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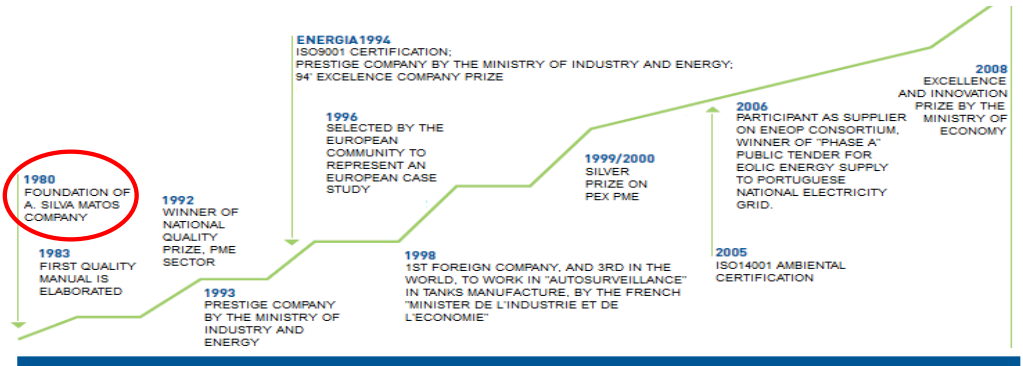


History









1980
FOUNDATION OF A. SILVA MATOS COMPANY

1983
FIRST QUALITY MANUAL IS ELABORATED

1992
WINNER OF NATIONAL QUALITY PRIZE, PME SECTOR

1993
PRESTIGE COMPANY BY THE MINISTRY OF INDUSTRY AND ENERGY

1994
ENERGIA1994
ISO9001 CERTIFICATION;
PRESTIGE COMPANY BY THE MINISTRY OF INDUSTRY AND ENERGY;
94' EXCELLENCE COMPANY PRIZE

1996
SELECTED BY THE EUROPEAN COMMUNITY TO REPRESENT AN EUROPEAN CASE STUDY


1998
1ST FOREIGN COMPANY, AND 3RD IN THE WORLD, TO WORK IN "AUTOSURVEILLANCE" IN TANKS MANUFACTURE, BY THE FRENCH "MINISTER DE L'INDUSTRIE ET DE L'ECONOMIE"

