optimization of Performance
- Life Cycle Extension
- On-line Tele-monitoring Integrated Management System
- Global Service Contracts
- Training on Maintenance & Pump Selection

## A.R.D.E PROJECT Searching for Excellence: RESTARTING WITH QSE

A new series of "QSE" (Quality-Safety-Environment) modules have started this Spring to complete the related training program initiated last Autumn. The issues addressed by the QSE are based on the technical and legislative regulations specific to each issue; such issues are, nevertheless, connected together by the common management principles set by the so-called "voluntary tools" which, more specifically, are identified in the following norms:

- ISO 9001:2000 for Quality Management
- ISO14001:2004 for Environmental Management
- OHSAS 18001:2007 for Safety Management

These norms were established to promote internal communication in a company and, in this regard, provide the guidelines to describe the policies, objectives, programs, operative actions and results of a management system whose final objective is **continuous improvement**.



The structure of these management systems is based on the principles defined by the well-known "Deming Wheel"



- **PLAN:** Definition of objectives
- **DO:** Implementation of a program to reach the set objectives
- **CHECK:** measuring & monitoring the program
- **ACT:** corrective and preventive actions
- **Repetition of the Cycle**

Over the last few years, these principles, even though addressing differentiated management systems, have increasingly been geared towards the implementation of integrated Quality/Environment/Health/Safety company systems.

In any case, the subjects specific to Health & Safety and the Environment are based on the legal requirement to respect the binding principles of the following legislative norms:

- 09 April 2008 Legislative Decree n.81- Consolidated Act on Safety
- 03 April 2006 Legislative Decree n.152- Consolidated Act on Environment

The speakers have given particular attention to the preparation of the supporting teaching material with the objective to increase sensitivity on the QSE related issues amongst the company's staff, especially on self-control and the principles of personal responsibility, and, in addition, to make everyone feel an integral part of a system geared towards the above-mentioned continuous improvement.



From Left to Right: **S. Patel** (Sr G.M. Business Development - Trinity) – **E. Garibotti** (M.D. – TM.P.) – **A. Sayani** (M.D. – Trinity) – **S.Russo** (G.M. Service Division – TM.P.) – **S.Jagtap** (TM.P. U.A.E. Branch Manager)

# Geothermal Power

After years of stagnation, Geothermal Power is starting again in Italy.

Within the European agreements relative to the "20 - 20 - 20" objective (i.e. 20% of energy produced deriving from renewable energies, 20% of energy savings and 20% reduction of CO<sub>2</sub> emissions within the year 2020), ENEL GREENPOWER - the Enel group company involved in the development of renewable energies power plants (Eolic, Solar, Geothermal and Biomass) - has decided to re-invest in the operations of one of the most significant geothermal park in Europe with more than 700 MW already installed and high growth perspectives: Larderello.

ENEL has started the construction of 2 new geothermal power plants in the Larderello area located between the Pisa, Grosseto and Siena provinces and has entrusted TM.P. with the supply of the large canned vertical pumps used to extract the condensate geothermal fluid coming out from the steam turbine. These pumps will be installed in the Radicanoli 2 (20 MW) and Chiusdino (20 MW) power plants. There is also a further optional supply for the Leccia power plant.

It is important to note that Geothermal Power has gained further value in the area thanks to the Teleheating project that will involve the local towns located inside the park and in its vicinity (radius of approx. 40 km).

Today, TM.P. is the most important technological partner of Enel Green Power for the supply of engineered pumps, with a total installed base of more than 30 vertical canned machines in Geothermal plants and another 20 horizontal machines related to Utilities services.

TM.P.'s presence is not limited to the Italian market only: the company has recently supplied extraction pumps for the new "Berlin III - 45 MW" Geothermal plant in El Salvador, Central America, located near the other existing Geothermal plant in the area, i.e. the Miravalles plant (40 MW) in Costa Rica. "Berlin III" is actually the first Geothermal plant built by an Italian Construction Company abroad.

TM.P. has also supplied pumps for several power plants in the Far East such as Gunung Salak (55 MW) and Dieng in Indonesia as well as Bacon Manito in the Philippines.



## Chronicle of an experienced traveler on Iran, its History and Culture (1/2)

The first thing to do when arriving in Iran is to retrace history and call back to one's memory the names of Persepolis, Cyrus the Great, and Xerxes and Darius. Iran is a proud nation made of competent people and, regardless of the heavy international sanctions it faces, Iran is a buoyant economic reality whose ambitious infrastructure and industrial projects not only represent the driving force of the country but also generate opportunities for many an international company. The situation emerged in Iran following the presidential election vote results of June 13<sup>th</sup> is the consequence of the existing clash between two souls of the nation with a different vision on the politics of governance of the Country, clash which we can only watch as impartial spectators.

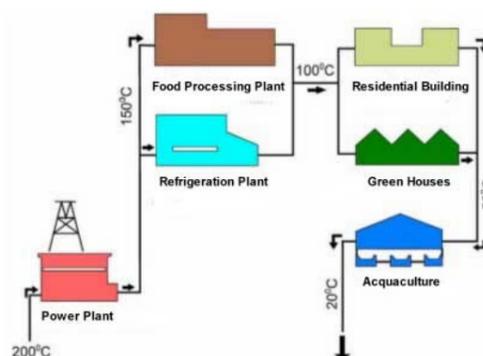
We do not know how and when the current situation might evolve and how a solution might be found; the fact remains that this rift within the country will leave a profound mark which will surely influence the future politics of Iran, the decisions of its government leaders and the stance of other nations towards the country. Beyond our personal interest related to the projects we have in progress, we as a company, who have met many people and made many friends in Iran over the years, hope that this Country shall find a right balance and the place its People deserve in the assembly of nations.

*(To be continued in next issue)*



### Teleheating:

the supply of heat, either in the form of steam or hot water, generated from a central source (power plant) to a group of buildings (such as a city.) The distribution of the heat is ensured by an underground pipeline network connecting the power plant to the residential and commercial buildings of the area covered.



## flash news

**May 2009: Annual Visit of Students in Mechanical Engineering Degree Course at the University Hub of La Spezia:** Every year, the students following the Mechanical Engineering Degree Course at the University Hub of La Spezia visit TM.P. During such occasion, the students can discover the Company's business, main products and production facilities, i.e. workshop as well as test center.

**1<sup>st</sup> Semester 2009: TM.P.'s Service Division has signed various orders in the national Power Generation market, each exceeding one million euro:**

A first contract was signed with Enel for n.3 vertically suspended canned pumps - TM.P. CEXD 800 type - (+ 1 optional pump) for the Larderello Geothermal plant (see article on Geothermal Power).

Two other Service contracts were signed - one with Enel Produzione and the other with Edipower - for the national Conventional and Combined Cycle power plants.

With regards to the above-mentioned power plants, the master agreements for the programmed supply of spare parts and maintenance (routine & emergency interventions) have also been confirmed with both companies. Furthermore, the Service Division is planning to extend such contracts abroad for the power plants managed by Enel, including nuclear plants.

The editors of this issue are:

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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.

