

IN 2011 MARPOSS CELEBRATES THE 25TH ANNIVERSARY OF ITS DIRECT PRESENCE IN CHINA

**STARTED IN 1986 WITH A SMALL REPRESENTATIVE OFFICE, MARPOSS IS
PRESENT TODAY WITH ITS OWN MANUFACTURING PLANT AND
SEVERAL SALES AND AFTER-SALES SERVICE CENTERS**



In 2011 Marposs celebrates the 25th anniversary of its direct presence in China.

The first exploratory contacts date back to the end of the 70's, when Marposs started pioneering this emerging country, whose potential looked very appealing to a company ambitious to be present worldwide wherever industries were operating.

On November 4th, 1986, Marposs officially established its first trading company in Hong Kong; it served as a bridge to Mainland China and the markets of Taiwan and the Southeast Asian countries. The development of Marposs' presence in China, starting from the end of the 80's, proceeded along with the economic growth of the country, especially in the automotive market.

In 1988 an after-sales service center was located in Shanghai and a representative office was established in Beijing.

In 1994 sales and after-sales service were offered through a local agent in Taiwan.

Ten years later, in 1998, the Shanghai location expanded to include a sales center, to better service the specific requirements of the Chinese market.

Later on, two local companies were established. In 1998, **Marposs Electronic Gauges Shanghai Co., Ltd. (MEGS)**, was created with the mission of providing in-process gauges to the grinder manufacturers and matching equipment to the bearing measuring machine manufacturers. In 2005, **MG Wuxi Co., Ltd.**, to provide pneumatic, electronic and mechanical gauges to the automotive industry.

Marposs Shanghai Trading Ltd. (MST) was originally established in Shanghai in 2006 to coordinate all the sales and after sales-activities in China and to better satisfy the increasing market requirements in several sectors like automotive, machine tools, refrigeration compressors, glass, computer, electric motors, etc.

Marposs Taiwan Co., Ltd. was established in 2007 in Taichung in order to directly serve the local market through a direct sales and after-sales service organization.

Soon after, MST opened some new branch offices: in 2007 Shenyang for the North-East Area and Wuhan for the Middle Area, followed in 2008 by Chongqing for the West Area and Guangzhou for the South Area.

Marposs Nanjing Automation Co., Ltd. (MNA) was originally established in 2007 as a joint venture with a local manufacturer of automation, to be able to effectively compete in manufacturing gauging machines and automation for the domestic market. In 2008 it became a fully-owned Marposs company and in 2009 it took over MG Wuxi and MEGS.

At the beginning of 2009 a new 15,000 sq. m. facility was built in the technological park of Nanjing Jiangning Riverside Economic Development Zone.

It is the largest Marposs foreign investment for production.

MARPOSS PLANT IN NANJING

Entire production chain: sales, engineering, manufacturing, purchasing, assembly, checking, packaging and shipping, training, after-sales service

Building: 15,000 sq. m.

Gardens and yards: 8,200 sq. m.

Employees in the plant: 284 (year 2010)

WORKSHOP

Surface: 11,000 sq. m. - Height: 11 m.

Two cranes: height 9 m, payload 10 ton each

Machine tools: traditional and CNC lathes, boring and milling machines, CNC vertical machining center, radial drills, surface and ID / OD grinders, cutting and sawing machines, bending machine, welding machines, high-frequency heating machine

Internal treatments: sand blast room, painting room, burnishing equipment, thermal treatment area (convection oven, tempering oven, refrigerator)

METROLOGY LAB

Surface: 110 sq. m. with floor separated from the rest of the plant, resting on anti-vibration bearings

Air conditioning: 20°C +/- 0.3°

Equipment: 3D CMM's (working range up to 1000x1800x600 mm), height gauges, Abbe universal length measuring machine, roundness and shape measuring machine, roughness and surface tester, durometer.