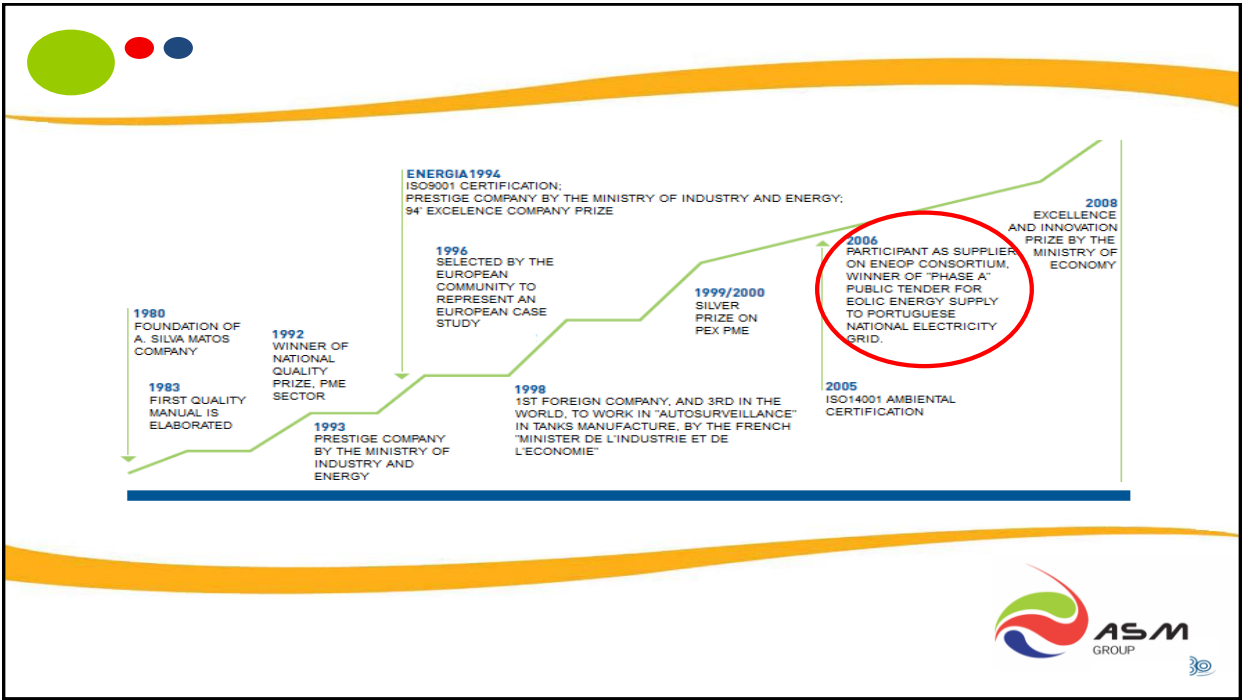
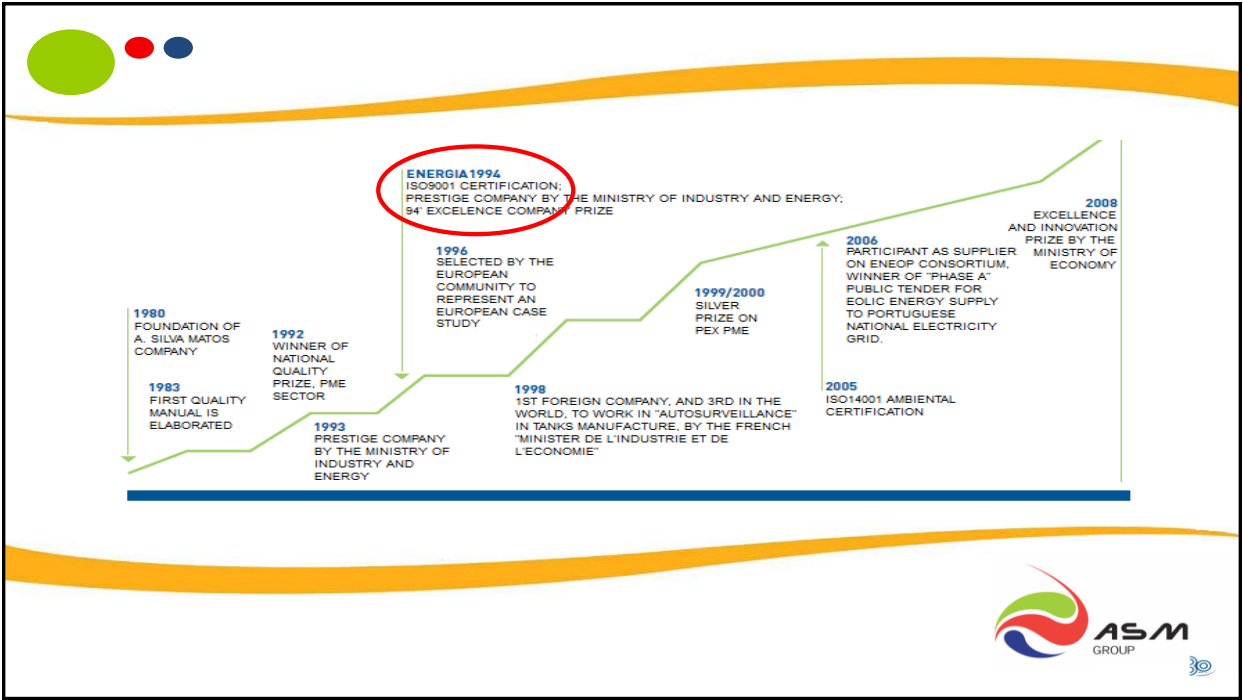
1999/2000
SILVER PRIZE ON PEX PME

