

GLOBAL OEM MEETING MATHI, ITALY

The first meeting of the "Global OEM" teams was just held at Megadyne corporate in Mathi Italy. The meeting was hosted by Franco Urbani.

Franco Urbani, then sales manager at Megadyne Italy, was charged with the task of creating a "Global OEM Program" in September 2010. The goal of the program is to form a highly efficient "Technical" team consisting of three groups covering the globe. They are the Americas, Europe, and Asia.

Additional goals of this newly formed team are to consolidate the existing OEM business of Megadyne, support the local field teams and sister companies with technical information, as well as increasing Megadyne's share of the OEM market worldwide. This will be done by searching out new corporate customers, new OEM customers and creating new applications.

The following members of the European and American groups were present:

From Megadyne - Luca D'Auria (Application Team), Allesandra Garbolino (Applicaton Team), Luana Barra (Application Team), Alessio Mirarchi (OEM Sales Engineer), Alberto Gambino (OEM Sales Engineer), Franco Urbani (Global OEM Sales Manager), Stefano Gaidano (Sales Manager), Federico Airola (R&D) , Flavio Regis (Sales) , Danilo DiCesare (Megarubber Engineering Manager) and Matteo Tadolini (Product Manager).

From Jason Industrial - Jeff Pence, Dave Bayne, Larry Klein and Steve Scanio.

The Asia team is still to be determined. Megadyne is currently training a group of engineers that are graduating from the University of Turin next month. We hope to fill some spots globally out of this class. The following Engineering students attended the Megadyne training meetings: Zhang Bolin (China), Li Chang (China), Wei Dai (China), Muzammal Hassan, Samuel Ortega (Mexico), Zeeshan Yousaf (Pakistan), and Zhao Ziyuan (China).



University of Turin students pose with Alberto Gambino and Luana Barra of Megadyne Europe OEM team



Larry Klein, Steve Scanio & Dave Bayne

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Matteo Tadolini presents a new development project

Giorgio Tadolini addressed the group and emphasized that both he and the Board of Megadyne SRL are putting their full support behind the program. Megadyne is strong in the OEM sector throughout Europe and they want to see this same strength in the Americas and Asia. The emphasis is to continue our efforts on selling Urethane, but the focus needs to be on our rubber products, especially Platinum.

This said, results are expected and all sales personnel in each sister company are to give their full support to the program.

In the coming weeks, a more detailed outline of the path forward will be laid out by Jason management.