

## Authorized dealers: since 2007 we have an agency also in Iran

**Era Feat Sanaat Company was founded in 1993 as a supplier of high-quality products to the Iranian market.**



The company is based in Tehran, the capital of Iran with 12 million people. It has a four-story facility, with its own warehouse and fleet. The staff include 60 people. Since 2005, within a program of important industrial projects, the group's management decided to apply for official dis-

tribution licenses to support import and the participation in government tenders. Era Feat Sanaat Company has consolidated its business, and its engineers have convinced the management to focus completely on the technical industrial field.

**After accurate market analysis, Era Feat has decided to represent Metal Work products in Iran. The actual activity started in 2006, while direct official collaboration was defined in early 2007.**

The Metal Work brand has been introduced in Iran through the participation in two major international exhibitions in the petrochemical and industrial sectors. After a successful launch, the agency started to expand Metal Work's activity in the local territory.

Although this is a highly competitive market with unpredictable political problems, the goal is to become number one in the Iranian market within the next five years. Era Feat Sanaat Company sells and distributes the whole Metal Work range and offers an efficient after-sales service. The company relies on skilled engineering consultants and resources for the design of production lines and management of entire automation projects.

### Flash news

#### Here comes P Service Prato

As clearly illustrated by Daniele Marconi, sales manager, in the opening article of this Club issue, Metal Work has once again confirmed its strategy of creating controlled companies, in collaboration with local partners, that represent Metal Work while keeping a close eye on local customers. **In winter 2007, P Service Prato was set up to serve the market in Tuscany and Umbria.** This branch operates according to the usual corporate philosophy, contributing to turnover expansion and adding value to the product range.



#### A new image from Poland

In June 2007, Metal Work Poland inaugurated the new offices with 4,200 square meter area. The facility introduces the new image of the Group subsidiaries, that will be adopted for all companies in the future. The Polish site is very functional, well equipped and design the respond to customer requirements promptly. The offices are distributed on two floors for a total surface of 300 square meters, plus 650 square meters for warehouse and workshop. In the workshop, valves (including FRL and HDM series) are assembled according to customer specifications. The new facility is also provided with a training area.



#### Brand new headquarters in Germany

In April 2008, Metal Work GmbH moved out into the new facility in Landsberg am Lech, which also features the "new look" of the Group. The site is about 150 km from the previous one, located over a 3,700 square meter area; the two-story buildings extend over 1,500 square meters approximately, including offices and warehouse. All staff were maintained and are ready to face this new challenge with enthusiasm, serving the market with commitment and professionalism.



#### Recent appointment in Austria

News also from Metal Work Austria: Reinhold Krejci is the new managing director. In his position, the manager will work to expand and strengthen the Group's presence in the small but dynamic Austrian market.

#### 2008 dates

**Also in 2008 Metal Work will attend several exhibitions in Italy and abroad. The international markets helps improve and develop new areas in our industry. Please visit our website [www.metalwork.eu](http://www.metalwork.eu) to see the complete list of exhibitions.**