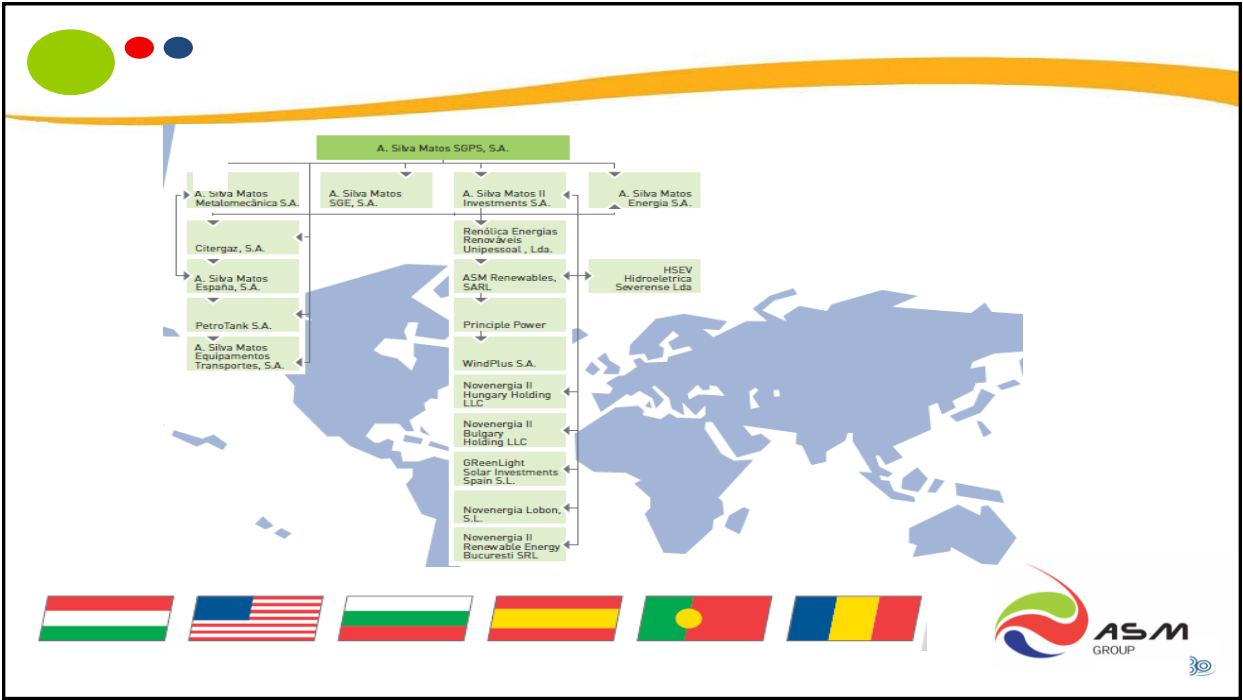
2005
ISO14001 AMBIENTAL CERTIFICATION

2006
PARTICIPANT AS SUPPLIER ON ENEOP CONSORTIUM, WINNER OF "PHASE A" PUBLIC TENDER FOR EOLIC ENERGY SUPPLY TO PORTUGUESE NATIONAL ELECTRICITY GRID.

2008
EXCELLENCE AND INNOVATION PRIZE BY THE MINISTRY OF ECONOMY







BUSINESS AREAS

- Oil & Gas
- Chemical & Petrochemical
- Renewable Energies





ASM GROUP

Industrial Branch

- ASM METALOMECÂNICA
- ASM ENERGIA
- ASM EQUIPAMENTOS E TRANSPORTE
- CITERGAZ
- PETROTANK

Renewable Energy

- ASM INVESTIMENTOS
- ASM RENEWABLES


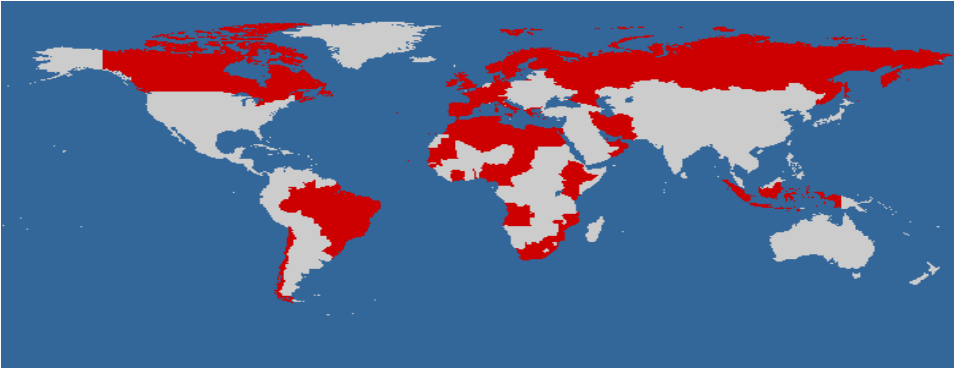


[2011] Relevant Information:


