

GAMMA Insulators and Cerisol S.A. Partnership Completes the Porcelain TR Station Post Product Line for the North American Utility Market!

July 7, 2015

To all our North American customers:

As the leaders of **GAMMA Insulators Corporation** – manufacturers of low, medium and high voltage utility products – a subsidiary of the CORONA Group based in Colombia – and **CERISOL S.A.**, manufacturers of medium and high voltage porcelain insulators based in Europe – we are pleased to announce that our companies have joined forces to offer the North American utility market a full line of porcelain TR station posts (ANSI TR-202 to ANSI TR-391).

We see this alliance as representing a strong commitment to provide North American utility and OEM customers with a premier line of low, medium and high voltage station post insulators, supported by state of the art manufacturing facilities, and a strong value proposition of stock, service and support *NOW*.

The **GAMMA-CERISOL** product line will be manufactured, as before, at Gamma's facility based in Medellín, Colombia, and Cerisol's facility located in Vila Nova de Gaia, Portugal. Both companies will collaborate to fulfill the complete product line.

However, this new long term research and manufacturing alliance between both companies means something more. It demonstrates that we are united in our desire to develop and offer *new and additional* station post custom designs, based on specific requirements in accordance to ANSI C.29.9-1983.

GAMMA Insulators will manage the North American sales and marketing effort for new GAMMA-CERISOL product line, plus all customer service and technical operations, as well as Gamma's U.S.-based warehouse and distribution center located in Savannah, GA.

With this announcement, we have also included initial qualification materials as follows:

- Product drawings GAMMA-CERISOL (TR-202 up to TR-391).
- Type test reports
- ISO Certificates from both GAMMA and CERISOL
- GAMMA/CERISOL Company introduction

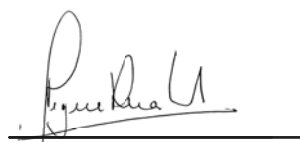
Your contact people for more information concerning this announcement are as follows:

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We hope and expect that in the coming months you will find this new venture exciting, successful and profitable for your business!


Mauricio Yepes Bustamante
GAMMA Insulators Corporation
CEO


Miguel Duarte Silva
CERISOL, S.A
CEO

GAMMA



**CERISOL
E.U.**



GAMMA



**CERISOL
E.U.**

GAMMA-CERISOL Alliance

***Stock, Service and
Support NOW.***



GAMMA Insulators Corporation & CERISOL S.A Europe

Two leaders in the manufacturing of low-to-medium and high voltage utility products have joined forces to offer the North American utility market with a premier line of ANSI designed solid core TR station post insulators. State-of-the-art manufacturing facilities in America/Colombia and Europe/Portugal providing USA based sales/service/inventory support to our clients.

GAMMA

**CERISOL
E.U.**

State of the Art Manufacturing

Experts in Insulator Design and Manufacture

- Over 100 years combined porcelain engineering and manufacturing experience
- Porto Portugal & Sabaneta Colombia
- In-house mineral processing and research facilities
- In-house high voltage & mechanical test labs
- Environmentally friendly ultra low emission natural gas fired tunnel and periodic kilns
- 80% of electrical supply provided by environmentally friendly renewable sources
- Precision, computer controlled kiln cycles
- Precision, computer controlled shaping process

Porto (Vila Nova de Gaia) - Portugal

GAMMA
Insulators

CERISOL
E.U.

- 2011, New Manufacturing Facility
- Plant Area: 161,459 ft²
- Production Capacity: 7,500 to 8,000 tons/year



Sabaneta, Colombia

GAMMA
Insulators

CERISOL
E.U.

- State of the Art Production Processes and Equipment Factory,
- Plant Area: 303,947 ft²
- Production Capacity: 9,600 tons/year



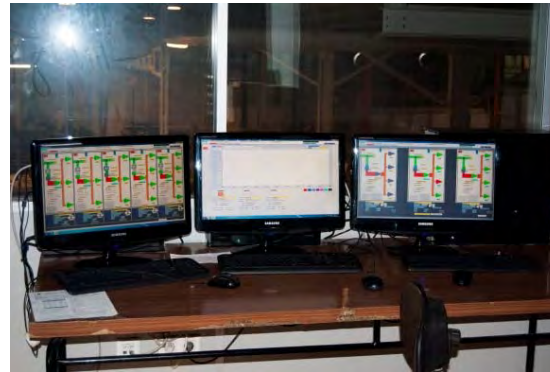
Sabaneta & Porto Manufacturing Facilities

