

TMP news



Project Reference Person

Aldo Sammartano

Editor TM.P. S.p.A. Termomeccanica Pompe

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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

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TM.P. PARTICIPATES TO THE “MARINE TECHNOLOGY LIGURIA DISTRICT” EXCELLENCE POLE



DLTM

DISTRETTO LIGURE delle TECNOLOGIE MARINE

The Marine Technology Liguria District (MTLD), the second excellence pole in Liguria after the Integrated Intelligent Systems pole with head office in Genoa, will turn one year old next July.

The MTLD was established as a limited liability consortium company and is composed of companies ranging from small & medium companies to large corporations operating in Liguria. Its founding partners are: Finmeccanica, Fincantieri, **Termomeccanica**, Intermarine, Sanlorenzo Yachts, Cassa di Risparmio della Spezia (Savings Bank), Tecnomar Liguria Consortium (consortium representing the small & medium companies), Chamber of Commerce of La Spezia, Harbour Authority of La Spezia, Filse (Liguria Region structure for Economic Development), University of Genoa, Rina and Research Institutes such as INGV (National Institute of Geophysics and Volcanology), ENEA (Italian National Agency for New Technologies, Energy and Sustainable Economic Development) and CNR (Research National Council).

The main role of the District is to help the University, Research and Industrial worlds to meet so as to develop innovation projects and improve competitiveness, involving small companies as well.

In real terms, the MTLD operates in the development of systems for the shipbuilding industry & naval systems for the Defence sector; in the monitoring, improvement and safety of the marine environment, as well as in intelligent logistics & materials for marine applications.

The company was established with an initial capital stock of 760K• but it could reach 1.2M• by the end of 2010. Furthermore, the District will be able to

have access to a series of regional, national and European funds intended for Research projects and for the creation of laboratories, totalling an amount of 58 million euros.

For this reason, the Marine Technology Liguria District represents a unique opportunity for the industrial development not only for the province of La Spezia but also for the entire Liguria territory, especially in difficult times such as this.

The District's final head office will be located in the Mariperman area, where the Italian Navy C.S.S.N. (Support and Experimentation Naval Center), the NURC (Nato Undersea Research Center) as well as the new High Performance Computer acquired by Spedia are already established. The Mariperman area will thus become a true Technological City.

Termomeccanica is betting on the District to be a success for the city of La Spezia and its companies. Since the creation of the MTLD, the Termomeccanica group has actively taken part in the operational phase, investing in Research & Development projects geared towards the continuous improvement of its product & service ranges.

Edoardo Garibotti



5-year Agreement with Kirloskar Brothers for the Indian Nuclear Market



Mr R.K. Srivastava - Director - Kirloskar Brothers Ltd &
Mr Edoardo Garibotti - Managing Director - TMP SpA Termomeccanica Pompe

Termomeccanica Pompe is in pole position to take part in the bids that the Indian government is preparing for the construction of 10 Nuclear Power Stations during the course of the next 5 years.

The Company has signed a 5-year agreement with Kirloskar Brothers Ltd which foresees the creation of a Joint Venture for the manufacturing of Nuclear plants boiler feed water pumps: indeed, the Indian group is the national leader of the nuclear boiler market. The Italian partner will be in charge of the high-technology part of the product and will design the entire pump-motor system as well as all other hydraulic components. Should the Contractor from New Delhi award the orders to the newly born Italo-Indian J.V., this would represent for Termomeccanica Pompe a total order intake of about 70 million euros (7 million euros per plant).

Taking part to the Indian nuclear program not only offers a huge financial return opportunity but also opens the door to a new market to the Italian company who is already well-established in the sectors of traditional Power Generation as well as Desalination, Water Handling and Oil&Gas.

The Italo-Indian partnership has already been tested in view of the take-off of the new Indian nuclear program. In fact, Termomeccanica Pompe has already collaborated with Kirloskar Brothers for the supply of condenser cooling pumps for the plants of Tarapu and Bhavani, two of the five nuclear plants already running in India.