INTERNAL RESTAURANT

Seats: 200

Entrance



Reception



Boardroom





Workshop



Thermal treatments

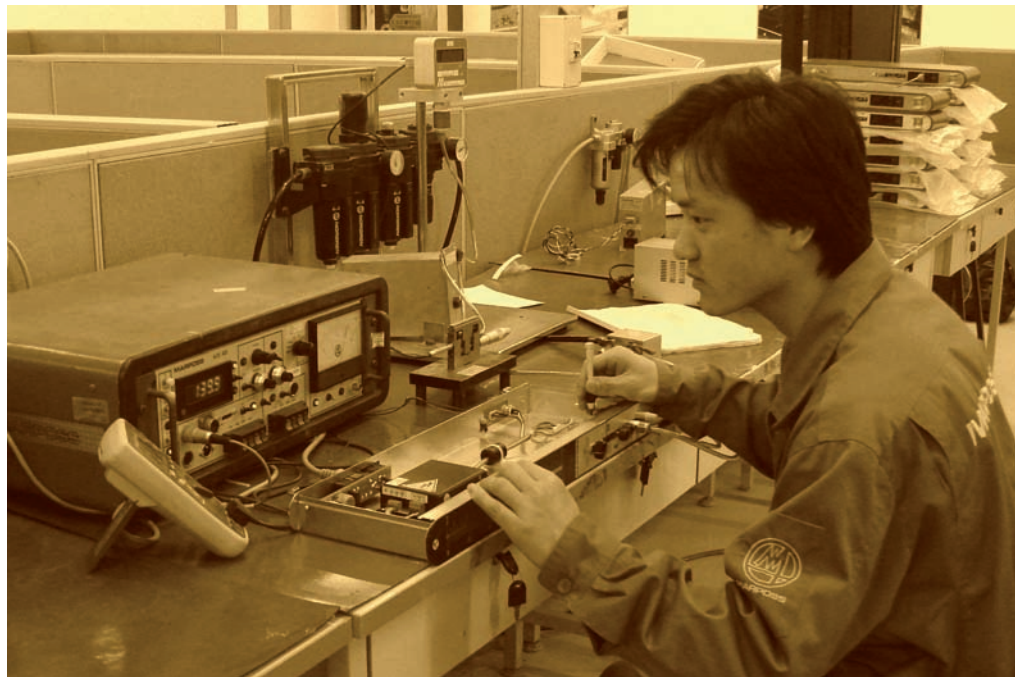


Sandblasting

*Production area:
assembly and final
checking department*



*Production area:
assembly and final
checking department*



Metrology laboratory





Offices



Mechanical technical dept



Internal restaurant

The new plant located in Nanjing (shown in the picture on the cover page) houses the two branches of the headquarters in China: the manufacturing company **Marposso Nanjing Automation (MNA)** and the sales and after-sales company **Marposso Shanghai Trading (MST)**.

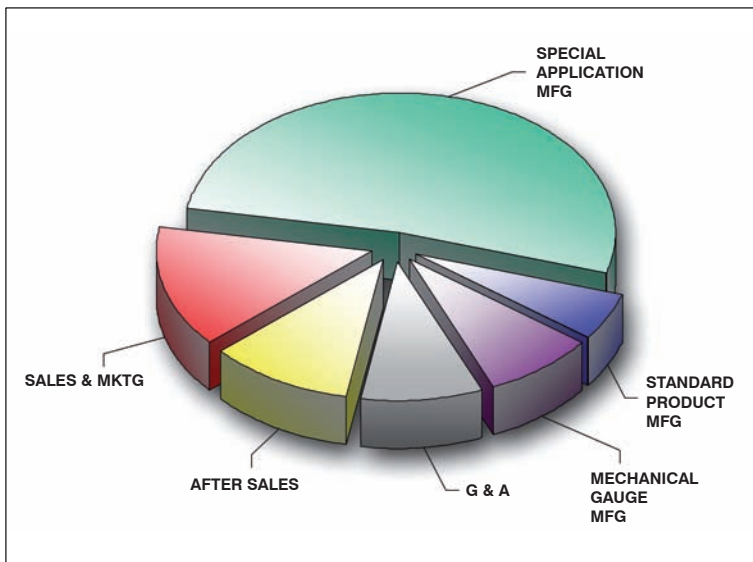
MNA has three divisions:

- the Special Application Division supplies measuring machines and transfer lines for machining lines, assembly lines, special machines, accessories for the automotive industry;
- the Standard Product Division produces standard in-process and post-process gauges;
- the Mechanical Gauge Division makes air gauges, go / no go and other mechanical gauges, masters.

MST has several sales & after-sales branch offices located in the regions with the highest concentration of industrial activities:

- Shanghai to cover the East Area,
- Beijing for the North Area,
- Shenyang for the North-East Area,
- Wuhan for the Middle Area,
- Chongqing for the West Area,
- Guangzhou and Hong Kong for the South Area

Marposso Taiwan Co., Ltd. in Taichung covers the area of Taiwan.



The total number of employees in China is about 360, divided as shown in the figure. The projected sales for 2011 are 35 M€ approx.

As a matter of fact, in any country where Marposso is present, the goal is to employ mostly local people, speaking the same language and thinking the same way as local customers. This applies to China, too, where all employees are local, with a select number of employees from the Marposso headquarters for management, coordination and training of local personnel.

Today Marposso professional teams are able to meet the most demanding expectations of working in sales and after-sales service to perform local design, manufacturing and assembly.

Marposso will continue its strong investment in China and the surrounding areas – through mergers and acquisitions, building new factories, and establishing new service stations – always in an effort to stay close to customers, a philosophy practiced from the beginning and a key factor to continued worldwide success.

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