GAMMA
Insulators

CERISOL
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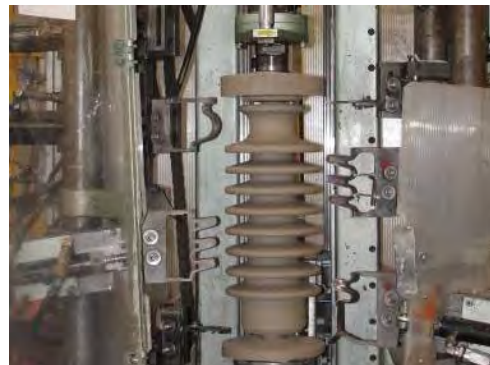
Vacuum Extrusion Process



Precision Control Computer Room, and Natural Gas Fired Kiln



Turning & Shaping



In-House Mechanical Destructive Testing Machine

Testing Capabilities

GAMMA
Insulators

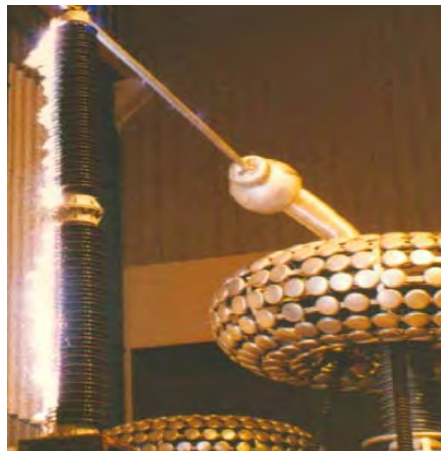
CERISOL
E.U.

- Electrical and mechanical testing equipment in accordance to ANSI C29.9 testing requirements.
- Full equipped high voltage laboratory



Cooperation alliances with certified laboratories worldwide

EGU HV Laboratory a.s.



Eletrobras CESI

LAPEM ASU
ARIZONA STATE UNIVERSITY

Georgia Tech NEETRAC
National Electric Energy Testing, Research and Applications Center

TOTAL PROCESS CONTROL

TPM

Total Process Management

Is a system of maintaining and improving the integrity of production and quality systems through the machines, equipment, processes, and employees that add business value to an organization

Lean-Six Sigma



CERTIFICATES

ISO 9001: 2008



ISO 14001:2004



OHSAS 8001:2007



The GAMMA-CERISOL Product Portfolio

The GAMMA-CERISOL Station Post Product line

Perfect for Station Post Bus Support &
Switch applications

- ANSI C29.9
- IEC 60273, 60168, 60383-1, 62155
- Standard strength
- High strength
- Extra-high strength
- 95 kV BIL through 1800 kV BIL
- TR 202 through TR 391
- 7.5 kV through 500 kV