- Group turnover above 50 Million Euros;
- Exports above 60% of annual turnover;
- N.º of Employees: +300;
- Overall number of group companies: 18.
- Total Area: 154.000m²




WORLDWIDE GROUP SALES



Products







PRODUCTS

Oil & Gas

- LPG Storage Tanks
- Cryogenic Tanks
- Liquid Combustible Tanks
- Bobtails and Semi-trailers



PRODUCTS

Chemical & Petrochemical

- Drums
- Reactors
- Heat Exchangers
- Welded Constructions



PRODUCTS

Renewable Energies


- Eolic Towers
- Off-shore Eolic Towers
- Wind Float









ESO








ESO PROJECT

"Manufacture and Delivery in Chile of LPG Storage Tanks for the ALMA Multi-Fuel Power Generation System"



SCOPE OF PROJECT

Manufacture 3 LPG storage tanks with 206m³, and deliver them to the ALMA site, in the Atacama Desert - Chile.

Tanks to be shipped from Portugal to Chile by boat and then transferred to the OSF (Operations Site Facility) by truck.

Unloading at OSF included.





PROJECT DIFICULTIES

Chilean certification and approval of the tanks

Global certification of the tanks installation

Oversized transport and different means used

Different languages barrier



CERTIFICATION

European Certification (CE mark) was not enough

Tanks had to be homologated by Chilean Local Authority:
SEC - Superintendencia de Electricidad y Combustibles

Homologation Procedure:
PC 59 – *PROTOCOLO DE ANALISIS Y/O ENSAYOS DE PRODUCTOS DE GAS*

Procedure Date: 14 Feb 1995





CERTIFICATION

SEC homologates imported equipments in two conditions:

- Manufacturer production is certified by a recognized Notified Body
- Equipments are certified by a Chilean Notified Body, upon arrival to Chile

ASM contracted Bureau Veritas Portugal + Cesmec (Chilean Buereau Veritas) to obtain the necessary certification:

- CE Certificate
- TC8 Certificate: *Certificado de Aprobación de Producción - Tipo*

Cesmec was certified by INN - *Instituto Nacional de Normalización*



PROJECT KEY DATES

- Preliminary enquiry: May-2010
- Call for tenders: September-2010
- Contract award: December-2010
- Provisional shipping date: June-2011
- Provisional delivery date: July-2011
- **FINAL DELIVERY DATE: March-2012**
- **PROVISIONAL ACCEPTANCE: May-2013**





PROJECT ISSUES

Overall Technical Specification

- Type of installation and fittings definition
- Feed-back from local LPG supplier
- Lack of specific expertise in this particular field

Transport availability

Costumes clearance



PROJECT BENEFITS

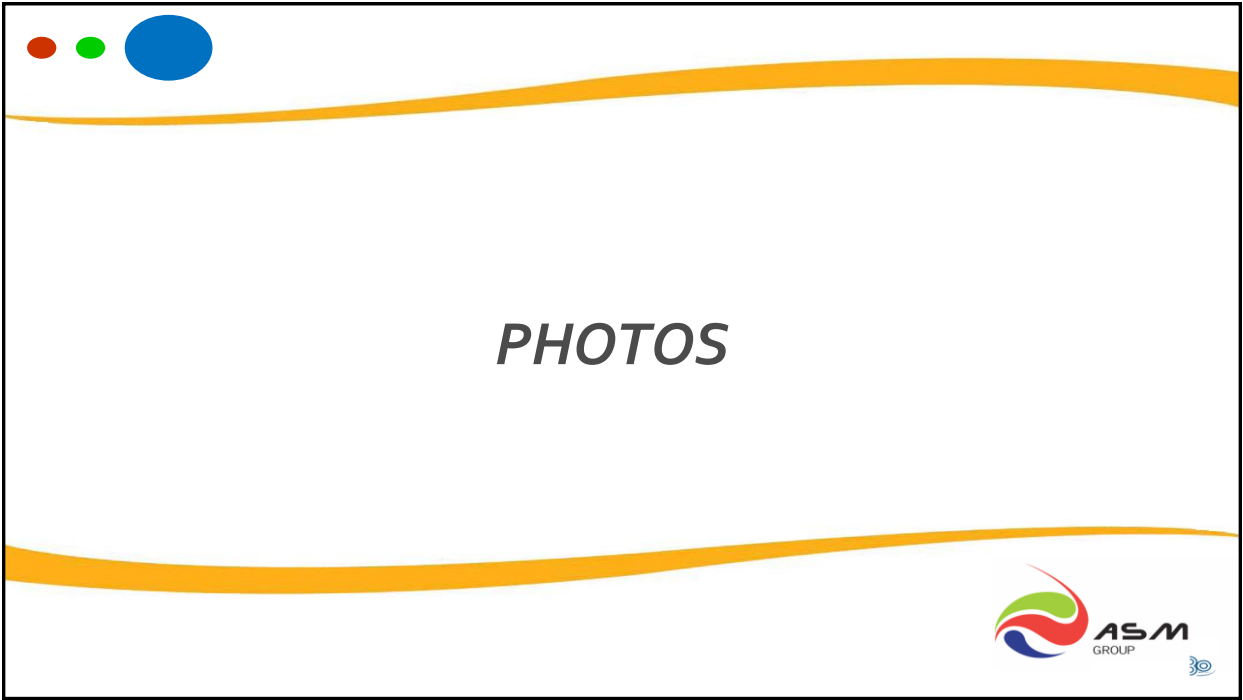
Opening of a "new market"

