

TMP news



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The year coming to an end has mainly been characterized by the worldwide crisis, both performance-wise and strategy-wise.

Thanks to the development policies initiated over the past few years, results have been positive on the overall, especially considering the average results achieved in our market.

During 2010, we have started a series of new commercial and organizational initiatives for which we expect good results as from next year.

As for R&D, the projects launched are getting near to the expected results and therefore we are ready to tackle 2011 with positiveness.

I decided to personally participate to this issue so as to have the chance to give my best to all readers and their families for this Year End and to wish them a Happy New Year 2011.

Edoardo Garibotti
Managing Director



Termomeccanica Saudia Opening of new Workshop at Al-Jubail



From right to left:

Mr Sharma – Deputy Commercial Manager - Termomeccanica Saudia

Mr Chandran – Deputy General Manager – Operations – Termomeccanica Saudia

Mr Edoardo Garibotti – Managing Director – TM.P. SpA Termomeccanica Pompe

Mr Fehied F Alshareef – Governor – SWCC (Saline Water Conversion Company)

Over SWCC members

Termomeccanica Pompe is pleased to announce the Termomeccanica Saudia Al-Jubail workshop opening ceremony, which took place on the 2nd of November at the presence of SWCC Management (Saline Water Conversion Company), the governmental entity managing Water Handling & Transmission and also the majority of Power Generation plants in the country.

Termomeccanica Saudia Co. Ltd was born 8 years ago, after acting for few years as commercial branch of Termomeccanica, the company continues its expansion adding the new production facility in Al-Jubail, a strategic position on the region.

Infact Al-Jubail lies not only in the core of Saudi Arabia's Eastern Coast industrial area, but it is also at a stone's throw from Bahrain and all the other Gulf countries.

Actually Termomeccanica Saudia is offering a portfolio of services and activities to its Customers related to the entire life cycle of their plants (**Integrated Global Service**) such as Design, Engineering, Procurement, Commissioning & Start-Up, Supervision, Rehabilitation and Replacement of all electromechanical components and industrial systems.

Throughout the Al-Jubail workshop, the company will develop internally any technical service and engineering activities requested and thus to answer any local Customer need with high flexibility and "real-time" response, coupled with the technological know-how and market experience of Termomeccanica Pompe.

The production unit is a modern facility of 4,200 sqm.

The main workshop activities performed on pumps, compressors, rotating machines in general, valves and spare parts are:

- general and specific machining work
- balancing
- overhauling and rehabilitation
- reverse engineering and re-engineering

The Al-Jubail workshop completes the existing structures in Riyadh as well as those already present in Al-Jubail for the cost estimation and contracts development management.

The Saudi future investments programs foresee to double the actual water & power production capacity in the next 10 years.

This means the construction of new total 20.000MW plants and Desalination plants for total 16.000.000 m³/d .

Such investments programs foresee a huge Maintenance activities on old plants also, some of which have an operative time over 40 years.

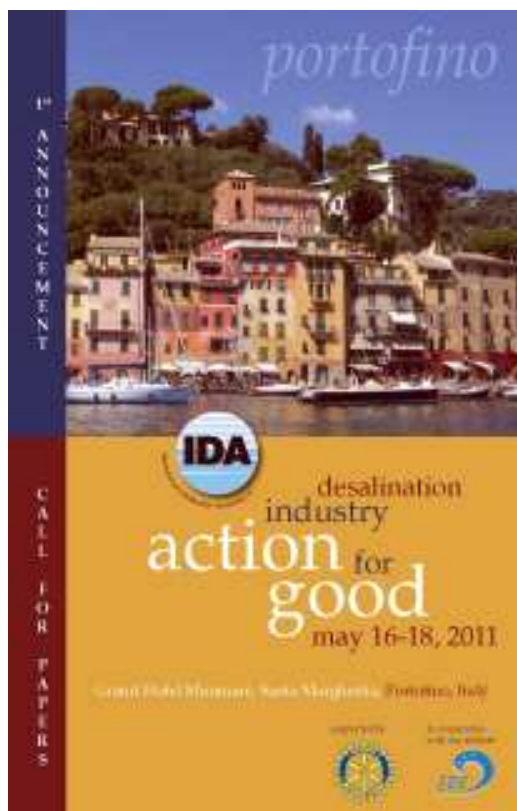
Termomeccanica Pompe and Termomeccanica Saudia are ready for these new opportunities in the Saudi market.