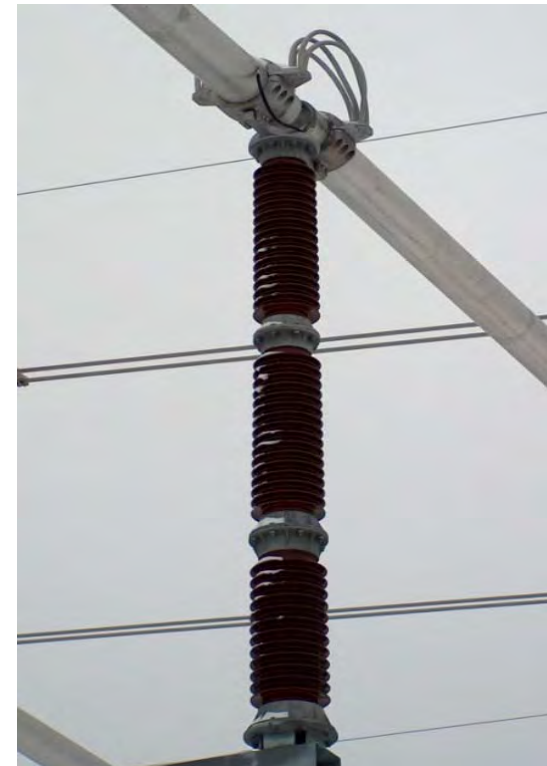


GAMMA-CERISOL Station Posts



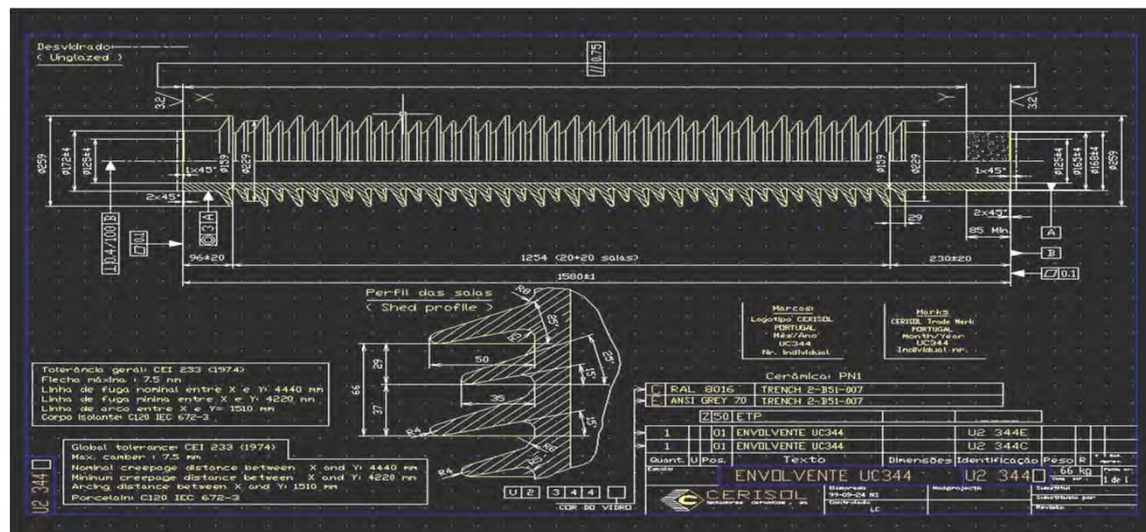
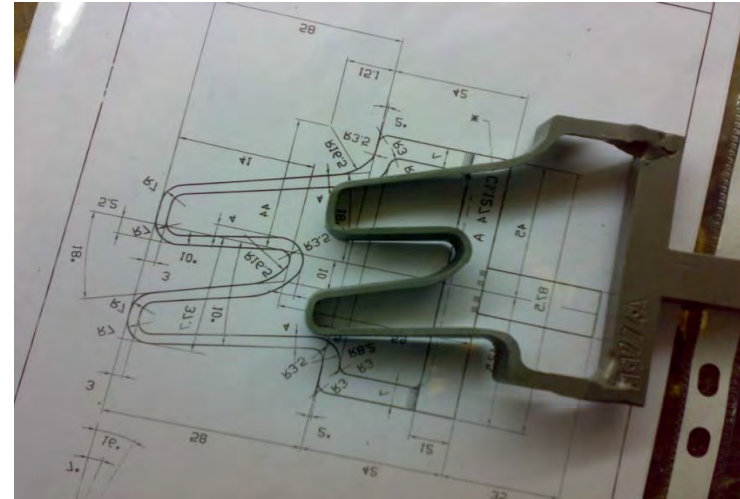
Solid Core Post insulators up to 550 kV are made from C 120 (IEC 60672-3) Aluminous porcelain, or C 130 (IEC 60672-3) High Strength Aluminous porcelain bodies, depending on the requirement of the application and demand from our customers

	<i>Meters</i>	<i>Inches</i>
Maximum height single unit	2.0	78.74
Maximum height total	5.4	212.6
Maximum core diameter	0.248	9.76



