

Group convention

Metal Work organizes several meetings during the year, aimed at promoting the exchange of views and opinions within the company, the development of new initiatives and strategies to strengthen the Group's competitiveness and to pursue continuous renewal. Here are a few.

June 12 XIV P Service Meeting

This year, the annual meeting with P Services opens a new phase. The fourteenth edition will be extended from branch managers to the whole sales force. The meeting will be held in Brescia, providing a valuable opportunity to bring salespeople closer to local mar-



kets, improving the knowledge of the specific needs of each territory.

aimed at enhancing the Metal Work leadership.

July 17-18 II International Meeting of Authorized Resellers

The *International Meeting of Resellers* is held every three years. During the event, located in Brescia, there will also be a

meeting with Metal Work's authorized distributors. This will be an opportunity of networking and exchange among professionals from all around the world, different markets with different problems, but sharing the same enthusiasm and the confidence that Metal Work products are winning solutions that can improve and consolidate each organization.



June 26-27 XXV Managing Directors' Meeting

This year, the traditional meeting of the Group's decision-makers will be held at Grand Hotel Terme di Sirmione, a famous spa resort and holiday destination on Lake Garda.

The meeting will be an occasion to analyze results and to plan new strategies



Energy saving under the spotlight

Metal Work has always been committed to environmental regulations and has achieved the EN ISO 14001 certification since 2000.

The entire organization contributes to global energy savings in production processes.

For an even more visible and tangible commitment in this respect, the Group suggests clear strategic orientations that can be summarized as follows:

- consistent compliance with laws and regulations
- continuous pursuit of the reduction of emissions and wastes
- continuous pursuit of the reduction of consumption (water, energy and raw



materials)

- adoption of technological processes offering lower environmental impact
- training of all staff to support all initiatives for environmental protection.

Metal Work products are distributed all around the world. The pneumatic products are intrinsically strong energy consumers, therefore Metal Work is aware of its role in providing customers with all information to reduce energy waste. In addition, to encourage customers to design with an eye to environment and saving, Metal Work undertakes promotional initiatives. Among these, we mention the "Pneumatic saving box": an interactive automated device that is exhibited at the leading industry exhibitions. By answering a few questions on energy saving, the visitor receives a small plant as a gift.

Metal Work offers complete information on this issue through media, general product catalog, Web site, promotional brochures and articles in the leading industry magazines.



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...and much more...



A new stand in the luggage!

Metal Work has enhanced and renovated its range of stand constructions. The convenient "takeaway stand" for areas

up to 15 square meters with a new line having stronger visual impact and strengthening the Group's image, constantly committed to the search of modern, high-quality and highly reliable solutions.

Emotion Day: motivating the sales force

In early February, the Italian sales force was involved in a few very special days. Guided by a professional coach, the salespeople had their experience analyzed from

the unusual perspective of the interior search for personal motivation. A very interesting initiative has underlined the value of sales force motivation, an essential element for the success of any business.



Exhibitions

Exhibitions to show our business



From Tuesday 27 to Friday 20 May 2008, at the Fieramilano (Rho) exhibition center, Metal Work is exhibiting at Fluidtrans Compomac, the leading exhibition of fluid power, and Xylexpo, the biennial exhibition of woodworking technology, held concurrently with Technology Exhibitions Week.

Metal Work will take the opportunity to present a wide range of new solutions, the most effective applications, the most original solutions, and to lay the foundations for new deals and economic agreements with engineers, designers, operators from all industries and regions.

The participation in these events is strategic in the current climate of confidence which - despite some worries due to expensive oil, overrated Euro versus dollar and yen, and the subprime mortgage crisis - is characterizing the industry and is confirmed by the end-of-year figures and the trend of orders book, supported by the positive development of most application industries.