Al-Jubail workshop

TM.P. takes part to Desalination Industry Action for Good

IDA Conference – Santa Margherita Ligure – 16-18 May 2011



Next year, on 16-18 May 2011 will be held a conference organized by IDA (International Desalination Association) in cooperation with the EDS (European Desalination Society) in Santa Margherita, Portofino, named **Desalination Industry Action for Good**. In fact, the funds raised from this conference will be donated to support a humanitarian project of the **Rotary International** aiming at addressing severe water issues in the District of Ankililoaka, Madagascar, where a population with a high number of children is badly affected by water scarcity. **Termomeccanica Pompe** is actively taking part to the initiative, being a member of the Promotions Committee, as it represents not only a noble cause but also good business opportunity for the Company. The event will have a national as well as international visibility with publications in Sector-specific publications and mass media. During the conference, the following subjects will be discussed:

- the topic of water as a human right and the ability of the desalination industry to respond to this need by providing water at more affordable and sustainable prices. There will be a special session aiming at discussing the rapid deployment of desalination equipment and resources in the event of natural disasters or humanitarian crises around the world;
- the topic of the next generation of technology to turn saltwater into a fresh resource, requiring innovative solutions for generating potable water at twice the efficiency of current production and using alternative energy sources like solar and wind to provide lower cost desalination for humanitarian missions, and therefore, make desalination affordable to communities around the globe.

More details are available at:
<http://www.idadesal.org/>

Supply of process pumps to the ARAMCO – TOTAL consortium

It is on progress the TMP break through in the Oil & Gas and Petrochemical market for the new Standard Process Pumps families, designed according to API 610 standard, tenth edition.

In April 2010, Technip Italy has awarded TMP with the supply of several process pumps for Al-Jubail Refinery (Saudi Arabia), owned by SAUDI ARAMCO TOTAL Refining and Petrochemical Company – SATORP, a joint venture between ARAMCO and TOTAL.

Considering that ARAMCO and TOTAL are the best representative worldwide companies in the Oil & Gas and Petrochemical sector, and request high standards of quality and reliability to their supplier, becoming an approved vendor for those companies is a very important achievement for any pump manufacturer. Such goal places TMP among the most international qualified pump suppliers.

The contract is actually on delivery and includes:

- n° 6 vertically suspended sump pumps series CPPL, type VS4 according to API standards;
- n° 2 wet pit vertically suspended series MEC, type VS6;
- n° 4 horizontal overhung centrifugal pumps, single stage, series AP type OH2.



Horizontal overhung centrifugal pump single stage series AP type OH2

flash news

TM.P. Opens itself to the East European Market

Since 2010, TMP has decided to enter more deeply into the East European Market, focusing on Romania, where TMP has already been present since several years with S.C. TM.P.

Termomeccanica Romania Srl, and on Germany as well as Russia.

For this reason, **Heinrich Hofmann** has joined the TM.P Commercial Team, thanks to his very long experience in the above mentioned countries.

The technical background of Mr. Hofmann started in the Aeronautics market, where he worked as a Project engineer for a joint venture between Germany and NASA for a military aircraft project. Later on, he joined one of the major Pumps competitors, still as a Project Engineer at the beginning of his career, then moving on to Sales Manager and Business Unit Manager for the growing markets of Russia and CIS countries (Commonwealth of Independent States).

Our choice has already lead to good results, more specifically we have just signed an important contract with the Russian Mines Minister for the supply of 3 split case pumps, with crossover, type 500D2D100, 3,7MW each, for the open-sky mine in Kemerovo – Siberia, where our pumps will be used under critical conditions, pumping water at hot pressure for sulphate extraction.

We wish to Heinrich all the best for a long lasting & satisfying future within the Termomeccanica Group.

ARDE Project Searching for Excellence 2010 Progress Report

ARDE project activities have continued throughout 2010. During these last few months, amongst the technical and professional background improvement courses, components with **External Technology Content** training courses have been organized and the second **International Contractual Management** Course has also taken place.

So far, 70% of the ARDE Project training courses have been completed. The work related to the **Path to Cultural Change** has been focused on the Competence Teams workshops: meetings have been held throughout the Company so as to spread and develop the five Competences.

Moreover, the A.R.D.E. Project Leading Committee was created in November. Such Committee's role is to make the whole project more "fluid" and translate it into operational results bringing greater competitiveness to the company.

For the year 2011, new projects and objectives lie ahead for the Competence Teams.



The editors of this issue are:

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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.