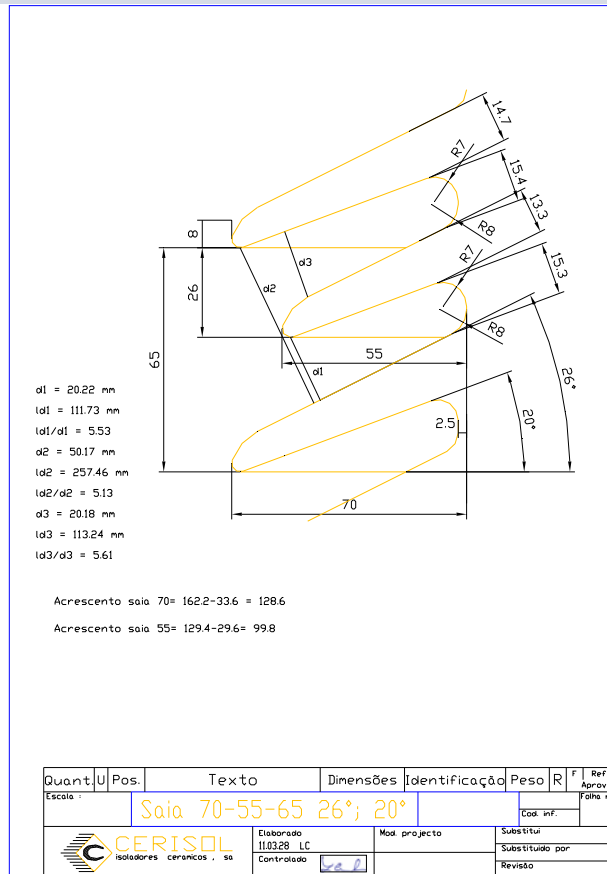
CUSTOMIZED DESIGNS

- IEC or ANSI designation
- Standard product alternatives
- Well-defined development model
- Structured sourcing process
- In-House tooling manufacturing area.



Superior Product Performance Through R&D

- Industry Leading mechanical and electrical characteristics
- Superior isolation capacity for high levels of pollution through innovative shed profile design
- Optimized shed and core designed for reduce weight
- Reduce material use and reject rates for decreased environmental impact



R&D efforts are undertaken both internally and through business partnerships with experts in the field of ceramics such as the University of Aveiro, which is well known worldwide as a Center of Excellence in the Ceramic field, and its CICECO Department (Center of Research for Ceramic and Polymeric Materials)

PRODUCT TRACEABILITY

Information Technology & Bar Code System

- Every insulator produced in our facilities is Bar Coded
- The system is able to track the production status and history of all insulators produced by specific order
- We are able to provide our clients an updated information on the status of each of their orders, at any point in time date of order to arrival



Traceability

Information Technology & Bar Code System (cont...)

Serial Number:

Bar Code:

S3772012000001

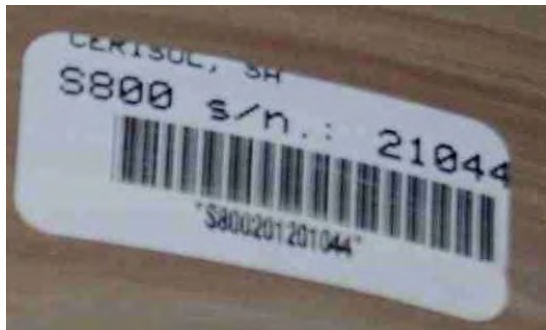
Short Name Year Individual Number



Individual Number:
(on the shed, under the glaze)

