MESSAGE

Dear Customers, Suppliers and Friends,

completed the first half year, we confirm again that Sopormetal objectives are to be achieved.

In the first quarter of the year we had plenty of positive participations in several exhibitions, within which include the presence in the MCE MILANO, PARIS INDUSTRIES, and CLIMATE MOSCOW.

The results of this presence are more than evident launching SOPORMETAL as the company that has grown more at European level in recent years.

All this success has been possible with the fantastic dynamics of the productive sector vs commercial, together with a service of excellence and quality production.

In the second half of the year we are waiting for your visit in Chillventa 2014 in Nuremberg, where we’ll have a magnificent presence with a fantastic stand with a brand new image.

Sopormetal reached a leading position in the brazing sector, through investment in an integrated production process, which allows to develop an innovative and top quality product. The innovation and the improvement of Sopormetal’s product range will not be the only secrets to this success. The focus on proximity to its customers assures satisfaction and success of business relationships. All answers are backed by a team of qualified and competitive professionals, who give their best for this winning project.

In this edition of SoporNews we’ll share the experience of the path we’ve pursued, getting closer to our customers scattered to the four corners of the world. The results of the first semester, shows the perseverance, availability and strength of the whole team.

We will also show details of the summer activity promoted by the management team in order to provide all employees to new experiences and strengthen the bonds of friendship and fellowship among them. This initiative has already been held since 2007, always with a positive reaction from participants who celebrate this way each of their roles in Sopormetal structure.

Finally there will be a brief reference to the presence in the international event Chillventa 2014 in Nuremberg, and the presentation of the flux with unique characteristics, Sopor Green.

EDITORIAL

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Exhibitions – 1st and 2nd quarter

For any company with international scope, exhibitions attendance is a requirement! Over the recent years SOPORMETAL’s strategy has been sustained in the participation at numerous exhibitions in several activity sectors in several regions of the globe. In this semester that is now ending, the company exhibited in five of these events. The reasons differ from country to country, from market to market.

With the partnerships that have been established with distributors, mainly in the refrigeration and welding sector, SOPORMETAL has increasingly felt the need to be by their side, helping them to define the best strategy in each market with technical visits to their clients and participation in local exhibitions. An example is the WORLD CLIMATE exhibitions held last March in Moscow. One year after having established a partnership with LLC "Holodilnoe mashinostroenie", this was an opportunity to jointly promote the brand SOPORMETAL. This support came not only to strengthen the relationship between companies but also to show to the Russian market the competitive advantages of this new brand. The results were very encouraging, shown by the high number of established contacts and potential businesses opportunities.

Either in more traditional or larger exhibitions within each sector, the company adopts a different strategy, attending in an institutional way. The MCE in Italy, and INDUSTRIE in Paris were exhibitions aimed to deepen the knowledge on the distribution market as well as to increase the number of contacts in the local industry. In both areas, and in both shows, business perspectives and established partnerships are showing great potential. The STEEL FAB Show, in United Arab Emirates and the ISK-SODEX in Istanbul, were the confirmation of the bet made three years ago in that part of the world. SOPORMETAL wants to keep growing in less conventional markets but where the need for technological development calls for specialized products and technical services.

The next attendance will be in October, Chillventa, where we will have the opportunity to show all the innovations in the brazing segment in one of the biggest shows in the industrial refrigeration sector.
ANNUAL TEAM BUILDING

To foster interaction and cohesion of the whole Sopormetal team another annual summit took place on the 11th and 12th July.

During the first day of activities, it was held a lecture with the aim of presenting to the whole team of the group the development and changes that the company has undertaken since the moving to the new production facilities, factory layout and production system optimization which are the result of the entire manufacturing team commitment, who together managed to turn "sweating" on "inspiration".

In the group activities, it was held a Paintball tournament, which besides being an adventure sport activity that involves strategy, decision-making ability and skill also develops the team spirit.

The second day of activities began with a boat ride around Ria de Aveiro bound to S. Jacinto, followed by a tour to the Natural Park of S. Jacinto in order to promote contact with nature and to raise healthy behaviors adoption awareness. This journey culminated in a picnic to regain the energy spent on long walk through the natural park and ended with the return boat trip to Aveiro.
CHILLVENTA - 2014

Specialists from the refrigeration, air conditioning, ventilation, plumbing, heating and electrical sectors, architects and building services planners will meet at Chillventa, the International Trade Fair Refrigeration - Air Conditioning - Ventilation - Heat Pumps from 14-16 October 2014 – to discuss the latest developments in energy efficiency, sustainability and automation with experts from all over the world. That makes it the most important industrial refrigeration European exhibition.

Once more Sopormetal will exhibit in this very well known trade show, presenting a brand new and lighter image with a 60m² booth. You’ll be very welcome to visit us!

SOPOR-GREEN - New Brazing Flux

Sopor Green is a revolutionary brazing flux, fluoride and boric acid free for universal application. Especially developed for brazing alloys with wide melting range, suitable for copper, brass and stainless steel brazing.

Sopor Green is fluoride free, improving the workplace safety in the brazing process, and eliminating all hydrofluoric gases emissions to the environment and to human health, complementing a safe work together with the cadmium free alloys. In addition to the absence of fluoride-based agents, this flux is also boric acid free, which is in accordance with the European Union REACH regulation on chemicals which are potentially hazardous to human health.

This flux can be supplied in powder or paste and its residues are completely non-corrosive and water soluble.