

## ■ WELCOME ON BOARD

ISOIL Industria is pleased to announce that effective July 1st 2010, Giorgio Magni has agreed to accept a position of Export Sales Manager for the ISOMAG Line of products.

Giorgio brings a background of 24 years in the pump industry and 12 years in the metering industry prior to join Isoil. Started as Sales Engineer, on his previous occupation he assumed position of Product Manager for Liquid Ring Vacuum Pumps, Self-Priming Centrifugal Pumps and Packaged Pumping Systems and Director of Sales for Engineered Solutions in Pumping and Metering skids for the Oil & Gas, Chemical, Petrochemical and Energy markets as well as experienced in Marketing and Advertisement.



## ■ MID ANNEX D

**Isoil Industria production center, Hemina, has finally received the MID certification Annex D.**

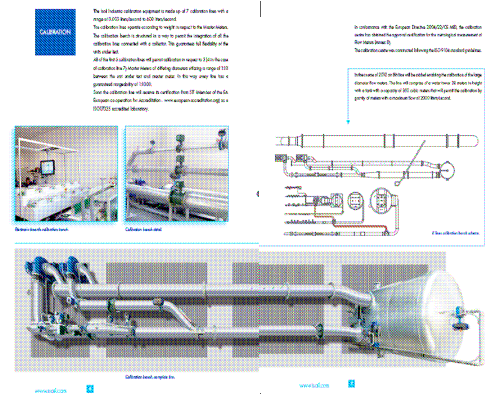
This fact has definitely to be considered a milestone in Isoil Industria history. With this certification all the meters which already had the MID Annex B type certificate can now be calibrated and supplied with the CE M mark and used for custody transfer purposes.

## ■ ISO 9001:2008

Isoil Industria and the production center Hemina have received the new quality certificate ISO 9001 in the new release 2008.

## NEW ISOIL COMPANY PROFILE

Most of you already received our new brochure with new and updated information about our company and some more details on our new calibration test bench .



## ISOCAL

The first three BETA-versions of the unit are now in the field to perform some tests. One is placed in Asia and one in Africa; the other is at our facility where we are performing the necessary software debugging operations. We will present the product and the results during the International Meeting in September.

## THE NEW FLOWIZ™

What to say more about this product?

It was the first meter able to communicate by GPRS.

It is still the only one, after 4 years, on the market

Several units installed and properly functioning all over the world witnessing the power of this technology and, let us underline it, a huge experience now also in the communication field.

**It was already unique...we just wanted to make it even more unique!**

Data Logger in MicroSD/MicroSDHC memory cards. Capability of more than 2 Gbytes;  
GPRS Automatic diagnostic;

Tele assistance, meaning the possibility of downloading and upgrading a meter, wherever it is in the world, directly from our headquarter;  
And more...

**Do you remember? NOT MAGIC...BUT CLOSE...**

## ■ TRAINING

On the 8<sup>th</sup> and 9<sup>th</sup> of March we had a service training in our facility where several distributors took part. We will keep you posted about the next trainings coming up.

## ■ TRAVELS


**SPAIN** From the 4<sup>th</sup> to the 5<sup>th</sup> of February 2010 Andrew Cazzaniga was in Spain, visiting our partner distributors and for some technical issues.

**HK & TAIWAN** From the 2<sup>nd</sup> to the 11<sup>th</sup> of February 2010 Roberto Guazzoni was in Hong Kong and Taiwan, visiting our partner distributors and for some customers visits.

**PORTUGAL** From the 23<sup>rd</sup> to the 26<sup>th</sup> of February 2010 Diego Benvenuti was in Portugal. This visit was the occasion to meeting Cristina and her team in Contimetra and together meet several customers of the water utilities of Lisbon and Oporto

**PORTUGAL** From the 11<sup>th</sup> to the 12<sup>th</sup> of March Andrew Cazaniga was in Portugal. This visit had the purpose to follow up the previous visit for a very interesting project followed by our partner Contimetra in Oporto.

**ECUADOR** From the 16<sup>th</sup> to the 21<sup>st</sup> of March 2010 Diego Benvenuti was in Ecuador to visit our new official distributor Tecnohydro. We would like to welcome Maria, Alfonso and the whole team to our Isomag family and wish them a good success for the future work together.

- COLOMBIA** From the 22<sup>nd</sup> to the 28<sup>th</sup> of March and from the 1<sup>st</sup> to the 5<sup>th</sup> of June 2010 Diego Benvenuti was in Colombia, visiting our partner distributor ByC. The visit was the occasion to visit several customer in the Country involved in some interesting project and to organize a seminar where different water utilities and Engineers took part.
- PERU** From the 29<sup>th</sup> of March to the 2<sup>nd</sup> of April 2010 Diego Benvenuti was in Peru, visiting our partner distributor Industrial Control and perform some customer visits.
- DUBAI** From the 2<sup>nd</sup> to the 7<sup>th</sup> of April 2010 Roberto Guazzoni was in Dubai for a visit to our distributor in the Country.
- CINA** From the 2<sup>nd</sup> to the 7<sup>th</sup> of May 2010 Roberto Guazzoni was in Cina to perform some strategic visits for future possible business.
- EGYPT** From the 26<sup>th</sup> to the 28<sup>th</sup> of April 2010 Andrew Cazzaniga was in Egypt to visit our distributor and to make the necessary arrangements for upcoming event of May.
- TUNISIA** From the 3<sup>rd</sup> to the 5<sup>th</sup> of May 2010 Diego Benvenuti and Walter Segneri were in Tunisia visiting our partner distributor Socoopec and attending a seminar where several water utilities participated.
- EGYPT** From the 12<sup>th</sup> to the 14<sup>th</sup> of May 2010 Robeto Guazzoni e Andrew Cazzaniga were in Egypt for a seminar with several water utilities from the Country and in collaboration with our partner distributor AEE.
- 
- ARGENTINA** From the 26<sup>th</sup> to the 28<sup>th</sup> of May 2010 Diego Benvenuti was in Argentina, visiting our partner distributor Alfa Instrumentos and for some customer visits
- BRASIL** From the 6<sup>th</sup> to the 9<sup>th</sup> of June 2010 Roberto Guazzoni and Diego Benvenuti were in Brasil, to take part to Water Loss event organized by the IWA. It was also the occasion to meet our distributor Lamom who was with us in the exhibition. Roberto Guazzoni also spent few days with Gustavo making visits in the Country for future business opportunities.

## ■ VISITS

### NIGERIA

From the 17<sup>th</sup> to the 20<sup>th</sup> of January 2010 a delegation from Nigeria came to visit our factory. Following a good job closed in Nigeria, and in particular in the capital city of Abuja, our partner Nastom and some key persons of the water utility of Abuja came and visit the factory Hemina to follow a technical training and check the procedures followed during the manufacturing of our meters.

ISOIL INDUSTRIA S.p.A.

the **ISOMAG**  team