2.1

Year Individual Number

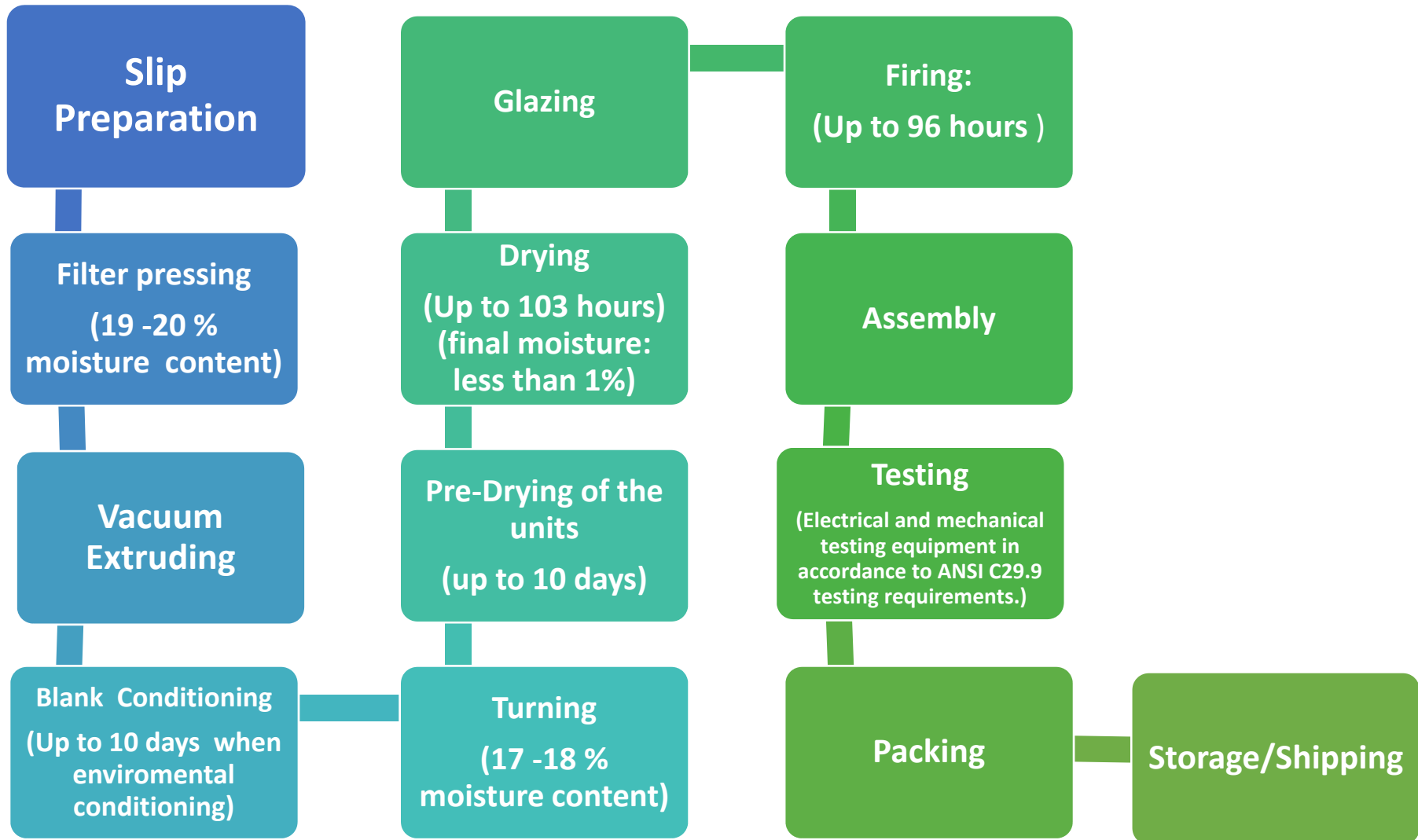


Paper label



"Ceramic" label
(able to withstand the Kiln temperature)

Production Process



Note 1: All body waste is recycled in different streams: Raw waist, and fired waste

GAMMA-CERISOL Customers



UTILITIES



חברת החשמל
Israel Electric



GAMMA



OEM'S

GAMMA
Insulators

CERISOL
E.U.

SIEMENS

AEG



VATECH

ABB

ELTEL
networks



elecno

ALSTOM



EMPOWER

ALPHA
ELECTROTECHNIK AG



COELME
CORPORATE ELECTROMECHANICAL

COOPER
Power Systems

Infratek



ISOLUX COBSAN

HAPAM

egic



EIFFAGE

GÜNGÖR ELEKTRİK
Sanayi ve Ticaret Ltd.Şti.

GÜRAL
ELEKTRİK MALZEMELERİ TİC. VE SAN. A.Ş.

ulutaş
Avni Ulutaş İnşaat Elektrik Taahhüt

GREAT LOGISTICS



Sabenta Colombia Facility from Cartagena

MIAMI:	3 Days
SAVANNAH:	6 Days
NEW YORK :	6 Days
HOUSTON:	8 Days
LOS ANGELES:	10 Days
PORTLAND:	10 Days
HALIFAX:	18 Days
VANCOUVER:	16 Days

Porto Portugal Facility from Lisbon



- HALIFAX: 12 Days
- NEW YORK: 12 Days
- SAVANNAH: 14 Days

Port City Logistcs

GAMMA
Insulators

CERISOL
E.U.

US Based Stocking Location, Savannah GA

Ports of Access:

- Savannah Port Authority
- Charleston Port Authority

Services:

- Stretch Wrap & Palletizing
- Cross Docking & Pick/Pack Services
- WMS Web-Based Inventory
- System with Real Time Visibility

Lead Times:

- WEST COAST: 5 to 7 Day
- EAST COAST: 2 to 3 Days



**Stock items ship
within 48 hours
after PO reception**

U.S. Customs Response to 9/11



- Voluntary program establishing security standards for business partners. Requires ISO Seals from participants
- Participants include Carriers, Brokers, Freight Forwarders & NAFTA Companies

Benefits

- Cargo released by CBP faster
- Reduce time in secondary cargo inspection
- Reduce penalties
- Access to FAST program



AFTER SALES SUPPORT

- Claims attention rate 2015-1: 2 days
- Customer Service Support: 24/7
- Storms/Hurricanes damage Emergency response

- Quoting process:
Less than 24 Hours
- Shipping service commitment:
48 hours out of stock
- Technical support
BEFORE/AFTER sales
- Custom made insulators



GAMMA

CERISOL
E.U.

THANK YOU!

GAMMA

 **CERISOL
E.U.**