Excellent cooperation between ESO & ASM

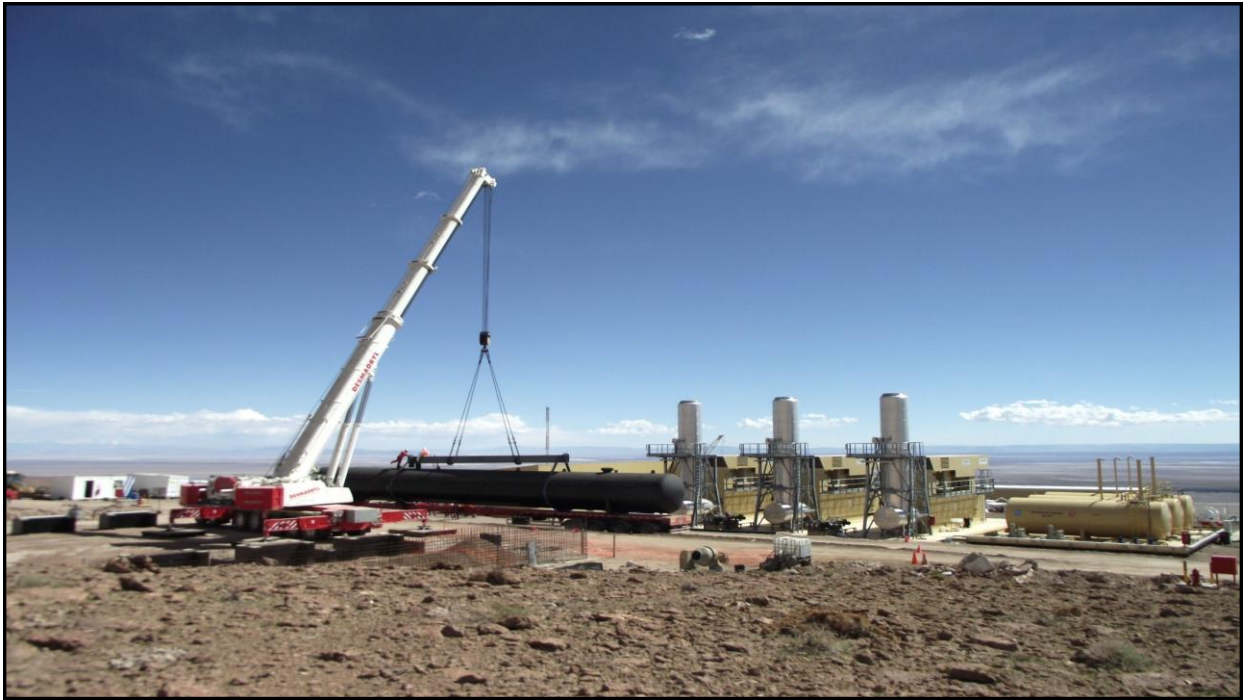
ESO expertise in particular and complementary subjects

"Zero" economical risk











Thank you for *your* attention!

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