Simultaneously, Termomeccanica Pompe has also worked with Kirloskar Brothers to build the Irrigation System of the State of Gujarat, the largest in the world, covering a surface larger than 2 millions of hectares and serving a customer base of around five thousand inhabited areas.

Expert from the article published on the
11/06/2010 issue of Sole 24.

New Centralized Management Control System

The growth, both in terms of turnover and complexity, that the **TMP** Group has been undergoing over the recent years has lead its mother company to decide and implement a new Centralized Management Control System.

T.M.P.'s mother company Management Control Department searched for and created a solution guaranteeing accuracy, timeliness and systematicity to the management reporting process. The software support selected for the new Control

System is a web-based system, physically installed at the head office in La Spezia, yet accessible by the remote users of the subsidiaries via web. The System not only allows to manage the actual data collection, but also the budgeting and forecasting processes, thus representing the first and main planning tool of the **TMP** Group. In order to facilitate the path chosen to build a Mechanical Group, the mother company has extended its Control Model to its Subsidiary Companies, providing them with the same tools and facilities, then customized according to local specific requirements. The project has lead to the structuring of a common reporting system which guarantees a better quality and uniformity of the incoming data from the Subsidiary Companies and allows the mother company **TMP** to make an important step towards the creation of a structured system of companies. Last May, the Management Control personnel of the Subsidiary companies followed a training course so as to correctly feed and maintain the new System which was given the official green light to "go-live".



Termomeccanica S.p.A. Libyan Branch New Contracts for the Ecology Business of the Group

Termomeccanica S.p.A. Libyan Branch, with head office in Tripoli, was established in 2008.

During the course of 2009, the branch already acquired 3 orders from the Libyan "Housing & Infrastructure Board" State body for a total amount of over 200 million euros.

The contracts foresee the turn-key construction and 2-year management of three large civil water treatment plants, two of which in Tripoli and one in Misurata, whose respective capacities are:

- 110.000 m³/day,
- 60.000 m³/day,
- 60.000 m³/day

Furthermore, negotiations are underway for the revamping of 3 large Desalinators in the East of the country, in Tobruk, Bomba and Soussa. Special attention is also being given to the Oil & Gas sector, more specifically for the supply of pumps.

Today, the Branch already counts around twenty employees, with a possible further growth related to the turnover increase of the various companies of the **Termomeccanica** Group in the country.



flash news

SENIORS GROUP 2010

The social gathering of the Senior Workers of the **Termomeccanica** Group took place last March 27th at the Schiffini restaurant.

The aim of this annual meeting is to contribute to keeping the rapport which has been uniting colleagues over time and which goes beyond sharing the same office or the same shift.

During such occasion, one has the opportunity to meet the "first foundation stones" of the Company and can rebuild almost a hundred years of Company history through a collage of enthusiastic memories, starting from "Cerpelli & C." established in 1912 up to today.

The Seniors Group is composed of all the workers who have more than twenty years of experience in the company and who request to become members. Currently, the Association counts around 250 members, amongst which active personnel and pensioners, and is run by a Board.



STUDENTS OF LA SPEZIA UNIVERSITY VISIT TM.P.

Last May 14th, a lecture reserved to the students following the final year of the Degree Course in Mechanical Engineering of the University Hub of La Spezia was held in **TM.P.** The students were accompanied by Professor Alessandro Brosio, Energy Systems professor at the University of Genoa. **TM.P.** received with great satisfaction the news that the number of students enrolled in such Degree Course has noticeably increased over the last few years and includes today more than 25 students.

During such occasion, the students were introduced to the Company's business and the main types of pumps manufactured.

The course concluded with a visit to our production facilities that allowed the students to understand which were the most important phases of the production process, to see components and to observe the machining and assembly of the pumps.



The editors of this issue are:

- G. Bongiorno
- S. Carret
- M. Coneri
- M. De Benedetti
- E. Mazzoni
- R. Rossi
- D. Sanguinetti
- A. Stoppelli

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.

